



## 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.

# 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

PERFECTION OIL IS THE STANDARD  
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

# EGG Baking Powder

"We are advertised by our loving friends."

—With apologies to Mellin's Food.

## OUR COMPETITORS

feeling keenly the enormous sale and the popular approval  
of the merits of

## Egg Baking Powder

have been publishing advertisements in this vicinity attacking our product. These advertisements have appeared in the news columns as pure reading matter to deceive the public and do not mention the name of the advertiser. We are not afraid to sign OUR advertisements and to state that

## NOT ONE GRAIN OF ALUM

enters into the manufacture of Egg Baking Powder, which fact is attested by eminent chemists. For terms address our nearest office.

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

# Roast Your Own Coffee



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

## Perfection Coffee Roaster

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

Milwaukee Gas Stove  
and Roaster Co.

Milwaukee, Wis.

USE  
THE CELEBRATED

# Sweet Loma

FINE  
CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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

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.

## Ask us for quotations

On Street Car Feed, No. 1 Feed, Meal, Corn, Oats, Gluten Feed, Cotton Seed Meal; any quantity, large or small. Prompt shipment.

Walsh-DeRoo Milling Co., Holland, Mich.

BETTER THAN EVER

\*\*\*\*\*  
S M O K E N  
\*\*\*\*\*  
50 CIGAR SOLD BY ALL JOBBERS



# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MARCH 6, 1901.

Number 911

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 depu- ties wanted. Address

EDWIN O. WOOD, Flint, Mich.  
Supreme Commander in Chief.

## Perfection Time Book and Pay Roll

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

Barlow Bros.

Grand Rapids, Mich.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### MAN'S RIGHTS AT HOME.

The accounts contained in the daily papers of a man in New Jersey who has separated from his wife and left her because he had no privacy in his own home is enough to cause consternation among the married women throughout the length and breadth of the land. It looks as if the worm were going to turn at last, and as if the poor, down-trodden American man was beginning to realize that he has rights in the home which even his wife is bound to recognize.

This is a brand new idea. Heretofore it has been assumed tacitly, at least, in this country, that woman was the whole thing in the home and that a man merely existed in the humble role of bill-payer. It is she who decides on where the family shall live and when they shall cast off the chrysalis of the side street grub and emerge as butterflies of fashion in a mansion on the avenue. It is she who designs and furnishes the home, according to her own taste, and so thoroughly monopolizes it that there is scarce a man who has even a bureau drawer or a hook in a closet that he may call his own.

Every man has, at times, dreams of possessing a room exclusively his own in his own house, where he may spill ashes on the carpet and leave books on the floor and put his feet on the sofa cushions and otherwise enjoy himself after his own ideas, instead of in accordance with his wife's. Alas, it is merely a pipe vision. He may fit him up a den or a snuggery, or whatever he chooses to call it, but his wife inevitably finds it just the place for her sewing machine or that it has a sunny window that suits the baby or is a good situation for her writing desk, and before he knows it the man is ousted. No man has any rights in his own house that anybody feels ought to be respected.

So far as the management of the home is concerned the average man, in the average family, is also an unconsulted figure-head. In other countries the husband and father's position establishes the social status of his womenkind. In this the women of the household estab-

lish his. They do the entertaining. They decide on who is to be invited and who left out, and many a man finds himself the greatest stranger and the least at home person present in his own drawing room. He may be quiet and domestic in his tastes, with an unalterable prejudice against receptions and balls, and a deadly loathing of long-coursed dinners, but that cuts no figure in the extent of entertainments that "mother and the girls" give if they have a hankering after the flesh pots of society.

If the law upholds the New Jersey man in his contention that a man has a right to privacy in his own home, if he desires it, we may see all this changed. Man may assert himself. He may refuse to any longer be put off with any old place in the house, and declare that it is the inalienable privilege of the person with the purse to have the best of things, to smoke in the parlor if he wants to, and to have affairs generally conducted as he wants them.

There's really no telling how far such a domestic revolution would go, once it was inaugurated. In many other states the failure of a man to support and provide a home for his wife is sufficient ground for divorce. The time may come when the failure of the wife to keep the house properly that the man has provided will be recognized as legal ground for freeing him from an ill-kept hearth and bad cooking.

### GENERAL TRADE REVIEW.

The culmination of many pending combinations during the past few days has been the dominating factor in the great financial centers. Naturally trading in the stocks affected has not been governed by market conditions so much as by the effect to be produced by the new deals. In the steel combination is produced the greatest industrial organization which has ever existed. Taking into consideration the interests involved and the ability of the prime movers to control those interests, there can be but little doubt that the course of steel stocks will be upward for some time to come. Among other properties affected by combination and rumors of combination are several traction and gas stocks.

The movement of stocks has been upward all along the line, although transactions are not heavy as compared with some recent standards. It is to be noted that many stocks are making new high records; among them amalgamated copper, the Chesapeake & Ohio and several prominent Southern and Southwestern railroads. The most prominent adverse movement in prices is found in Bell telephone stocks, resulting from the decision against them in the Berliner patent suit.

The iron and steel markets continue strong and active and, in spite of the conservatism of the companies in the matter of prices, demand is forcing a considerable advance in some cases, and in others actual transactions are at a higher figure than the combination price. The price of steel sheets is ad-

vanced \$4 per ton, while billets are sold for \$3 per ton over pool prices and orders have been refused even at this. Some heavy foreign contracts are being taken, although the pressure of domestic demand, as in wire and nails, is such as to prevent consideration of export business. Foreign shipments of rails are being made to Cuba and to several of the South American States and other countries.

The outlook in the textile field is not as favorable as in other lines. The principal interest has attached to the break in cotton, although the influence has not been adverse beyond the temporary unsettling effect, as the high level so long held is above a parity with the manufactured product.

### TO GET RID OF IGNORANCE.

When the eminent Frenchman, De Tocqueville, wrote of America, and when eminent citizens of other countries have looked into our systems, they have pointed out our indiscriminate suffrage as the most dangerous feature of our institutions.

To make everything depend upon the ballot and then to place that ballot in any and every kind of hand, that of the ignorant and vicious as well as the conservative, moral and intelligent, is to invite the worst evils of a purely representative government.

This fact is beginning to impress itself upon the people of many states. The last to take up the question is Maryland. In that State it is estimated that there are 30,000 illiterate negro voters and 18,000 illiterate white voters. These forces can hold the balance of power in elections. They vote, of course, not from an intelligent conception of their duty, or with an appreciation of what they are doing, but as they are told to, or driven to, or bought to do by the professional politicians who manipulate them.

In consequence of these conditions, there will be an extra session of the Maryland Legislature soon, in which the question of disfranchising illiteracy will be considered. It is apparently not the purpose in Maryland to disfranchise the negro only and by some trick provision leave the ballot in the hands of the illiterate whites. There will be no discrimination in disfranchising ignorance if it be determined to make the constitutional change required.

In this country an educational qualification for voting is not disfranchisement, necessarily, except for a brief period. It is not the imposition of impossible or unreasonable conditions. It serves, on the other hand, to dignify the ballot and to stimulate the cause of education. In a country where the free school system is universal there is no excuse for any boy reaching manhood without knowing how to read and write. It is this conviction that is serving to convince the better sentiment of all the states that the sooner we get rid of the illiterate vote the quicker will we see improved political conditions.

If the merchant is negligent the clerk will not be diligent.



## Getting the People

Availability of Handbills and Circulars in Some Localities.

More and more in the development of modern trade is specialization of methods becoming pronounced; and in no direction more than in the ways of gaining publicity.

While for the dealer in the average town the newspaper may be depended upon as the cheapest and most efficient means of reaching the people, there are locations and conditions where other methods must be considered. For example, in the larger towns a great part of the work of mercantile distribution is dependent upon location. Thus there are densely populated regions in every large city where there is no practicable means of reaching the people through the press. Such localities depend for their newspapers upon the great metropolitan journals of the cities in question and these cover so great fields aside from that of the local dealer that their use as an advertising medium is impossible.

A great proportion of the stores in such situations depend almost entirely on location. If this can be on some prominent corner or in proximity to some public building or other means of distinction, so much the better. Often the name of the store is made distinctive of the location, as Washington Park Pharmacy, or the store itself is made distinctive in color or in architecture, and named accordingly.

No class of trade is more thoroughly put upon its good behavior than the merchant depending purely upon location. For such every package of goods sent out of the store is an advertisement, either of value as it meets the expectations of the customer or serious damage if dissatisfaction results. The merchant who is building up a trade in such a place will make it his first work to see that customers are satisfied even if he subjects himself to actual loss on many transactions to do so. I do not mean that it is necessary for him to sell goods for less than they are worth, but that he will meet the expectations of his customers regardless of trouble or effort.

It stands to reason that in a locality of this kind there is more relative value in handbills than in towns where the merchant's clientele and the newspaper circulations are more nearly equal; but as to efficiency of door-to-door distribution I am of the opinion that results are very small. It is a difficult matter to get a handbill into interested hands. The disturbance of having it thrust upon one in any direct manner is an annoyance which goes far to neutralize its value. Such bills may be of some good if judiciously used, but, at the best, the efficiency will be small.

It is a common practice for most of such trade to use printing on its wrappers, but this is a matter deserving study. When the purchase is carried by the customer, he is not always pleased to be made a walking bulletin. Even if the conveyance is by other means, the neater and more modest the display of advertising on the package the pleasanter will be the impression and the more valuable the result.

Probably the most effective means of directly reaching the people in locality trading is through the mails. When an announcement comes to the householder in this natural and businesslike way it is more apt to command attention than if brought in any other way. It is more

## IT PAYS US TO DEAL SQUARELY WITH YOU

And Represent our Clothing Exactly as it is. It will pay you to deal with a square house. A fair and impartial comparison of our goods and prices is all that we ask

COME AND SEE US

WE WANT YOUR TRADE

MONEY BACK IF YOU ARE NOT SATISFIED

## THE MAPES CO

207-209 Washington Avenue South

Lansing, Michigan

## Who is to Blame?

Come now whose fault is it if you have been buying your clothing at stores where they don't care whether they fit you or not so long as they sell you something. It isn't our fault, that's dead certain.

## Now Give us a Trial.

Remember we do our own alterations and it doesn't cost us a cent extra to do a job of altering which would cost another clothing man as high as \$2.00. We don't have to tell you a garment fits in order to avoid paying a tailor for improving the fit. The fact is we don't allow a man to go out with a misfit. We cannot afford to spoil our reputation. And our prices are such that those who are best posted trade with us year in and year out. You would do the same if you knew all the facts.

## Johnson & Ostensen.

The Granite Block Clothiers.

## Barnes, The Grocer.

Mr. Barnes, the old grocer at the old stand, he'll supply you with all the good things, such as Fruits, fresh and canned, the best Olives, Table Raisins, Cranberries, Celery, Nuts—these and all the other good things, the best of each kind. Remember that while the stand is the old one and the grocer is an old hand at the business the goods are new—all new and fresh.

## E. E. BARNES,

Main Street

Great Barrington, Mass.

## Electric Cutlery

We have just received a new stock of Electric Cutlery, and can now show you the LARGEST and BEST line of Cutlery ever shown in Calhoun county. Our

## KNIVES, RAZORS AND SHEARS

are all WARRANTED to be perfect, and we replace any that are found defective. Call in and examine this line of cutlery, and be convinced that we have the right goods at the right prices.

## LEEDLE BROTHERS

HARDWARE

## Happy Man

is he who has been served by one of the expert workmen in our shop.

All our work is guaranteed strictly first class in every particular.

Want your shirt washed

and laundered by the best establishment in the State? We are agents for the American Steam Laundry. Their work is sure to please you.

J. R. HOOPER.



To be looking outside of your own door for bargains in

## FURNITURE.

When you can buy more for a dollar at home than anywhere else. We have a good line of desirable furniture on hand and can give you better value for your money than any one in the town.

## Culver & Rowe.

House  
Furnishers

I shall endeavor to keep up the good reputation of the business of my predecessor. Mr. B. Frank Sweet, and shall make such additions or changes in my Drug Stock as the changing business conditions shall demand. Please call and get acquainted.

## F. J. Chamberlin.

Successor to

B. Frank Sweet

apt to be received when the recipient is in humor to give it attention, or it is apt to be put with other mail matter where it will come to notice later. The same circular handed on the street will be thrown into the first vacant area, or, if handed in at the door, will be quickly consigned to the nearest receptacle for rubbish.

Of course, this method of reaching the public is expensive, but so is any effective method where locality is the prominent factor. On account of the expense the judicious merchant is careful that the matter brought to attention shall be of interest, shall be timely and pertinent. In circularizing it is even more necessary to avoid indefiniteness and generalizing than in newspaper advertising.

\* \* \*

There is an artistic unity in the display of The Mapes Co. in that the printer has confined himself to well-proportioned faces of the same style of type. This, with well-balanced display and distribution of white, produces an attractive effect, in spite of a degree of heaviness which would seem more appropriate for hardware. I do not think the writer has done as well as the printer. The last three expressions are put in to fill up or aid the display, and are worse than useless in trade getting.

Johnson & Ostensen have also a clothing advertisement, in marked contrast with the first as to lightness of display. In this the printer's work is not so thorough nor his methods so nearly up to date. He could well have omitted pauses in most of his display lines and it would have been better to use an Italic "&" in the signature, or, better yet, to have the whole line in Roman to correspond with the other display lines. The writer has embodied material for a good advertisement, but there is a lack of dignity in the phraseology which goes far to mar the effect. "Come now" and "dead certain" are not good. The point of the advertisement is effective, but it should have been expressed in less wording.

E. E. Barnes makes rather a happy expression of an attractive idea, which is treated with simple, effective display. The selection of articles to be named strikes me as a good one and the turn on "new and fresh" at the end is bright and catchy.

Leedle Brothers make a well-balanced display and the printer has done his work well, with the exception of some carelessness as to pauses. No comma after the signature would have been better—much less a wrong font one. Then the period ending second paragraph is inverted. I suppose there must be a trade value in the use of the term "Electric," or it would be omitted, but I do not appreciate its value.

J. R. Hooper writes in the modern snappy style, but not with the clearness that might be desired. The first part of the advertisement conveys the idea that the work is done "in our shop," while the last announces simply an agency. The printer would have done well to have kept up his style in the signature and he should have read his proof more carefully.

Culver & Rowe word their announcement so as to bring in a stock design which does not add to the effectiveness of the work. The space could have been better employed in giving more prominence to furniture. Separating the design from the remainder of the advertisement by a border makes it necessary to study whether it belongs to what follows or not.

I have read stronger advertisements than that of F. J. Chamberlin. A general request to "Please call and get acquainted" on the basis of what precedes is not likely to throng the store with customers. The printer's work is fairly well done.





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

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

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

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

## Around the State

### Movements of Merchants.

Big Rapids—Wm. Day has opened a meat market.

Ithaca—O. L. Altenberg will shortly open a jewelry store.

Lucas—John English has purchased the grocery stock of Bethel Farr.

Coldwater—R. M. Luce has sold his grocery stock to C. J. Rosenberry.

Lansing—Arthur A. Carmer has removed his jewelry stock to Eaton Rapids.

North Grove—Terbush Bros. have purchased the grocery stock of E. E. Kinney.

Flint—Myer M. Brown succeeds Dadds & Brown in the tailoring business.

Montague—Walter Nelson & Co. have sold their dry goods stock to Wm. Sweet.

Clare—W. H. Beeman, of Clio, has purchased the grocery stock of Elmer Halstead.

Grand Haven—Edward H. Kimkema has purchased the meat market of Ruet Wierenger.

Temperance—Ansted & Stieg, general dealers, have sold out to H. T. Brunt & Son.

Cass City—J. D. Crosby & Son succeed Jas. D. Crosby in the clothing and shoe business.

Byron—D. R. Tenton has removed his grocery stock to the south store in the Bean block.

Mendon—R. S. Putnam has invented a new gas engine which will shortly be put on the market.

Ashley—Sprague & Rose succeed Garrett & Rose in the grocery and boot and shoe business.

Leslie—P. Stiles has purchased the harness, implement and vehicle stock of Annis & Sayers.

Henderson—Ed. Anthony, of Saginaw, has purchased of Gus Wildermuth the C. D. Kirby drug stock.

Petoskey—The Petoskey Mercantile Co. has opened a retail store in the McManus office building.

Marshall—Art. Ford has opened a meat market in the building formerly occupied by John Hertkorn.

Cass City—Striffler & McDermott succeed J. H. Striffler & Co. in the agricultural implement business.

Traverse City—Edward Lautner has purchased the interest of his partner in the shoe firm of Lautner Bros.

Marshall—Earl B. Hughes is succeeded by Good & Amstutz in the furniture and undertaking business.

St. Louis—Stambaugh & Hildreth succeed Lucy A. (Mrs. A.) Adams in the grocery and produce business.

Mendon—Joseph Stout has invented a book holder which has been patented and will be placed on the market.

Millbrook—Patterson & Childs have purchased the dry goods and grocery stock of Flora (Mrs. W. S.) Howd.

West Branch—A. C. Neilson has purchased the interest of his partner in the grocery firm of Neilson & McFadyen.

Mount Vernon—R. A. Reed has engaged in the mercantile business, having purchased the stock of O. H. Pike.

Flint—Ferguson & Brown is the style of the new grocery and meat firm organized to succeed James S. Ferguson & Son.

Zeeland—P. & J. VerHage, dealers in hay, have purchased the property where they are now located and will shortly begin the erection of a flouring mill with a capacity of fifty barrels per day.

West Branch—Bernard Blumenthal succeeds Sophia (Mrs. B.) Blumenthal in the dry goods, clothing and shoe business.

Niles—The clothing firm of Brown & Rosenberg has been dissolved. Louis Brown will continue the business in his own name.

Ann Arbor—The Moore Hardware Co. has decided to go out of business, as the store which it occupies has been sold to other parties.

Ludington—Geo. Hitchings has sold his Dowling street grocery stock to P. J. Asplund, who will continue the business at the old stand.

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

Oak Grove—The drug firm of Geo. A. Wood & Co. has dissolved partnership, A. R. Miner retiring. The new firm is known as Wood & Rathburn.

Allegan—Sidney Wise has purchased an interest in the grocery business of Kolloff & Marty. The new firm will be known as Kolloff, Marty & Co.

Chelsea—The H. S. Holmes Mercantile Co. has purchased the Geo. G. Schenck general merchandise stock in Leslie and will close same out at once.

Lake Linden—Henry M. Wieder has disposed of his harness, carriage and cutter business to his brother Fred, and will move to Detroit to engage in business.

Montague—Ernest and William Kison have engaged in the grocery business in the building formerly occupied by the grocery and jewelry stock of R. S. Calkin.

Elk Rapids—John Bennett, for several years head salesman in the dry goods department of Davy & Co., of Evart, has opened a dry goods store at this place.

Thompsonville—A. D. Ritter, of Clare, has purchased the bazaar stock owned by Mrs. Wait and will engage in business in the building adjacent to the Hotel Northern.

Coldwater—Eli Tift and E. C. Allen, formerly engaged in the drug store of Clarke & Co., have purchased the grocery stock and meat market of Smith, Sherwood & Corless.

Elk Rapids—A. E. Wells, who recently purchased the clothing stock of Blakeley Bros. and has been closing out the same, has removed the remainder of the goods to Big Rapids.

Sault Ste. Marie—T. E. Mosely has purchased the meat market in the Gowen building owned by D. F. Thomas. Mr. Mosely was formerly engaged in the meat business on East Spruce street.

Charlotte—The Prindle Co. has effected a compromise with its creditors on the basis of 50 cents on the dollar. This is the second time the Prindle family have compromised with their creditors.

Cadillac—Gustafson & Johnson, hardware dealers and plumbers, have dissolved partnership. John A. Gustafson will continue the plumbing and tinning business. John Johnson has taken the hardware stock.

Chelsea—George P. Glazier, Cashier of the Chelsea Savings Bank and Chelsea's most enterprising citizen, was stricken with paralysis March 4 and died the next morning. In his death Chelsea loses her foremost citizen, one who has devoted the best years of his life for the upbuilding of the village, having been engaged in active business here for over thirty years.

Deckerville—The general merchandise business heretofore conducted by Thomas Black has been reorganized and will be conducted hereafter under the style of Black & Lawson. Mr. Lawson was manager for Mr. Black.

Thompsonville—J. E. Farnham has purchased the stock of clothing of R. Sherman & Son, of Bancroft, and will remove the stock, together with his shoe stock into the new Sharp brick block, and will add a line of furnishing goods, trunks and valises.

Calumet—Henry M. Wieder, who has been engaged in the harness, carriage and cutter business in this city for the past few years has sold his stock to his brother, Fred Wieder, who is conducting the same line of business in the Ryan block, and will engage in business in Detroit. Mr. Wieder will remove the stock to his store building, which has been considerably enlarged, and will also continue the Lake Linden branch.

Ypsilanti—The Ypsilanti Merchants & Traders' Association has filed articles of incorporation. The capital stock is placed at \$1,500, divided into shares of \$1 each. The object of the Association is stated to be "to systematize, control and cheapen the delivery of merchandise to our patrons and also for other merchants." The membership is restricted to retail dealers in dry goods, groceries, meats and provisions. Each member must subscribe for at least 10 shares and pay a membership fee of \$1 and annual dues of \$1. The incorporators are Don L. Davis, James H. Hopkins, Willis E. Scott, Walter S. Haynes, Herman C. Amerman, Guy E. Davis, Will L. Kishlar, Herbert H. Smith and George W. Haynes. The life of the Association is placed at five years. It is confidently expected that this arrangement will enable the parties of the agreement to lessen the cost of delivering by several joining in one delivery system so that each wagon employed shall carry out the goods of the various dealers to be delivered in the same section.

### Manufacturing Matters.

Delray—The style of the Delray Sash & Door Co. has been changed to the Delray Lumber Co.

Jackson—The Central City Soap Co. has increased its capital stock from \$25,000 to \$200,000.

Mt. Clemens—The Mt. Clemens Casket Co. has been organized with a capital stock of \$10,000.

Union City—The Alabama Fruit Co. has filed articles of association. The capital stock is \$10,000.

Detroit—The Union Box & Lumber Co. succeeds the Craddock Manufacturing Co. in the manufacture of lumber, shingles and boxes.

Three Rivers—The American Photo Supply & Manufacturing Co. is the style of a new industry at this place. The capital stock is \$10,000.

Detroit—The Detroit Timber & Lumber Co. has increased its capital stock from \$40,000 to \$140,000. All the increased stock has been subscribed.

Detroit—An amendment to the articles of incorporation of the Michigan Heater Co. has been filed, providing that the operations of the company be carried on in Mecosta county.

Petoskey—A. T. Washburne has resigned his position as manager of the J. H. Milor Co. and will devote his entire attention to the Petoskey Rug Manufacturing & Carpet Co., Limited, of which he is now the sole owner.

Alpena—The Importing Chemical & Jobbing Co. has been organized by German and French capitalists, and Dr. Antoine E. Bonneville, of this city, a manufacturing chemist, will have charge. The doctor is well known, not only in this country, but abroad as well. He worked in Pasteur's laboratory in 1878. Dr. Bonneville was also the physician of Prof. Achille Bretz, an emissary of the French government, who was almost fatally injured at Ashland, Wis., in 1891.

### The Boys Behind the Counter.

Harbor Springs—E. W. Sherwood, of Allegan, is in charge of W. J. Clarke & Son's clothing store, filling the place vacated by the late Geo. S. Snyder.

Hastings—Harry Daily has taken a position behind the counter in Frank Horton's grocery.

Sault Ste. Marie—Benj. Clarke has resigned his position as manager of the dry goods department of Blumrosen Bros.

Belding—Bruce Fales has gone to Detroit, where he has a position in the wholesale department of the firm of Pierson & Hough, manufacturers of harnesses and horse furnishings.

Port Huron—George Little, of Detroit, has taken a position in the drapery department of J. A. Davidson's store.

Freeport—Wm. D. Quigley succeeds Reed Childs as clerk for I. E. Moore.

Saginaw—Chas. H. Denison has resumed his connection with the Saginaw Dry Goods & Carpet Co.

Eaton Rapids—Will Healey has taken a position in G. L. Sherman's meat market and grocery.

Elsie—Arza Austin has given up his position in the cheese factory and will clerk for M. R. VanDeusen.

### Status of the St. Louis Potato Market.

St. Louis, Mo., March 4.—There was a freer movement in eating varieties during the past week; it seemed to be the opinion of buyers that prices had settled down to a proper basis and there was more disposition manifest to trade at the ruling figures than for some time past. The enquiry, however, was mainly of a local character, shippers doing comparatively little, and was confined almost exclusively to choice straight white rural or burbank, the offerings of common mixed and poor stock meeting decidedly slow sale even at relatively low figures, and there was some accumulation of latter on tracks during the week. Current arrivals were only moderate in amount, but the supplies were somewhat in excess of the demand, particularly of common stock. The enquiry for seed varieties seems to have subsided altogether—an occasional order received for a small lot, but carlots could not be placed with local buyers at all, and the quotations on latter class of goods were purely nominal, representing the figures asked by receivers. Miller & Teasdale Co.

All indications point to a large yield of fruit and vegetables in the South this spring, and that they will be much earlier than usual, owing to the mild winter. Practically all danger of frost is now passed in that section, and the business of planting can proceed safely. The crops put in will be larger than the average.

J. E. Farnham writes the Tradesman that there is a good opening for a tin shop at Thompsonville, as there is no one engaged in that business in the town.

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



## Grand Rapids Gossip

James Ghysel has purchased the grocery stock of Edwin S. Pew & Co. at 105 Page street.

John Braun has purchased the grocery stock of Jas. W. Wyngarden at 126 South Front street.

Myers & Houghton have opened a grocery store at Blanchard, purchasing their stock of the Ball-Barnhart-Putman Co.

Rowleater & Kellogg have engaged in general trade at Crawford. The grocery stock was furnished by the Worden Grocer Co.

Arthur Watkins has formed a copartnership with P. R. Troff and engaged in the meat business at 20 South Division street under the style of Watkins & Troff. This is the twenty-sixth partnership arrangement Mr. Watkins has entered into since embarking in the meat business in this city.

C. W. Mulholland, who has been the local agent for the Vienna Pressed Yeast Co. for the past seven years, severed his connection with that corporation Feb. 1 and is now representing Fleischmann & Co. in this territory. W. C. Fiene, of Buffalo, N. Y., takes the position thus vacated by Mr. Mulholland.

George W. Williams, who is engaged in business on South Division street under the style of the Williams Provision Co., has formed a copartnership with a gentleman named Rice and engaged in the meat business in the Huntley block under the style of the Williams & Rice Co. It is understood that the several judgments standing against Williams are not included in the capital contributed by him to the new firm.

L. Winternitz, general overseer for Fleischmann & Co., has been in town for about a week, calling on old friends and making some new ones—if such a thing is possible. Mrs. Winternitz came over from Chicago and joined him here, which added greatly to the pleasure of his visit. Time is dealing gently with this adopted son of Grand Rapids, and Fortune appears to be smiling on him also, judging by the evidences of prosperity and the indications of happiness which surround him. Although a native of Prague, Bohemia, he still calls Grand Rapids his home, because this city was the scene of his first struggle for recognition and here he became familiar with the stepping stones to the splendid success which he has achieved in the land of his adoption.

### The Produce Market.

Apples—The market is steady and firm for fancy fruit, stimulated by advices of strong markets East and a good demand here both on consumptive and shipping account. Russets and Ben Davis have advanced to \$2.75@3. Baldwins and other fancy varieties command \$3.50@4.

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

Beets—\$1 per bbl.

Butter—Creamery is in moderate demand at 22c. Dairy grades range from 14@15c for choice rolls down to 11@12c for packing stock. Receipts are cleaned up as fast as they arrive, although the quality is generally poor.

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

Carrots—\$1 per bbl.

Celery—California white plume is steady at 75@90c per doz. bunches. Cider—13c per gal. for sweet.

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

Cauliflower—The cauliflower crop of California is practically done. One of the largest shippers has started his last car, and advises that the end of the crop is reached.

Eggs—Have been the center of attraction all the week and it has been a downward market from the first. It is rather remarkable that they have held up so long in the face of the heavy receipts, and speculators are largely to blame for this condition. There has been more trading in eggs this week than at any time since last spring. The price to-day is 15c for strictly fresh. A year ago to-day it was 15c. A year ago yesterday it was 14c. A year ago tomorrow it was 16c. Reports from all the egg producing districts show the number of laying hens is far ahead this year of last, and receipts must be larger. In February, 1901, the total receipts at Chicago were 118,343 cases, against 93,950 cases last year. Last year the price for April deliveries averaged about 12½c in coolers. It now looks as though it would be no less than that. Carol shipper are claiming they must have 13c in Chicago for eggs or 14c to 14½c in New York City, ready to go in the coolers.

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.

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—The feature of the week has been the advance in onions, due to the discovery that the amount of available stock is limited, on account of the large amount which has been lost by rotting at the heart. Choice stock is now held at \$1.50 per bu. and will probably go to \$2 before the end of the month. Bermudas command \$3.25 per crate.

Oranges—Californias fetch \$2.50 for the larger sizes and \$2.75@3 for the smaller sizes. Stock shipped during the recent rains and hot weather in California is rotting so badly that it has to be carefully sorted before shipping.

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—The market is in anything but a satisfactory condition, due to the lack of cars to move the crop and the discovery that there is probably more stock in the hands of growers and shippers than can be moved before the end of the present shipping season. The price ranges from 20@25c at the principal buying points and will probably not go higher.

Poultry—All kinds are firm and in active demand. Local dealers pay as follows: Spring turkeys, 11@12c; old, 8@9c; spring chickens, 10@11c; fowls, 9@10c; 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—Kiln dried Jerseys command \$3.50.

Squash—2c per lb. for Hubbard.

Strawberries—Mississippi berries will be phenomenally early this year, if no freeze occurs to cut them down. The acreage is smaller than last year, and the shipments are estimated at probably 75 per cent. of the crop of 1900.

Turnips—\$1 per bbl.

People who buy goods on the installment plan evidently believe in trusts.

The man with an elastic conscience is always willing to stretch a point.

### The Grocery Market.

Sugar—The raw sugar market is considerably weaker and 66 deg. test centrifugals are now quoted at 4¼@4 3-16c. Refiners having heavy supplies on hand have practically withdrawn from the market and business is almost at a standstill. The downward trend of prices for raw sugar created a quiet tone for refined and buyers confine themselves to small purchases. List prices, however, remain unchanged. Some of the trade are inclined to believe that, because of the lower market for raw sugar, prices for refined will be lower also. Others, however, do not look for any immediate change in prices.

Canned Goods—There is very little of interest in the canned goods line. The general market, while quiet, shows indications of a gradual improvement. It can not be that the consumption of canned goods has stopped altogether, but if all reports are to be relied upon, it is larger. Therefore, the stocks in the hands of jobbers and retailers must be replenished. There is very little, and, in fact, scarcely anything of interest to say in reference to the corn market. Prices are unchanged, but there seems to be no demand for this article. There is no interest taken in futures, either, although the prices made are very low. There are no new developments in regard to the new packing of peas. The packers will not name prices until the market for the raw material becomes more settled. There is considerable increase in the acreage of peas this season and also a number of new canneries for the packing of this article are to be established throughout the country. Spot peas are scarce. Orders are mostly of small lots for immediate requirements and usually for the cheaper grades. As for the best grades, it would be difficult to find any, as they are practically cleaned up. String beans still continue quiet. The consumption of this line seems to have discontinued altogether. Some of the best brands in the market are now offered at very low prices without meeting any sale. There are no developments in the pineapple market. Prices on the new pack have been named by one house, but no sales are reported as yet. The new pack of pineapples will be ushered in upon a practically bare market and there is no question but that the consumption has increased greatly each year. Cove oysters are rather scarce and have a firmer tendency, which may soon result in higher values for this article. Sardines are very strong and prices for ¼ oils have been advanced \$1 per case. Stocks everywhere are said to be well cleaned up. The spot salmon market continues quiet and unchanged.

Dried Fruits—The dried fruit market, as a whole, is quiet and unchanged. Prunes are in fair demand at the ruling prices. Orders are small, but some dealers claim that the aggregate trade in prunes on the spot is now fully as good, if not actually better than it was a year ago at this time. Raisins are rather dull, but holders show no evidence of weakness. The orders are small and are mostly for 3 and 4 crowns. There is apparently no demand whatever for 2 crowns. Currants are firm and the statistical position is strong. With any increase in demand, higher prices would probably be realized. In apricots, a little better demand is noted for choice grades, but buying is chiefly in small lots. Peaches also are meeting with a fair sale at unchanged prices. Demand for figs shows considerable in-

crease and stocks are gradually melting away. In view of the general sound quality of the fruit offered, the price is lower than in many years, and an average demand during the spring will doubtless clean stocks up entirely. Dates are rather easy and in very light demand. The evaporated apple market remains practically dead. Prices are very low and there is almost no demand at all.

Rice—The rice market is firm and full prices are obtained, particularly for the better grades, of which supplies are small and rapidly decreasing. There is a fair demand for the cheaper grades, which are in moderate supply.

Teas—The tea market is practically unchanged, buyers in some cases asking for concessions, but dealers are very confident that the market will do better a little later, and refuse to grant any concessions and full prices are obtained for all grades. Owing to the small supplies of Japan sorts and decided short crop, prices are firmly held. As present prices are low for all grades of teas, it is generally believed that any change which might occur will be for the better.

Molasses and Syrups—The molasses market continues strong at unchanged prices. The demand is fair, but largely of a hand-to-mouth character. Corn syrup is selling well at unchanged prices.

Fish—The fish market is very firm for all grades and dealers are making heavy purchases. Stocks of mackerel are light, but other grades are in fairly good supply.

Nuts—Advices from abroad report that the prospects of the coming almond crop have been severely injured by frost, especially in France and Spain. Prices there have sharply advanced. In view of this news, holders are less inclined to sell and the tendency of the market is upward. Should the frost damage appear to be serious, some advance in price appears inevitable. Supplies of walnuts are comparatively small. Prices are unchanged, but the demand is light. Peanuts are in good demand at full prices.

Pickles—The market on pickles has firmed up considerably, on account of the heavy spring trade, which has started in earlier than usual and which is liable to consume the visible supply of pickles quickly if continued. Prices have advanced 25c per barrel and there is a probability of a still further advance soon.

Coffee—The Woolson Spice Co. has advanced prices ½c on its Lion brand, which brings the price to the same basis as that named by the Arbuckle Bros. for their Ariosa brand, this being the first time in two years that the prices have been the same. This arrangement between the American Sugar Refining Co. and Arbuckle Bros. on prices of coffee indicates a settlement of the coffee-sugar war.

An agitation has been begun in Connecticut to secure the passage of a law defining the size of a barrel, and also saying what a bushel of pears shall contain. As it is now, each shipper can make his packages what he wishes and assert that they are bushels or barrels. There is no legal standard.

Grocers should cease being the tool of manufacturers who by big advertising create a demand for an article and then allow the price to be cut to such an extent that there is no profit in the goods. Push your own brands wherever possible.



**CHARACTER IN ADVERTISING.**

Something More in It Than Cold Arithmetic.

The hard, absolute arithmetic of advertising is not, by any means, its sole prop and mainstay, although believed to be so by many of the most successful space-users. Behind the addition and subtraction of it all lies a philosophy which governs the cold figures—philosophy which is demanding more recognition every year. The rate per line, the percentage of replies per thousand circulation, the practical and the impossible sides of publicity are rapidly being reduced to a science and will soon be a known quantity, definite as the value of a ton of steel or a thousand bushels of wheat. But there is—and will always be—a philosophy in advertising of which character forms the main ingredient. Character is individuality, pure and simple, and the expression of individuality is the basic principle of all publicity. The advertiser (let him use what medium he will) is the man in every thousand who is not content to remain passive and take what falls to him in the usual course of trade. He is the man who has individually enough to rise up and speak for himself—a sort of commercial Oliver Twist who demands "more." He may ask through newspaper space or bulletin boards, personal letters to a select list or a series of booklets. The only danger he runs is the danger of not asking distinctly enough. The stronger the character of his method the greater attention will he attract.

People love character and individuality. Barnum had it in a degree that amounted to genius, and the man who studies the methods by which he founded several fortunes upon it will soon be provided with ideas of his own in abundance. All of his many undertakings bore the stamp of his own personality and the public paid quite as many dollars for Barnum as it did for Jenny Lind's wonderful notes. Physicians furnish another proof of this truth. A big brawny doctor who carries an outdoor breeze into his patient's bed-chamber, revitalizing him by his cheery optimism, is merely following the principle which the great showman used to advantage. His personality brings him practice where weak, undecided medicos starve—is, in fact, the subtlest sort of advertising.

And so, in advertising of any kind, the same principle remains good. Success is synonymous with character and individuality. In every city block there is a store which dominates its neighbors. Sometimes it is marked by unique window displays, sometimes by a distinct scheme of decoration or a striking method of newspaper advertising. It may be a cafe fitted up in antique German style, with waiters who respond to the names "August" or "Fritz;" it may be a Japanese bazaar crowded with Oriental goods; it may be a tobacco-merchant's with a collection of curios or arms worked into an odd advertisement—whatever its characteristic it is certain of notice and patronage, for the average mortal has a keen eye and soon detects a departure from the colorless and humdrum body of stores in general.

Character finds even quicker recognition in newspaper publicity, for the general tone of any paper's display columns is surprisingly low. One would be led to believe that the gods who have the thing in charge were offering extraordinary incentives for the man of individuality to say something new.

Few metropolitan papers can show a dozen advertisers who put character into their work, while the great background of mediocrity that is ready to throw out an original piece of work is amazing. The man with decided opinions of his own, ready to express them and back them, and with striking methods in his store, will find the study of the inner philosophy of advertising, aside from its space rates and circulation proofs, a most suggestive source of advertising ideas.—James H. Collins in *Printers' Ink*.

**Sensible Rules for the Observance of Merchants.**

Do not advertise your competitors by talking against them.

The secret of success is constancy of purpose.

Employ nobody to do what you can do yourself.

Be honest from principle as well as from policy.

A pound of pluck is worth a ton of luck.

Maintain your integrity as a sacred thing.

Be clean in your speech, dress, manners and surroundings.

Be truthful in your representations.

Be politic, but not in politics.

Memoranda are surer than memory.

Truth should be the corner stone of business.

Care of health is indispensable to good business management.

System is the basis of good business.

Results can not be obtained without work.

Be punctual, dignified and decisive in all your dealings.

Politeness pays. Be prompt in everything.

Always perform what you promise.

Shun strong drink.

Be strict in keeping business engagements.

Do nothing carelessly or in a hurry.

Do not wait for trade. Hustle! Go after it.

Push in busy seasons; in dull, still push.

Have a place for everything, and everything in its place.

Be careful and explicit in bargains; put everything in writing.

Never misrepresent goods nor allow it to be done.

Let the other man sell at a loss. You sell at a profit.

Be industrious; know your business; spend less than you earn; succeed.

**Not Entirely Alone.**

As he entered the car he saw at a glance that there was one seat with a young lady in it, and he marched straight down the aisle, deposited his overcoat, sat down and familiarly observed:

"I entirely forgot to ask your permission."

"That's of no consequence," she replied.

"Thanks. Just arrived in the city, I presume," he ventured to remark as he glanced at the bundles and grips on the floor nearby.

"Not exactly."

"You're all alone, eh?"

"Almost, but not quite. My husband is the conductor on this car, the motor-

man is my cousin and my father and a brother are in the seat back of us."

"Aw! Aw! I see," gasped the man, and the floor of the car suddenly became so red-hot that he lit out without another word.

**Too Great a Risk.**

"Here," said the agent of the steamship line, "are a few of our circulars and booklets, giving detailed descriptions of winter tours to out-of-the-way places on our vessels."

The bank cashier paled and shrank back with a gesture of alarm.

"Take 'em away," he gasped. "If one of the directors 'ud see those things sticking out of my pockets he'd put a bunch of experts on my books! Take 'em away!"

**A Point in Advertising.**

M. P. Gould counsels the druggist to make use of any distinctive feature in connection with his location, so that when people read his advertising matter they will at once bring to mind the exact location. For example, in Buffalo, there are the "Genesee" Pharmacy, locating it at once in the Genesee Hotel, corner Genesee and Main streets; the "Red-Jacket" Pharmacy, in the famous Indian Red-Jacket district, by the Red-Jacket flats; there are the "Opera House" Pharmacy of Cleveland, and the "Opposite Maxwell House" Pharmacy of DeMerville's in Nashville. When the druggist once gets his store known by such a name, it is worth a great deal to him, under normal conditions.

**Get a Profit.**

From the Grocers' Review.

Merchants are commencing to realize that if they expect to stay in business they must make a profit on what they sell.

Selling goods on a margin of profit too small to cover expenses and a living means loss and ruin.

Too many merchants forget that it is not the volume of business transacted but the net profits that make a successful business.

Count the cost of doing business and put a fair profit on everything you sell. Push profitable goods, and if you have brands of your own protect them by getting a larger profit than you can obtain on articles that are "cut to death." Be a profit-making merchant and not an automaton working for someone else until the sheriff takes the store and fires you out.

**A Little Late.**

You and Mr. Smith were out very late, Mildred, said Mrs. Ricketts severely to her daughter.

Well, mamma, we wished to see the star shower.

Why, the shower of stars was last week.

I know that; but Mr. Smith had to work that night and couldn't come.

It is much easier for a woman to feel that she has a pure heart when she has a silk petticoat on.

**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.

If you do a **Credit Business** you can save time and money and have satisfied customers by using

**The Groceryman's Envelope Account System**

No posting or troublesome passbooks.

Write for sample of our Duplicating Salesbooks without Carbon Paper.

F. E. BARR & CO., Battle Creek, Mich.

**H. M. REYNOLDS & SON**

Manufacturers of Established 1868.

State Agents

Tarred Felt, Asphalt Paints,

Roofing Pitch, Coal Tar,

2 and 3 ply and Torpedo Gravel

Ready Roofing, Galvanized Iron

Cornice, Eave Troughing,

Conductor Pipe, Sky Lights,

Sheet Metal Workers and Con-

tracting Roofers.



Ruberoid Roofing, Building, Sheathing and Insulating Papers and Paints.

GRAND RAPIDS, MICH.

**We want you**

to write us for any kind of boxes you need.

**Kalamazoo Paper Box Co.,**  
Kalamazoo, Mich.

**Ambrosia**

**CHOCOLATE AND COCOA**

Guaranteed Absolutely Pure.

Direct from Manufacturer to Retailers.

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

**AMBROSIA CHOCOLATE CO.,**  
Milwaukee, Wis.

**The Duchess Brand**

We are exclusive agents for the celebrated

**Duchess Cream Corn,**

**Duchess Lima Beans,**

**Duchess Succotash**

Which are the choicest State of Maine Pack of the finest goods grown. We are prepared to take future orders for these lines and suggest that you discuss this matter with our salesmen.

**Worden Grocer Co.,**

Grand Rapids, Mich.



### Spruce Gum Getting Dear.

Old Town, Me., March 1.—The woods of Maine yield more than one-half of the five tons of genuine spruce chewing gum consumed in this country every year. Although the city factories turn out large quantities of artificial gum, made from bitumen, pitch and paraffine and flavored with any beguiling essences, and sell their products so cheaply that the poorest citizen can afford to buy all the gum he wants to chew, the clean, amber-tinted, life-blood of the black spruce tree is getting to be an expensive luxury.

Before the pulp mills came to Maine crystal pure gum was sold by the jobbers for from 40 to 60 cents a pound. Most of it was selected from newly cropped trees by the lumbermen. The advent of the pulp mills and the rapid transportation of the cut timber by rail from the stump to the factory brought about a change of method. Old growth spruce timber, from which the best quality of gum is obtained, is now so rare that an active lumberman will not secure more than a pound of gum in a winter.

The demand continuing constant, prices doubled in a few years, giving birth to a new industry, which gives profitable employment to more than 200 men for a month in every year. It has taken about twenty years to complete the evolution of gum-picking from a crude art to a science.

The men who engage in the business have regular routes, which they travel for year after year. The territory is leased from the land owners. Before coming down from a tree the hunter makes deep horizontal gashes on the sunny side of the trunk, forming wounds from which pitch will exude during the summer and later harden into gum for the next harvest.

Little gum of last season's ripening has come to market, and the rates charged are from \$1.50 to \$2 a pound. In April, when the pickers come in with their packs, the price will fall to \$1.25, below which figure no gum will be bought this year.

It is asserted that the habit of gum chewing gives one a clear brain, and that the chewer can think quickly and act wisely in conducting the affairs of life. More than two-thirds of the gum gathered in Maine is sold in Boston, and most of this is retailed to local customers, a fact which may account for the high intellectual condition of Boston.

Persons who visit the backwoods towns of Maine hear many stories about enterprising citizens who have gained sudden wealth by cornering the gum supply. In 1886 Mr. Brown, a Boston druggist, went to Bangor to purchase lumber for a group of cottages he was about to put up near Cottage City. He sold spruce gum in his store, buying it from the jobbers at an average rate of \$1 a pound. Finding that he could buy it in Bangor for 50 cents a pound, he purchased all he could get, visiting the camps in order to secure as much as possible.

He bought nearly two tons, which he packed in boxes and stored away to await the opening of the river so that it could be taken to Boston by boat. The ice was late in going out of the Penobscot that year, and before the druggist received his gum the price had gone up to \$2 a pound. He made a profit of more than \$5,000 on an investment of less than \$2,000.

### His Excuse.

"Aren't you ashamed to be wasting your time in this manner," said the impressive citizen to whom Meandering Mike had just applied for a small loan. "Yes, sir," was the answer. "I'm annoyed; half sick about it. But I can't help makin' mistakes sometimes. When I sighted you fer a philanthropist an' followed you fer t'ree blocks, how was I to know fer sure whether I was wastin' me time or not?"

Never sleep with a ledger under your pillow, unless you own a drug store and have an ambition for the insane asylum.

### Problem Which Confronts the Hotel Clerk.

The hotel clerk was standing behind the desk with a disconsolate look on his face.

"What's the matter?" asked a friend. "Matter?" said the clerk, "Why, it's the same old story. I've been stuck for another check. This check business causes us hotel clerks more trouble than anything else in the world. There is a general rule in hotels that no checks shall be cashed, but very often travelers run short of money. It is good business policy to cash these checks when you can be sure that they're all right. No hotel can afford to be continually offending guests. At the same time if a clerk cashes a bad check he has to stand the loss."

"The average hotel clerk has learned by bitter experience to be a pretty good judge of human nature, but every now and then he slips up. Only a week ago a big splendid looking fellow came to me and got me to cash a check for \$20. I sized him up and decided that he was all right and that he was a good man to keep among the steady patrons of the hotel. A few days later, back came the check with 'no funds' marked across it. The result was that I was out \$20."

While the clerk was talking a swagger looking woman came up to the desk and, smiling sweetly at the clerk, said:

"Will you please cash this little check?"

The clerk was all graciousness. He took the check and examined it carefully without saying anything.

"Oh, it's all right," said the woman. "Of course if you don't want to cash it you needn't. Mr. So-and-So knows me quite well and you can telephone him about it if you want to, but it would save me a great deal of trouble if you could cash it for me now."

"Certainly, madam," said the clerk, and then he went over and held a consultation with the cashier.

They decided that the woman was a good investment and gave her the money. She went away smiling and then the clerk said:

"Now there is just about an even money chance. If I hadn't cashed that check she would have been highly insulted and would have talked about this hotel as long as she could remember. If she is all right she will be a good customer, but if she isn't I am out another twenty-five."

### Money Easily Made.

From the Indianapolis Sun.

"I've got a scheme," said the Grafter, "that'll work like a clock. I'm going to put an advertisement in the paper asking women to send their photographs and a five-dollar bill, and I'll tell them how to become beautiful."

"But how can you make them beautiful?" asked the Chump.

"Don't have to. I'll send back the photographs with letters something like this: 'Dear Miss: After seeing your photograph we are surprised that you desire to become more beautiful than you already are. It sometimes seems that the very ones upon whom God bestows His greatest favors are the least thankful. One so divinely endowed with such loveliness as you possess should be contented. Although we have added to the beauty of such women as Lily Langtry, Maxine Elliott and Lillian Russell, our honor as gentlemen and our reputation as an old established firm compel us to inform you that you already possess beauty far beyond the possibilities of our system.'"

"But the \$5?" asked the Chump.

"Oh, I guess a woman wouldn't make much of a howl over the five," answered the Grafter.

### Poor Pay.

Dr. Pill—That's the worst paying family I ever attended.

Dr. Pellet—Yes, I once attended them, but I never succeeded in getting a penny out of them.

Dr. Pill—Well, I have had better luck. I got a nickel out of one of the children after it had nearly choked the kid to death.

## Grocers Will Please Commit to Memory

ROASTED AND PACKED BY  
**DWINELL-WRIGHT CO**  
PRINCIPAL COFFEE ROASTERS  
BOSTON, MASS., U.S.A.

The most reliable Coffees—those best developed—the most excellent Coffees—are roasted and packed by Dwinell-Wright Co., Boston—with Western offices in Chicago. This firm, one of the oldest in the United States, does not confine one's selection to a few brands—as do many of its contemporaries—but offers a choice from **Over Forty Different Coffees**—from which the grocer can pick those best adapted to his peculiar needs; quite an advantage, isn't it? Dwinell-Wright Co., it must be remembered, has done more to promote the sale of good coffees than any other firm in the world, and its business reputation and the completeness of its modern facilities far exceed those of its competitors. Certainly a plausible reason why it can serve the trade at competitive figures and with dependable coffees. Your next duty obviously will be to buy Dwinell-Wright Co.'s Coffees.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 6, 1901.

#### STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Feb. 27, 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 thirtieth day of February, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### A NEW INDUSTRY.

Whoever has looked from the car window upon the great plains of the West has not failed to notice the prevalence of the sunflower. So diminutive in some tracts of country as to be mistaken for the New England bull's-eye, even in its wild condition its well-known disk often grows large enough to have a diameter of three and four inches. In the height of the season its abundance is measured by the square mile, and it gives a coloring to the landscape much as the buttercup does to the New England lowlands in its flowering time. A Western professor of agriculture has been turning his attention to this indigenous plant of the Western plains and from some satisfying experiments in sunflower raising an outlook is promised of introducing the oil and seed of the plant as articles of food. If his expectations are realized much of the land now given up to waste and to the plant in its wild state will be cultivated and the new production and its manufacture will add a new industry to these limitless Western plains.

Russia has for some time been turning the sunflower to practical account. The statement remains unchallenged that that country has so far taken the lead in securing the largest varieties and the best and, what is much to the purpose, every particle of the plant is put to use. The stalks are highly prized as well, a condition that would have been thoroughly appreciated on the American plains some years ago when for lack of that necessity the Western farmer burned his corn. The seeds in Russia are eaten raw or roasted as peanuts are eaten in this country, a favorite of all classes, the larger and finer seeds being relished as a delicacy by people even of the highest class; and the manufacture of the oil has developed

into a number of important industries even in Russia.

While in only a limited way sunflowers have been cultivated in this country, the undertaking has proved successful. Hardly a section of the country is free from them, cultivated or uncultivated. The County Fair at Grand Rapids last fall exhibited two specimens from the Michigan gardens that measured more than a foot across the seed disk, and Michigan does not pretend to raise sunflowers. These show what can be done in Michigan soil where chance alone works and are a strong hint of what can be done here should the producer conclude to give the plant his serious attention. New England has always taken kindly to it. There it does not flourish in the pasture and by the roadside, but not a garden would be presuming enough to call itself that if a row of tall specimens had not arrayed themselves along the garden wall, like so many sentinels to ward off all danger with their yellow shields—an idea not at all fanciful or farfetched when it is remembered that New England is full of people who cultivate the sunflower under the firm conviction that there is nothing like it for warding off malaria. Whether the sunflower steeped in rum was really the remedy for colds many a housewife firmly believed it to be, modern medical authorities fail to assert, but true it is that the bottle containing it was always on the upper shelf of the medicine closet, and many a farmer whose temperance scruples forbade him to pass the bottle to his brother's lips did not hesitate to swallow a good big swig of it on the slightest tendency to a possible cold!

Little objection is offered to the cultivation of the sunflower on the ground of difficulty. It is easily handled both in gathering and in shipping. If, as the experiments promise, there is enough in it to make it pay the advantage to be gained from it can hardly be calculated. New England, with her barren soil, may not find its cultivation profitable, but the Middle States with a little care would not find the crop insignificant, while the Middle West, in spite of her enormous harvests of wheat and corn, if the suggestive hint which summer after summer for unnumbered years has insisted on giving means anything, may add to her granaries and to her wealth another production which may in every respect outstrip the rest and add a new industry to the lengthening list begun by the century just closed.

A "seats for shop girls bill" has just become a law in France. The act requires all employers of female labor to provide one seat for each woman working in their establishments. The penalty for a first infringement of the law is a fine of from 5 to 15 francs for each individual case. On a repetition of the offense the fine will be raised in each case to not less than 16 francs and not more than 100 francs. Persons in any way hindering inspectors in their duty of ascertaining that the provisions of the act are complied with will be sentenced to pay from \$20 to \$200.

Black woolen cloth in the manufacture of which absolutely no dye has been used is the result of an experiment recently conducted at Austerlitz, N. Y. G. W. Peterson has a large stock farm, and conceived the idea of raising a flock of black sheep. Their wool was kept separate from that of other sheep, spun and woven into cloth which is a rich brown-black in color.

#### INCOMPETENCY OR WHAT?

It is usually a gray-haired man who asks the question as if it was a personal matter, and with an earnestness that leads it easily to be implied that if he had the guilty party by the neck the account would soon be squared and no remarks made. The subject of such conversation is the utter nothingness of the average young man. He knows nothing even with a college diploma in his hands; he does nothing, and he neither knows how nor wants to know how to do anything. He is, at the very threshold of manhood, a "poor miserable stick." Now is it incompetency or what? A little skirmishing brings out the fact that "the average young man" is none other than the son of the irate speaker and that what he wants to know is whether the boy is a "natural" or an unnatural!

To be just to both parties let it joyfully be said that he is a most unnatural one—the result of a course of most unnatural training from his cradle up. The case is too common to call for more than the barest outline. The boy was born with a silver spoon in his mouth and the well-meaning father who "had to grub for what he got" vowed when that boy was born that the hardships he, the father, had had to endure and overcome should never overshadow that father's son. They never have. Over him has stood his mother, who never let a gust of air strike him lest he should take cold. Never has he gone out of doors without bundling up, and only what was costly bundled him. No coarse, common rain, democratically falling on the just and the unjust, has ever touched him. His play has not been common play that any common boy has a right to indulge in. If he played tag he was reprovied. If he climbed trees he was frowned upon. Never a knife was allowed to be grasped by his tender fingers lest the steel cut them; and so from the cradle to the schoolhouse he was pampered and petted until the fairly good brain the boy was born with was cramped and warped and pinched into the deformity which the Chinese delight to exhibit in their training at the other extreme of the human anatomy. The school continued that training. When the boy "came up against" anything hard somebody removed the difficulty. If the teacher, true to his trust, insisted on forcing the boy to do the work for himself that schoolroom saw him no more. Somehow he managed to get into college and, still greater mystery, to get out with his paper; and now the foolish old father, who is just beginning to find out what the teachers all along the line have been suffering, looks at the round, rosy, thoughtless face of his son and, with the indignation which only an outraged paternity can feel, asks whether it is incompetency or what, and calls the whole generation a lot of bad names which in justice belong only to himself.

That man should ask that generation's pardon. Where it has had half a chance it has improved its opportunities and made the most of them, just as he and his worthy fellows did. Poverty urged them early to help themselves and but little urging was necessary. If they had shoes when the storm came what did they care for the storm? If they had none they managed somehow. When sled time came and they wanted one they made it. Skill alone could make skates, but they set snares and traps and, selling their game, paid skill for his likeliest job. When schooltime came the red school house did its best and if

more was wanted they went to college and, with Poverty nagging them the whole four years, shook the diploma in her face on graduation day with the remark, "Now you get away from me or I'll know the reason why!" Not much incompetency there. And that is what this young man would have said if his father had given him the half-chance.

Let a little home-work be brought in by way of illustration—Monroe street is large enough. There is a young lawyer on that street who has been fighting with Fortune for the last ten years. An adjacent village was his birthplace. Fortune laughed at him one day and asked him what he thought he amounted to, a long, lean, lank object of pity! That made him mad and he determined to show her. He began the tussle with books and overcame them enough to pass his county examinations. Then he taught school and saved his money. Then he went to the State University and came home bearing her commendation. Grand Rapids has since been mothering him and slowly and surely he is forging to the front in the law firm where he is now engaged, with no father or anybody else asking if it is incompetency or what!

On the other side on the street there is a young doctor with a recently-set-up sign. It is a good way between spring plowing and the University's permission to practice medicine and the chances are not especially bright when the ambitious farmboy has only his two stout hands and a brave heart to help him. When the family found out what he was thinking about they laughed at him and called him a plain fool and did everything they could to discourage him. He choked back the tears—he was only 16 then—and shut his teeth and put his lips tight together and has kept them that way ever since, except an occasional relaxing to remark, when they jeer his skill, that nothing would give him greater pleasure than to make their final going easy! Struggle? It has been a constant one and the battle is not yet over; but as surely as the Heavens stand that brave fighter is going to walk up Monroe street with his friend, the lawyer, and men will point them out as leaders in their professions and instances of men who have taken fate by the throat and compelled the success which was finally and abundantly awarded them. Incompetency or what? It is neither. It is due to the determination to take self as we find it and to make of that self a worthy citizen, for all time to come.

Admiral Sampson lacked policy in giving utterance to views sure to create strong popular antagonism at a time when he was in the attitude of seeking high preferment from Congress, thus utterly destroying all chance of securing the rank of vice admiral. His position is also wrong in principle, in that he has erected a social barrier in the navy which it is impossible for the great majority of the personnel to overcome, something so entirely un-American that it can not be entertained for a moment.

Admiral Sampson is certainly entitled to the credit of having expressed his honest views on the subject, however ill-timed and un-American such views appear, and it is also justice to the Admiral to believe that he never intended his indorsement to be made public. Nevertheless the views expressed are wrong in principle as well as highly impolitic.



## MANNERS AND MORALS.

In the March number of Ainslie's Magazine, John Gilmer Speed contributes an article on the decay of manners, a condition of affairs which he finds general in the great cities of the United States.

Mr. Speed does not define in terms the decay upon which he has commented, but in the examples which he cites it is seen that he means that American men are failing woefully in their courtesy and consideration for the aged and for women. The change in the deportment of men towards their elders and the weaker sex, even in a generation, is so marked that it is apparent to all old enough to observe it.

From the beginnings of the white settlements in North America up to the outbreak of the war of secession, men were almost universally courteous to women and old men. Such consideration was the rule, and the exceptions were so few that they excited attention and remark and aroused indignation. To-day any special exhibitions of such gentle courtesy, where the subject of it is unknown to the giver of the favor, and where the giver belongs to the younger men, are unusual enough to arouse comment. Of course, if one knows the person to whom the attention is shown, and some reason more potential than ordinary politeness may prompt him to pay the attention, he is entitled to no credit for it. The old-time chivalry of sentiment which actuated men gave all women and all elderly men claims at least upon their courtesy.

Everybody knows the American hog that goes on two legs. He monopolizes seats in the railroad trains by piling up his baggage in those he can not otherwise occupy. He elbows his way into a crowd and pushes aside the women and children who can not resist, and the men allow themselves to be bullied by him. His manner is aggressive towards all who will submit to it, and he cringes and fawns on those whom he fears or upon whose favor he depends, for at heart he is always a coward. He has but one motive, which is selfishness, and that is the mainspring of every action. Mr. Speed thus describes the American "Hog" as he sees him daily in New York:

Every weaker man, woman and child must get out of his way, for he must be the first on the train. Sometimes he is and sometimes not, for there are hundreds of others just like him in that very neighborhood, and they are all, every mother's son, trying to do exactly the same thing. When he enters the train he makes himself as disagreeable as possible, for his bulky body enables him to clear a way by merely leaning on the others who have to stand. Upon the men who have seats he frowns as though they had usurped rights which were his. And so all the way down town he is a burly bully.

The "Hog" may be a college graduate, he may be a member of a good family, he may have admission to good society, he may be wealthy; but, all the same, he is a hog in manners. He is no better in his dress coat than in his business sack. His manners are simply the natural expression of his supreme selfishness, because the man who cares only for himself can care in a decent fashion for no other man or woman.

Mr. Speed finds the reason for this decay of manners in the part that women have taken in the business of the world. Women are in that way so commonly with men as workers in stores and offices that familiarity destroys courtesy, if it does not breed contempt.

There appears to be no little plausibility in this explanation, but a little analysis of the subject shows that one must look farther for the reason. Why is it that women have invaded in a comparatively short time every department of business? The answer is most obvious: It is because, in the course of a comparatively brief time, so many women have been driven to find means for their own support and that of their families, even the men of their families. It is because so many men fail to support their women.

The remarkable change commenced with the Civil War, or rather with its close. Such a vast number of men were killed in battle or died from wounds or disease contracted in the military service, leaving in many cases their women and children without any dependence, that the women were driven into every field of labor where they could hope to secure a subsistence.

Up to the time of that great war there were few large fortunes in America, and also there were few paupers and no tramps. The remainder of the people were industrious; they lived frugally; they earned a living for themselves and families, and they had something left besides. After the war, besides the hundreds of thousands of widows and orphans, many men who had been in independent circumstances became wholly impoverished, while the era of extraordinary business speculation which came in with the restoration of peace induced extravagant and reckless styles of living, while great fortunes were lost and won as matters of daily occurrence. The spirit of money-getting infected almost the entire population. Not only did the utmost business activity ensue, but scientific discovery and mechanical invention were called on to assist in the work of money-getting and were stimulated to the utmost exertion in behalf of commerce and industries.

The result has been that in no previous age were such enormous private fortunes so rapidly accumulated. Extraordinary wealth induced extreme luxury in living. Moral and manners, to a large extent, succumbed to the forces of wealth and luxury, while the excitements of extraordinary business activity created a corresponding demand for stimulants and anodynes to brace up the overtaxed nerves.

Under such conditions, self-aggrandizement and self-indulgence monopolize to a great degree the energies of the men of the present day; and all who have not been able to endure the overburdening strain have fallen out of the ranks of the busy workers and finally have become drones and loads upon the body politic. For the reasons indicated, women have been driven to support themselves, their children and other dependants, and even the husbands, sons and other male relatives who should have been their supporters.

Courtesy to women is one of the natural conditions of a semi-civilized state. In colonial days, and always on the frontier in America, women have been treated with the greatest consideration, and these conditions obtained until the Republic attained the position of wealth and power and social luxury and vice which began to come into existence after the Civil War.

Garfield once said that if a person wanted anything to turn up to jump in and help turn it up. The saying was a true one then and applies with equal force to-day.

## NO CAUSE FOR ALARM.

Recent patent office reports at Washington show that in proportion to population the District of Columbia is now in the lead in regard to inventiveness, and those not of New England extraction are asking with an exultant Ah, ha! what the Yankee stick-whittler has to say for himself when it is stated beyond dispute that Colorado stands second in this respect and that Connecticut stands shamefully biting her thumb as a measly third! Has the glory of New England departed forever? Has the top rail of the New England fence lost its talkative guesser, and has the virtue of the bean gone out with the exhausted soil and the exhausted life of the wornout and deserted New England farm?

True to tradition, the inventive Yankee, in the midst of the hilarious laughter, solemnly and religiously goes right on with his everlasting whittling, with never a word. He is not troubled—in his opinion there is nothing to be troubled about. New England has not yet been wiped off the face of the earth and, if she should be, her past has some stories to tell which will keep her from being forgotten. The laughter is as unseemly as it is untimely and shows that the wish has been father to the thought. The District of Columbia is and ought to be the head center of inventordom. The inventor has to go there sometime, if he is ever to hear from his invention. Applicants for patents have found out by some painful experiences that they must watch closely and constantly their interests in the patent office and a residence at the National Capital is the surest way to secure this. Even a bat ought to see, and a stupid to understand, that a change of residence does not necessitate a loss of individuality and that the report is only a way of showing that the Yankee has got down from the fence, brushed the whittlings from his clothes and gone to Washington. That is all there is to that, and what there is of it is not enough to make a hurrah about.

A very limited residence in Colorado soon discloses the fact that the entire population has recently come from somewhere. As a State it is only twenty-five years old. Its enormous resources can hardly be said to have begun to be developed and the work already done has demanded new methods and new machinery. As the development goes on more will be called for in every field of industry and this will be supplied by the men who do the work. These men who have gone to Colorado to better their condition are Yankees or the sons of Yankees. Back there in the 40's or the 50's there was a swarming from the New England hive and the young fellow with his jack-knife and his bundle of clothes started out to make his fortune. He and his brothers, as chance directed, stopped wherever the prospects were fairest and developed there the inborn traits of guessing and whittling to some purpose and profit. Their sons have followed the old customs and the mountains of Colorado are burrowed in every direction with the New England born miner. Is it any wonder, then, that Colorado stands second on the list of inventive genius and, with Connecticut as third in the line, is it necessary to account for this apparently strange condition of things farther than what has already been said?

There need be no anxiety about the Yankee's running out. There is no such thing. It is not in the blood. In the first place the Yankee is no fossil. He

is not dead and has no thought of dying, death being a fossil necessity. He is not even out of date. The art galleries insist on presenting him with the Uncle Sam conventional costume and he, in the natty handiwork of the modern American tailor, good naturedly laughs at it; but the Yankee is all there, even to the closely cropped hair of the Roundhead—as fair a sign of the Puritan Yankee and his undying influence as a doubting world can ask for.

One incontrovertible proof that there has been no "running out" is his omnipresence in trade. He is everywhere, and always at work. There is nobody he is afraid of; there is nothing and nobody he will not tackle. The Jew, whom most nationalities are inclined to shrink from when it comes to traffic, he does not hesitate to "make up to;" and in the whole realm of trade there is nothing more exciting than to see the live Yankee and the equally live Jew put on the trading gloves for a bout. It is six of one and half a dozen of the other, with the advantage of good nature almost invariably with the Yankee and with the result largely in favor of a draw. Both masters of the art, both delighting in it, the sparring is as pleasing to both as it is to the lookers-on, if there be any, and the man who comes out ahead, be he Jew or Gentile, has something well worth bragging about for a week.

New England may not just now be receiving as many patents as some other parts of the country, but he is there nevertheless. There is not a place on the earth worth stepping on that has not been stepped on by the Yankee with the gripsack. His samples are Germany's terror and England's woe and, since among other accomplishments he has shown that he can fight, with a strong tendency to have his own way, these mental emotions have settled down into little less than despair. Not that he is receiving now no patents from the National Capital, but that he is branching out in other directions, and so numerous that it would be a comfort to these distracted nations to see him once more on the top rail whittling and guessing—anything rather than manufacturing and filling the foreign markets with the best goods the sun ever looked down upon.

The cycling industry of England is at present in a critical condition. The majority of the companies have not paid any dividends during the past year and the outlook portends worse business in the future. It is estimated that no less than \$100,000,000 is sunk in the cycle industry in England. During the past four years no less than fifty companies, aggregating a capital of \$25,000,000, have disappeared. The main reason for this crisis is over-capitalization, combined with reckless, dishonest trading, while the cycle, although a popular means of locomotion, is being rapidly supplanted by the motor car. The cycle firms at present in a flourishing condition make this industry only a ramification of an extensive business, so that any loss incurred by cycle manufacture is compensated by the financial success of other specialties.

Spain is coming to the front again and resuming her normal condition—the revolution this time looks more like a success than ever.

If you wish to retain your influence over any one don't put it to the test too often.



## Window Dressing

Green Ribbon for St. Patrick's Day—Bath Robes—Silk Curtains.

The month of February is a dull month with many trimmers, because the articles to be displayed are of winter lines in which the public take little interest because their needs have been fully supplied, but as the end of the month approaches the tendency becomes more and more manifest to introduce spring goods into the trims. Now we think it a mistake to mix new goods in with old ones. If new goods are shown very early they should be set by themselves and clearly marked as spring goods. It is well to show some goods very early as a sign to the public that preparations have been made to meet demands, but it is important that, in general trims especially, new goods be given a prominent position and a good chance to speak for and by themselves. It is far better when showing new goods to exhibit them by themselves—not in an elaborate, heavy trim, but in a simple, neat trim where accessories do not distract attention from them. Bolts of shirtings for spring are now seen in most of the city show windows. These bright new fabrics, draped simply over stands in such a way as to show their patterns and qualities, together with a few shirts made from them, make a trim that is complete in itself.

It would be well for the trimmer at this time to hunt up some flower bulbs which he can put through a forcing process, so that a little later he will be able to put into his window some bright green vegetation or some flowers to give a touch of spring to his trims of new goods. Any florist can recommend bulbs that produce either an abundance of bright green leaves or pretty flowers, and as Easter draws near these bulbs can be utilized to a good advantage. Bulbs are superior to plants in many ways. They are not bulky or cumbersome necessarily; they can be mounted prettily in glass and the process of their growth is interesting and gives a breath of spring to a trim. By forcing some bulbs now or letting them develop naturally they will later on be very useful to the trimmer.

Whether we are or are not admirers of the venerable old saint who, according to the legends, drove the snakes out of Ireland, raised the dead to life, and did other wonderful things, we always enjoy the return of the day if for nothing more than the crop of pictures and jokes with which it provides the humorous papers. If the old saint did live and do all that he is credited with doing he certainly deserves to be honored, and even if he is a somewhat mythical personage, as many thousands claim, still, as a symbol of a people's devotion he is deserving of honor and respect.

If a trimmer wishes to make note of St. Patrick's Day, but without any elaborateness, it is very easy to bind his window fixtures with a few pieces of green ribbon, to use price cards in green and white, or to attach to the various articles in his display small shamrocks such as are ordinarily worn on St. Patrick's Day as coat badges. For many reasons a window trimmed without any elaborateness, but with a little green introduced in some simple and unpretentious way, is better than a special window trim for St. Patrick's Day. If it is possible to get a few blackthorn sticks

or shillalabs they can be put in a window with a bit of green, and no doubt a card stating their character would be very interesting to many people.

If one has a very high, large window which is light and airy he has a fine window for a display of bath robes, which need to be displayed at full length to be appreciated. Gather them up in a compact mass by binding the waist girdle about several times and then hang them from the ceiling of the window in two or more rows, well spaced, so that all are visible. Cover the sides of the window with other robes with their skirts spread out fan shape and with the upper half falling over the skirts. Place on the floor of the window a few coat forms and spread the bathrobes over them so that they have a suggestion of shapeliness given to them. Bath towels in bunches or loosely gathered up and scattered about the floor are a harmonious accessory to the trim. Sometimes it is well to stuff the arm of the robe displayed on a coat form, but generally it is not advisable, as the bath robe is a garment whose beauty is its looseness and lack of stiffness, and so it is better without even this very slight shaping.

Silk curtains in a window are expensive, but if anyone wishes a nice, refined effect he can always secure it by a liberal use of silk. Light Japanese and Chinese silk in natural shades or colors can be used with very pretty effect in the following manner: This silk comes in widths of about twenty inches. A length of it is gathered upon a string and suspended along the top of the window close to the glass on each pane. Another piece is arranged along the bottom of the window in the same manner and then two lengths of the silk are taken and hung vertically at either side of the window from the upper length to the lower close to the glass. They are drawn back at the sides of the window and fastened by heavy yellow silk cord so as to give the effect of a curtained window. The length of silk along the bottom of the window can be advantageously omitted. Such a window thus framed in silk has a very attractive look and the soft folds of the silk make an attractive framework for goods.

Jewelers find that nothing sets off diamonds and other stones that depend on their brilliance for their beauty like black velvet. There is a hint here for the furnishing goods man. Get a piece of fine black velvet. Have it made into a good sized mat, well lined, and then when you put into your window a trim of fine goods, spread out on it a nice selection of collar buttons, cuff buttons and links, with scarfpins and other articles from your jewelry stock. These articles are small and need to be prominently, attractively and richly displayed. Show as much care with your jewelry as the jeweler does with his.—Apparel Gazette.

**Took the Entire Examination.**  
From the Elk Rapids Progress.

After printing several grade examination questions the other day, J. W. Morse sat his hektograph out of doors to harden, thinking it would work better. A short time afterwards Mr. Morse discovered that a muley cow had come along, devoured both pads of the hektograph and was licking her chops for more. Now the pupils of Mr. Morse's school will have more time to review while another hektograph is being constructed. This is the only instance on record where a cow has taken the whole grade examination at one lick.



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GRAND RAPIDS, MICH.

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

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**National Biscuit Co.**

Grand Rapids, Mich.



**Story of the New Boarder and the Beggar.**  
Written for the Tradesman.

There is something repugnant to some persons in the word butcher. They do not think pleasant thoughts about men who follow that trade. They take it for granted that the man is naturally brutal else he never would have chosen that line of work.

At the dinner table in Mrs. Hardie's boarding house a chorus of female voices exclaimed, "A butcher! A butcher!" when that little lady announced the fact that she had a new boarder and that he followed this detestable trade. The men present said nothing.

"Mercy!" whined Mrs. Herman with an anxious look on her withered face, "I sha'n't be able to eat a bite. Every time I look at him I'll think of the poor little calves and lambies he has slaughtered. I know I sha'n't be able to keep a bit of veal or lamb on my stomach while that man is at the table."

"Do for heaven's sake have some sense, Flora," exclaimed her husband irritably. "Mrs. Hardie needs all the boarders she can get. The man is all right or she wouldn't have taken him."

"I do wish some people could be more thoughtful," said Miss Randen; "it's such a splendid thing not to tell everything one knows."

"Hush, she's coming," whispered Mrs. Atwater from her end of the table opposite the kitchen door.

"He's a mighty fine looking young fellow, I can tell you," said our landlady in defense of her new boarder. "One would never in the world take him for a butcher. If I'd thought some of you folks were going to take on so, I'd have let you find out for yourselves what he did. But land sakes! here I am talkin' an' you-all awaitin' for your coffee," and the motherly little body disappeared into the kitchen.

"It's too bad," began Miss Randen, resuming the conversation interrupted by Mrs. Hardie's entrance, "that we should all be prejudiced against this young man simply because he's a butcher. He is, most likely, a very worthy young man."

"Impossible!" exclaimed Mrs. Atwater, whose husband was a shoe clerk. "If he had the inclinations of a gentleman he would never follow butchering."

"Well," chimed in young Gailor, "so far as I am concerned, I can't pretend to turn up my nose at him, for my father runs a meat market at the present time."

Gailor was much liked by Mrs. Hardie's boarders generally and when

he made this declaration it produced a sensation, marked by profound silence. The statement was a downright fabrication; but it served Gailor's purpose, which was to humiliate Mrs. Herman and change the conversation.

Upon the following day Tom Manley, the new boarder, made his appearance at the dinner table. Kassler, Gailor and I arose to welcome him, for it so chanced that we knew him quite well—in fact, he was a frequent guest at my rooms. Mrs. Hardie had neglected to mention his name on the previous evening; besides, she had misinterpreted his statement in regard to his business. Manley was not a butcher, but head book-keeper in the largest market in the city. It was highly amusing to think of big-hearted Tom Manley in the role of butcher. I don't believe he could have killed a chicken without a qualm of conscience. It was still more amusing to think of selfish, narrow-minded Mrs. Herman losing her appetite whenever she looked at him, one day of whose humane, Christian life was of more value than her whole existence. I have never known anyone who tried more faithfully to live up to the Golden Rule than he. But our fellow boarders did not know all this and Tom Manley was coldly received. I could have hugged Kassler when the next day at dinner, Manley having taken an early departure, he corrected Mrs. Hardie's unintentional misstatement. He asked if he might tell a story and, receiving a general assent, began:

"A couple of years ago one of the most familiar figures in the city was a blind man who stood day in and day out at the corner of Sixteenth and Curtis streets. There was nothing about the man, except his helplessness, to appeal to the passersby, an occasional one of whom would drop a nickel into the tin cup which he held in his outstretched hand. His sightless, empty sockets made him a disagreeable, although pitiful, object and robbed his face of all expression. Fair young women and robust men, at sight of him, exclaimed, 'How dreadful!' 'How horrible!' They gave him only pity; but with that bread can not be bought. Many people said, 'We have institutions for the care of such as he, why is he not sent to one of these instead of being allowed to beg upon the street?' That is true, but had this man gone to such a place he would have been separated from his little daughter. She also would have had to become an inmate of an institution for the poor. This, coupled with the fear that perhaps the poor authorities would give his little girl into a family

where she would not meet with kindness, was the reason why he stood day after day on the street corner. People who pitied and helped him never thought that two lives depended upon the pittance which this poor soul collected in this humble way. No one ever imagined that in this wretched creature's heart there burned a father's love, tender and strong, prompting him to this daily humiliation.

"One cold, frosty morning, just about two years ago, a young man, whom I know very well, chanced to be standing at the corner of Sixteenth and Curtis streets waiting for a car. While he waited he saw the blind man, guided by a little girl, take his usual place on the corner. The child was clean and sweet to look upon, but scantily clad for such sharp weather. At the end of a strap in her hand swung some school books. When he was safely located the blind man stooped and kissed the little girl affectionately, telling her to hurry or she would be late for school. 'Yes, popsey,' answered the child, 'we are behindtime this morning; but I guess I shall make it all right. I'll come for you at four o'clock,' she added, as she trotted bravely away. The young man had both seen and heard what had taken place and it set him to thinking.

"One week later the tenants and patrons of the great Cooper office building noticed that the cigar and tobacco stand inside the main entrance had a new proprietor, and he was blind. His orbless sockets were hidden from the gaze of the curious by a pair of colored glasses and he was neatly and comfortably clothed and scrupulously clean. Many of the men who patronized the blind man's stand wondered where they had seen him before; but none troubled to enquire. What means had transformed this blind and helpless beggar of the street into the proprietor of a prosperous cigar business? Who the good fairy that had furnished the money to bring this about? You wouldn't guess in a thousand years, so I'll tell you: It was the head book-keeper in Mears & Sears' great meat market, Tom Manley, the butcher, to look at whom spoils people's appetites, whose shoe latches none of us are worthy to unloose."

MacAllan.]

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

**Specialties We Manufacture**

**STENCILS TO ORDER**

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

**STEEL AND BRASS STAMPS**

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

**BADGES**

Metal and Ribbon.

**PRICE MARKERS**

Inks and Pads.

**RUBBER HAND STAMPS**

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

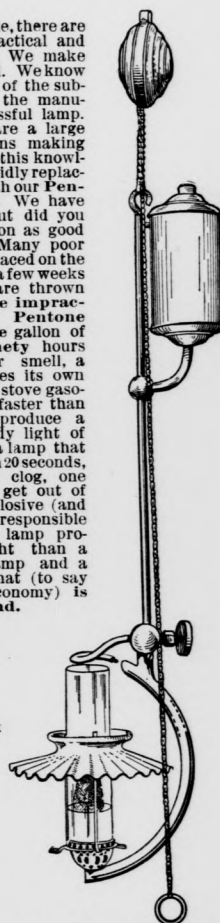
All the Latest Novelties.

**SEALS**

Corporation, Notary and Wax.

**WHAT IS IT?**

Like everything else, there are two kinds: the practical and impractical kind. We make the practical kind. We know how. Knowledge of the subject is essential to the manufacture of a successful lamp. Seemingly there are a large number of concerns making gas lamps without this knowledge. We are rapidly replacing these lamps with our Pentone Gas Lamp. We have many imitators, but did you ever see an imitation as good as the original? Many poor lamps have been placed on the market; they burn a few weeks, clog up, smoke, are thrown away. That is the impractical kind. A Pentone Lamp, that on one gallon of gasoline runs ninety hours without smoke or smell, a lamp that generates its own gas from ordinary stove gasoline as fast and no faster than is necessary to produce a brilliant and steady light of 100 candle power, a lamp that can be generated in 20 seconds, one that cannot clog, one guaranteed not to get out of order and non-explosive (and guaranteed by a responsible manufacturer), a lamp producing more light than a Welsbach gas lamp and a better light at that (to say nothing of the economy) is the practical kind.



**PENTONE GAS LAMP CO.**

240 South Front Street

Grand Rapids, Mich.

Near Fulton Street Bridge.

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

**SCOTTEN-DILLON COMPANY**  
TOBACCO MANUFACTURERS  
INDEPENDENT FACTORY DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

**FINE CUT**

UNCLE DANIEL.  
[O]JBWA.  
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.



## Shoes and Rubbers

### Advantages of Buying Shoes from Advertisements in Trade Papers.

Trade paper advertisements, like all others, have general advantages, while they also occupy a special field. Their most conspicuous general feature is that they keep the name of the advertiser before the public of shoe, leather and findings buyers. Their strongest special feature is that they are the "silent drummers" employed by the advertisers.

These drummers are advantageous for one thing especially and that is because they are silent. They offer the buyer a chance to select, deliberately, whatever he may wish, of whom he may desire, without having the goods in samples put before him, accompanied with the "guff" and "jolly" which sometimes effect a sale by the "noisy" drummer.

A distinct advantage for a buyer to consider from trade paper advertisements may be found in the fact that many advertisers, having no road representatives, depend on their advertisements for the sale of their goods. It can be demonstrated that goods offered by such houses are lower in price because by their method they eliminate the expense of large salaries or commissions to traveling salesmen. Many houses that have both advertisements and traveling men will sell cheaper by direct orders through their advertisements. This is especially true in case a buyer wishes goods different from those advertised at a price; the buyer can frequently name his own price, whereas the salesman must adhere to his samples, communicate the buyer's price to the house, which may be accepted if it allows for the salesman's ratio of expense, or a price will be made plus that expense. Of course, advertising costs, but large and successful firms advertise anyway, and only the expense of salesmen can be "cut out" to the dealer buying goods through advertisements.

Through trade paper advertisements a dealer can learn whether a line competing with those he has been buying offers any special inducements that through various reasons he has not the privilege of learning directly. He also can tell whether he is paying consistent, competing prices for his goods or getting up-to-date styles and the newest in leathers, by carefully studying the advertisements of all the manufacturers and jobbers who advertise in any trade papers he may subscribe to.

The dealer should realize that the advertising pages of a trade paper contain news that is never touched on in the reading matter.

Advertisers can never tell the exact results reaped through the trade papers, but, as a suggestion, should seek knowledge of the advantages by methods which call for responses in some form or another. Something should always be offered in samples, catalogues, calendars or cards from which to gauge results, and as a suggestion, wise advertising solicitors should advocate, or even insist, that some trick should be used by advertisers as a means of demonstrating the value of advertising.

Another advantage a buyer has in considering trade paper advertisements may be found in the fact that many houses do not send representatives over his territory. Through the advertisements the dealer has a larger force of manufacturers and jobbers competing

to sell him. While in large cities the dealers conveniently located are thoroughly drummed, there are those in outlying districts and in smaller cities and towns who are neglected and depend on trade paper advertisements to put them in touch with the market. The incessantly drummed dealer has hardly time to give advertisements notice, but there is a large field to be covered by any advertiser among those fortunate enough to have a few spare moments to study the market through the medium of the trade papers.

Again, the manufacturers and jobbers who have the largest number of road representatives are not able to cover the field so thoroughly as any of the prominent trade journals. These journals not only enlighten the buyers through the medium of their advertising pages, but seek to bring these pages before them through reading matter prepared by experts whose duties bring them into a knowledge of what is going on in the trade, which is of incalculable value to those whom it is intended to interest. Through this matter intelligence is conveyed to the dealer which sooner or later almost compels him to seek the advertising pages.

For instance, a cut is shown of a window display, of exceptional merit, made by some dealer. A casual reader of the journal becomes interested in some fixture, sufficiently to warrant him in coveting one like that shown in the cut. He searches the advertising pages for the advertisement of some display fixture concern, sends in an order for one, and yet maybe several representatives of fixture houses have tried to interest him in just such a fixture many a time.

Another advantage in buying from trade paper advertisements is that in many cases goods are carried in stock by the advertiser. This is especially true of manufacturers who depend somewhat on their advertisements for business, and if they manufacture and advertise a specialty or leader, it is always true of jobbers and findings houses.

In ordering goods from stock the dealer is relieved of the necessity of carrying such a large line, as he can order as he wishes, whereas he sees the traveling salesman who travels for a house distant from his town or city but twice or thrice a year, and feels obligated to place orders for extensive quantities.

All advertisers who seek paying results from their advertisements should see that their advertising matter is vividly explicit. It is not necessary that an extended correspondence or samples should pass between an advertiser and a prospective buyer if the matter contained in an advertisement is clear and to the point. Every feature of the advertised article should be brought out, especially those features that the advertiser deems superior in his goods to those made by his competitors.

"The advantage of buying shoes from advertisements in trade papers" is based on the advantages offered by manufacturers and jobbers who advertise in trade papers. All advertisers will put their "best foot forward" in their advertisements, naming their leaders in quality, style and price as a bait, and from such may be gained everything of advantage to the wide-awake dealer—the "hustler" who contemplates a successful business through a well-organized store and stock.—Nathan D. Dodge, Jr., in Boots and Shoes Weekly.

## 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.  
Woonsocks 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.

## For Spring Wear

Glove Brand Rubbers



Boots—Duck, Gum. Dis. 35 and 10

Petite and Romeo



HIRTH, KRAUSE & CO., Grand Rapids, Mich.



### Jim Leavitt's Boots Sent by Freight.

Into the bootblackening emporium of a Portland hotel one recent evening strayed a mountainous specimen of Maine's ozone nurtured humanity, a man who would have made Rufe Fessenden, Boston's Maine graduated 6 feet 7 inches police sergeant, seem like a very ordinary sized individual. He loomed into the room, stooping gracefully as he came through its door, hugely proportioned but fairly symmetrical. Bystanders unanimously agreed in a subsequent caucus that it was a ten to one shot no department store in the country would be apt to carry an article of clothing from hat to shoes big enough to give the giant a fair show.

But the shoes most interested the colored burnisher of leather, and as the giant sat down in his chair with the careless nonchalance of one who did not grow yesterday and was quite accustomed to being an object of public interest, the darkey's face assumed a distinctly purple tinge and his hands trembled. But after a moment's irresolution concerning the section he should attack first, he solemnly fell to work and labored diligently for full twenty minutes, while they who had nothing else to do held watches and speculated on the time it would take him to complete the job. Gravely the great one handed over a dime and departed taking with him boots which would well answer for full length mirrors with the ordinary sized mortal.

"That is the biggest pair of feet that ever stood in New England," gravely remarked an oracle.

"Excepting Jim Leavitt's, always excepting Jim's," another man gently interposed and then in response to numerous incredulous sniffs he proceeded.

"You fellows don't know Jim, or rather you didn't know him. He's been dead these twenty years, poor Jim, died of mortification on account of poisoning, the doctors said. But the boys all knew it was mortification for the size of his feet. They were the blot on his otherwise sunny life and a year before 'they carried him off' he retired to the wilds of Wells where he thought no one could spy his infirmity.

"I wish I could convey to you, boys, a good idea of Jim's feet, but language fails me. They were beyond numerical computation in bootmaker's lore and could be most aptly compared to a pair of water pails. Otherwise Jim wasn't so big, six feet or so, maybe. He was a brakeman on the B. & M. and a good one, too, on the Eastern division.

"There was an old shoemaker in Portsmouth who had a pretty fair idea of Jim's pedal extremities and he always patronized him, particularly, he said, to save a new man from the shock of inspection. It was through this that the boys played a sad joke on him. He had ordered a pair of high legged boots which were to be ready on a Friday night, but like the rest of his kind the shoemaker shied him a day and Jim, being especially anxious to have them on Sunday, asked some of the boys who went through Strawberry Bank on Saturday night to bring them along. They promised in good faith and got the shoes to the station all right, intending to take them through to Wells on a freight. Reaching the station they found a couple of unloaded flat cars about to be shackled on.

"In an unholy inspiration one fellow conceived the idea of sending the boots by freight and the others, including the

freight agent, coincided. One shoe was fastened in the middle of a car with his address conspicuously affixed and sent on while the second shoe and second car waited for a similar trip on Sunday morning. When Jim met the train at Wells and was referred to the car with its one boot he was the maddest man I ever saw and one poor brakeman who didn't succeed in getting out of sight could have told the size of his right foot for a week afterward. Some of the farmers living hard by got a tip on the Sunday morning cargo and were on hand when it arrived.

"Jim was obdurate to all overtures of peace for weeks and some of the crowd had not been forgiven when he died six months later. It was rather a tough joke—I'll venture to say the only time a pair of boots, duly billed, ever occupied two cars on the B. & M. line." —Portland Express.

### Memory of Faces Part of the Salesman's Trade.

From the New York Sun.

"Ah, Mr. Flammerton, how is everything in Boise City?" and the salesman shook hands with the customer who had just entered, who seemed a trifle surprised at the greeting.

"That," said the business man who witnessed the incident, "was no bunco man's greeting, but the howdy of a salesman who recognized his customer although he had not seen him for a year, and had never seen him but once. It was just a little straight feat of memory on the part of a man who makes it his business to remember people.

"Not all salesmen develop this faculty in an equally high degree, but they all cultivate it. Such a memory is a good thing to have, for it pleases people to be remembered.

"And so the man selling goods makes it a part of his business to remember his customers, and greet them when they come in, whether he sees them often or once a year, or more seldom still. The man who remembered with absolute certainty Mr. Flammerton, of Boise City, has friends all over. He may shake hands next with a customer from Texas, or one from Kansas, or South Carolina, and he will remember them all and with no kind of doubt or uncertainty about his recognitions, no matter how rarely he may see them. This salesman is therefore a little more than a salesman. He is a personal friend and acquaintance; and his customers are very likely just as pleased to see him when they come to New York as he is to see them.

"But salesmen are not the only people who remember folks and make a business of it. All clergymen do the same thing. Among my Western customers I had a friend who was a churchgoer and who used occasionally, when he was here over Sunday, to go to my church with me. The first time I ever took him there I introduced him to our minister. "Our minister was a man who used to come down from the pulpit after the service and shake hands with people he met. The first time I ever took my Western friend to church I introduced him in that way to the minister.

"The next time I took my friend to church was months afterward. I reckon nearly a year. We waited this time, too, to speak to the minister when he came down from the pulpit. And when the minister got along to where we stood he put out his hand to my friend, a perfect stranger, you understand, whom he had seen just once before, and that a year ago, and said:

"Why, Mr. So-and-So, how do you do? I am glad to see you," and so on. "He had him right to a dot exactly. And was my friend from the West pleased to be greeted in that way by this minister? You can bet your life he was, he was greatly pleased by it. I don't doubt for a minute if he came to this town to live he'd go to that man's church, drawn by that recognition.

"Well, now, you know, I was younger then than I am now, and I was tempted

to ask the minister some time when I got a chance if he'd ever sold goods, he was so pat on remembering folks; but of course I never did, and then I discovered in due time that remembering people and their names is a common thing for a minister to do, as it is of course for the politician."

### Turned into Leather in Three Days.

United States Vice-Consul Voorwinden, at Rotterdam, transmits the following for the information of American tanners:

P. A. Bloys van Treslong Prins, of No. 88 Laan Copes, The Hague, called at this consulate a few days ago and showed me some samples of leather ready for saddler's use and seemingly of a very good quality. He stated that it

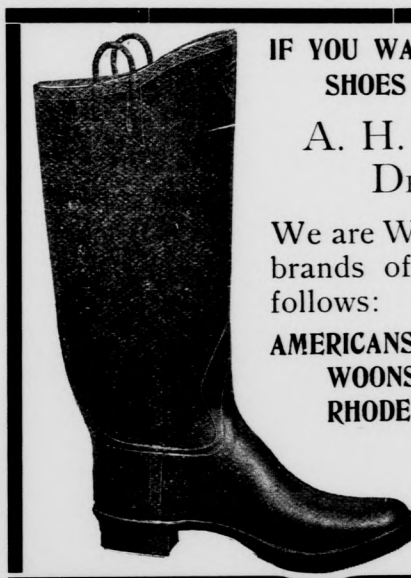
had been prepared by a new process, by means of machinery, of which he alone knows the construction, and that by using this system a moist hide can be turned into leather ready for saddler's and shoemaker's use in from two to three days, while by following the usual method of preparation it takes about six months.

He also stated that, previous to making application for patents on the machinery, he would like to correspond with American tanners in regard to his process for making leather with a view to introducing it in the United States.

### He Had Felt the Knife.

Briggs—I hear you have been operating in Wall Street.

Griggs—A great mistake. I've been operated upon.



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.



## Rubbers Boston and Bay State

Wait and see our agents before placing your order for fall. They will call on you in time for you to take advantage of the lowest price. Ask them about new things for fall.

RINDGE, KALMBACH, LOGIE & CO.

10-22 N. Ionia St.

Grand Rapids, Mich.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The primary market in itself is firm, but the jobbers are quoting various prices in order to dispose of goods. The stocks are getting lower and it is to be hoped that they will soon be gone altogether, for their hurtful effect on the market can not be estimated. The sooner they are out of the way, the better it will be, for although agents refuse to make any concessions, they can not keep up prices and do business too while others are cutting under them. We feel, however, that this is of very short duration, and the stocks will soon be cleared off that are now menacing the market.

**Linings**—Current business is considerably below what it was a year ago, but this means that it is ahead of what might be considered an average year. Last year was quite exceptional and this might fall considerably lower, and still be fairly good. The clothing trade has bought in reasonable quantities. Cotton twills, Italians, etc., have shown some increase at previous prices. Mohair serges, alpacas and cotton warp Italians are a little irregular and in favor of buyers. Kid finished cambrics show no changes from our last report, although buyers are using every means to bear the market. Corset jeans, sateens, jacanets and the general run of stiff cotton linings are very quiet.

**Dress Goods**—The dress goods market is not a scene of much interest at this time. Orders coming forward to the initial market are of small importance, being confined to a few staple fabrics, skirtings and some sheer wool and worsted fabrics. Jobbers are selling some fair bills of wool and worsted goods, but in comparison with the sales of wash fabrics this business looks small. Dress goods manufacturers are naturally turning their attention toward the new season, which promises to be late in opening. The probable course of the demand on heavyweights is a difficult matter to foresee, as there is little to guide one in making conclusions. The weight of opinion appears to favor plain goods. Heavy skirtings, it is believed, will hold a good place in the market, but just the nature of the fabric and the colorings it is difficult to foresee. There are those who expect small, neat check effects to find favor in such lines, while others expect that double faced fabrics in plain shades will meet with the best reception. Just what the standing of the novelty and plain goods designs will be is problematical. Plain fabrics, suitable for tailor-made suits, are given a place among the promising lines.

**Hosiery**—Hosiery has continued to move along in a very satisfactory manner. There has been but very little change in the style of the demand for either fancies or solid colors. There has possibly been a little leaning towards fast blacks on account of the cold weather in place of fancies, but it is not very marked. There has, however, been an increase in the demand for fleece-lined hosiery at previous prices. Jobbers are looking ahead to their new supplies, and have been making some attractive offers to the retailers in order to clear off their present stocks. Some of them in fact have managed to clear their shelves pretty thoroughly already, and the buyers have already placed a considerable number of con-

tracts for fancies for the spring. For the fall, however, fancies are slow, because no one in the market is prepared to say whether they will be good for that time or not. We feel positive, however, that there will be a fair share at least of these goods wanted for some time to come, particularly in very neat and quiet patterns. We have seen some new imported goods in very fine stripes and beautiful soft colorings that appear to be just the things to continue the fancy business for some little time to come. However, it matters not which way the market turns now for the spring season, the business already accomplished is enough to keep it on a most satisfactory footing.

**Carpets**—Ingrain manufacturers, who were unwilling to accept orders at the lowest cut prices early in the season, and as a result have now only a portion of their capacity on the cheaper grades, are anxiously looking forward to the time when the deliveries commence, as they expect the buyers who placed light initial orders, and in some instances (where they had a stock on hand) no new business, to place orders, knowing that the tendency is toward higher prices. This has been shown by some manufacturers marking up their values. Buyers know that this means that the lowest prices have been reached and there is no occasion now (if they need the goods) to hold off any longer.

**Smyrna Rugs**—Trade has been very good and dealers speak more encouragingly on this line. The styles are an improvement over last season. Less animal designs seem to be called for this year than in the past. Some manufacturers have placed quite a few orders on these goods and claim the outlook is very bright.

**Curtains**—Activity is apparent among the lace curtain importing houses and, while reports are not altogether uniform, the majority are favorable. We should say that indications point to an unusually good lace-curtain trade throughout the spring, and it is believed that the progressive houses, with a proper assortment of fresh, new goods, are destined to see gratifying monetary returns from this year's business.

#### Some Peculiarities of Patent Kid.

A Buffalo correspondent writes: "I recently had a very interesting chat with a prominent shoe manufacturer on the future of patent kid. I asked him if he thought it likely that this material would in time supersede patent calf entirely. He replied most emphatically, 'No, sir. Patent kid is and will be a very popular stock, but patent kid will never become so popular as to eliminate entirely the demand for patent calf. Shoe retailers themselves will be in the main responsible for this, as a peculiar thing about this stock is that, while it is much lighter and softer than the calf, it makes up much better in the heavier soles. Take a turn sole, for instance. Let it lie in stock for a while; try it on once or twice and it assumes a rather uninviting appearance; its creases are larger and it shows the wear much more quickly than patent calf. Another thing. You will find, as a rule, that high-grade patent calf gives satisfactory wear, but that it is the cheaper grade that causes the most trouble. So it will be with patent kid. They will get into the cheaper grades and then discover that patent stock that is cheap is unreliable, whether it be patent kid or patent calf. No, my boy, patent calf will be used when you and I are gone to the 'Great Divide,' were his parting words and there is a great deal of logic in what he said."



Send distance 1 to 2 or height,  
2 to 3 or projection.  
3 to 4 or width.

(SEE CUT)

and we will send samples and bottom prices.

CHAS. A. COYE

11 Pearl Street

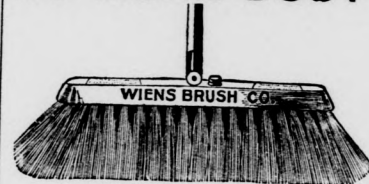
Grand Rapids, Mich.

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



**20c A MONTH**  
is all it costs for the  
VERY BEST  
**GAS LIGHT**  
equal to 10 or 12 coal oil lamps  
anywhere if you will get the  
Brilliant Gas Lamp.  
Brilliant Gas Lamp Co., 42 State, Chicago

**NO MORE DUST!**



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

**WIENS SANITARY AND DUSTLESS  
FLOOR BRUSH.**

**WIENS BRUSH CO., MILWAUKEE, WIS.**

## 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.



## A Big Drive

We have in stock a good assortment of Red and Fancy Standard Prints at 4 cents the yard. Also a big line of all the best makes of Prints, such as Simpsons, Americans, Hamiltons, Merrimacks, etc.

**P. Steketee & Sons**

Wholesale Dry Goods  
Grand Rapids, Mich.



# Clothing

## Reaction From the Cheap Goods of Last Season.

There is an impression prevailing that for fall clothing will be cheaper. It is not easy to figure this up and prove it. The very best that it is possible to show is that a suit may be made for 25 to 40 cents less than last year. If, however, the present indications are carried out it will not be any cheaper—unless poorer. It will be the same price and better. The reason for this is the popular revulsion against the cheap fabrics and flimsy making, which have both been foisted on the trade the last year to a greater degree than ever before in the history of the industry. Wool was so high that the incentive was stronger than ever to put out manipulated fabrics. One fake fabric succeeded another, until, as worsteds, the mills were selling pure fancy cotton fabrics.

Clothing manufacturers who bought them were so disgusted with them before the season really commenced that they made them up as cheap as possible. They looked bright to the retailers and were very cheap. The shrewdest salesmen and the sharpest retailers argued: "Well, it is going to be an era of these cheap goods, and while they have no merit, we will be forced through competition to handle them, for if we don't the wearer will go where he can get them, for as a 'picture' they are great. While our trade which buys them will kick and we will lose some of them, yet we will gain the customers we lose from our competitors, and so it will be a balance." Thus it went, the best retailers and the best traveling salesmen were forced to handle them. It was the rare concern which did not—

one in five hundred. But the best merchants frankly told the customers who bought them that they would not give satisfaction. They warned everyone against them; yet, as we said before, nearly everyone bought. They seemed to be what they were not. All took the chance. Thus it has come about from experience, the best teacher, that there is a justified prejudice against cotton worsteds. Although when of the better grades of cotton worsteds they gave satisfaction, yet comparatively few of these were sold, and they, with even pure worsted, are suffering to-day from the effect of the abuse of the trade by the flood of cheap, poorly made, even manipulated cotton worsteds.

Now, with the decline in wool and the aversion to cotton fabrics, it is the effort of every clothing manufacturer to buy all-wool goods for fall. This he can do at almost the same prices that prevailed before for the manipulated fabrics. It is this reason that will prevent clothing being any cheaper. The manufacturer will try his best to give his customers more honest fabrics and better made goods, to retail at \$7.50, \$10, \$12.50 and \$15. He will try and make a meritorious line, at least the legitimate houses with established reputations are now planning their fall campaign along these lines. And it is good business.

There will, of course, be made fake fabrics and flimsily made clothing, for it is too much to expect everyone to see "honesty is the best policy," and yet it is almost safe to say that it has been so forcibly borne in upon the trade that the tactics pursued last year are wrong, that even firms and mills who have no scruples about it are strong in advocat-

ing as good business honest fabrics and well-made garments. Thus far the buying by clothing manufacturers of fall piece goods substantiates the foregoing view.—Apparel Gazette.

## No Use For Cotton Worsteds.

The majority of the clothing manufacturers in the Chicago market express themselves as strongly opposed to cotton worsteds, and several go so far as to say that they have not and will not buy a yard of them for fall. The experience the retailers have had with manipulated fabrics has soured them against such goods, and, with the ability to buy a well-made, pure worsted suit for, say \$10, when they have paid \$12 for a cotton mixed worsted that has given poor satisfaction, and, in fact, done them more harm than good, it is not likely that the better element in the retail trade will bother with the poorer goods.

Most of the houses state that while there will, of course, be some cotton worsteds sold, they will do all they can to discourage them, take advantage of the general revulsion of feeling in the trade against them, and that the salesmen will be instructed to push the better fabrics.

A salesman for one of the large houses said: "Cotton worsteds are dead. I do not think that the average retailer with an established trade can be made to touch them another season, no matter how attractive the patterns. The long and short of it is, they have all on their hands they can dispose of at any old price. I have been trying to close out some that we have on hand, but have failed signally. The dealers simply hold up their hands and say, 'No, thank you; we have had experience enough with that class of goods for the present. You had hard work getting us to take hold of them in the first place, and we would have not done so had not our hands been forced.'"

That the entire better element of the wholesale trade want to see the elimination of the cotton worsteds, there can be no question. They want to see the business done this fall on a basis of honest values and intrinsic merit. The effort will be to induce the trade to pay the same prices as last fall for better goods, rather than lower prices for the same or inferior qualities.

That the effort will be entirely successful is perhaps too much to expect, but the ideal is worth working for. As one manufacturer said: "If all the good clothing manufacturers will have the courage of their convictions and refuse to make up cotton worsteds, no matter what others may do, they will win the confidence of the trade and lose nothing. Some of the cheaper trade may want cotton worsteds, if they can get them in nobby enough patterns. Let them get them where they may. The manufacturers really can not afford to lend their encouragement to the further production of such fabrics."

## Who Brought the Lilac to This Country? From Vick's Floral Guide.

There is a tradition that the lilac was first brought to this country by Dr. John Durand, a Huguenot who came to America from La Rochelle, France, in 1690. Dr. Durand came first to New Rochelle, N. Y., but afterwards settled in Derby, Connecticut, where he died in 1727. Some of his descendants still live in Derby.

How much we owe to the French physician for his gracious act done to keep in remembrance the fatherland. Peace to his ashes! We could wish that these had mingled with the earth under the lilac bushes in Highland Park, or that his spirit might hover over that enchanted spot and breathe the fragrance of the flower he loved so well.

But the evolution of the lilac—the countless varieties, each exhaling its own sweet perfume—the wide range of color, the perfection of form, what a delight they might be to the spirit of the dear old Doctor who had such tender love for this flower that, in that far-off time when a sea voyage meant so much, he brought with him his lilac bush!

We can imagine how he cherished it

and watched its growth, but how little he dreamed of the perfection by cultivation, that should be attained by the plant which he first brought to us from the home land. Blessings on his memory! We hope the flowers of Paradise yield him as balmy odors as his own loved lilac gave to us in Highland Park on a recent visit there.

Dr. Durand was a great great great grandfather of A. D. Baker, traveling representative for Foster, Stevens & Co.

## The Best Preserver.

Customer—I want to get something that will preserve wood.

New Clerk—Yes, sir, here's just the thing you want.

Customer—Nonsense! That's a padlock.

New Clerk—Yes, sir. Put that on your woodshed door and no thief will ever get in.

Merit often turns up in unexpected places.

**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.

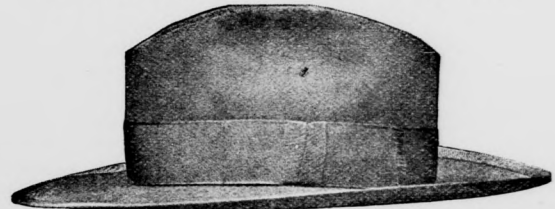
**Heavenrich Bros.**

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

**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.

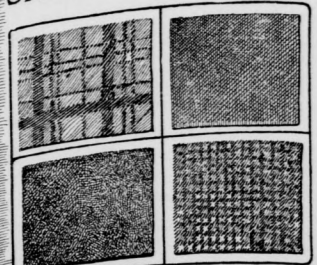
G. H. GATES & CO., 143 Jefferson Ave., Detroit, Mich.

**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



TRADESMAN COUPON BOOKS



## Hardware

### How to Meet Catalogue House Competition.

The wider distribution of the newspaper and other mediums of advertising has informed the people of the existence of the catalogue house. The increased facilities for transportation, whereby every rural district is brought more closely in touch with the cities, together with the reduced expense of transportation and postage, have made possible the success of the catalogue house, and with the proposed Pettigrew Parcels Post Bill a law, catalogue house competition will be more keenly felt.

It is not the amount of goods sold on our respective territories which antagonizes the dealer so much as the methods used in securing business.

Their catalogues distributed over the country, naming prices at or below cost on certain brands that we have made standard by constant advertising and pushing, lead the average citizen to consider our prices exorbitant, not knowing of the many staples we are selling at or below actual cost, wholly for his accommodation.

By explaining these facts to the customer he will give them some thought; take the price he quoted on the article, add express, postage, cost of money order or draft, his extra trip to the city for the goods when they arrive, and you will have a fair profit and almost invariably make the sale.

It is acknowledged by every hardware dealer that the prices we quote are not so low as those of catalogue houses, for several reasons: They quote on the standard brands (which constitute only a very small portion of any hardware stock and on which the customer is best informed) at ridiculously low prices, in fact, many times, our cost unless we are careful to get the very last 2½ per cent., to impress the customer with the idea that they will sell goods very low, and on the balance of the stock the prices are as high or higher than our regular on the same quality, except that I hope none in this convention consider it good business to sell the stuff, if you permit the expression, that is put on the market by the class of people especially in the stove line.

Admitting the above to be facts, then we should do as has been done in neighboring states, refuse as nearly as possible to patronize the factory that insists on reaching the consumer through this illegitimate channel.

Under existing conditions, we can do no other, when prices are quoted on standard brands, than acknowledge and meet them, but go after the quality of the other items. It requires but a short discussion with the average customer to convince him that the stove in reality is not what it seems on paper, has rough castings, poor mounting, small flues, cheap nickel-plating, etc.

The writer had occasion to compete with one of the largest catalogue houses in Chicago on a blacksmith's outfit. We invited the prospective purchaser to bring his list of goods and catalogue and allow us to make him a price before sending away. He did so, and in going over the list, we were able to substitute a number of articles which cost less, but being able to show the goods, they were satisfactory, and we made the sale, the bill amounting to \$152, giving us a profit of \$16. We realize that this was not enough profit for the kind of goods, but we also had in mind his

business in the future, which has proved very satisfactory and profitable; not only have we retained him as a constant customer, but through his influence have secured as customers several other patrons of catalogue houses.

In our sporting goods department we were not satisfied with the number of guns sold. Every few days some one would ask the price of the Winchester repeating shotgun, and naming the price \$22, they would invariably quote Montgomery Ward's price of \$19.34. Not feeling that we could meet the price they were allowed to walk out. As the Winchester was the only gun we heard quoted we decided next season to meet his price and marked the gun at \$20, adding the 66 cents for express, with the result that we sold only a few Winchester, but finding our prices right on that gun the customers decided that they were on the other makes not quoted, and our sales were increased about 400 per cent., and at better profits than we had asked before, except on the Winchester.

Many times the purchaser is not honest in his quotations. Only last December I had a hunter call for a certain gun cleaner, which was marked to sell for \$1. This seemed to take most of his breath; he retained enough, however, to tell me he could buy the article for 25 cents, and went out. To satisfy myself as to the price I consulted the catalogue from which he quoted, finding the price 70 cents instead of 25 cents, and no extra pads included with the set, which ours had. He returned for a set the following day, but made no further objection to the price.

In the art of deception certainly the photographer has reached perfection. He will take photographs of two refrigerators, one worth \$30, the other \$15, place the two pictures side by side, and it is a question with me whether the average dealer could tell which was the better; but place the two refrigerators side by side, and there is no comparison except in name.

Again, look at your catalogue of hatchets, you find the well-known brand "Underhill" quoted at \$7.50 per dozen. Turn a page further, you find scarcely any difference in the picture, the brand Cheap hatchet \$2 per dozen. The hardware man's knowledge of hatchets tells him at once that the latter is practically a toy. Now, this is not the case with the man who patronizes the catalogue house. He sees the Underhill hatchet quoted at 75 cents; just below the picture of another hatchet, probably the same picture, called Good hatchet, same size as above, priced at 55 cents. He figures in the former that he is paying for the reputation of the goods, and decides that the latter will answer his every purpose. Now, when the goods arrive, the hatchet does not look so well as expected, but he decides that the price is only a little higher than he would have to pay at home, so he keeps the hatchet and forgets all about this deal before he sends again.

Let us take advantage of every opportunity to become familiar with the catalogue house methods of doing business and when visiting the cities remain a day longer and spend the time in looking through their stocks, noting the grades of goods for a comparison with our own stocks, also the qualities, in order to satisfy ourselves as to the lines on which they make their profits. This will enable us to talk more intelligently to our customers, regarding the quality of goods, and make our arguments more convincing, having seen the competitors' lines.

J. W. Shidler.

# ALABASTINE

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

### Plasticon

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

### N. P. Brand of Stucco

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

### Bug Finish

The effective Potato Bug Exterminator.

### Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,  
Plaster Sales Department  
Grand Rapids, Mich.

## You had better

send us an order for  
Banner Cook Stoves

IF YOU DON'T, your competitor will and then there will be trouble, better write to us about it anyway.

CALLAGHAN & RICHARDSON,

Manufacturers' Agents,

REED CITY,

MICH.

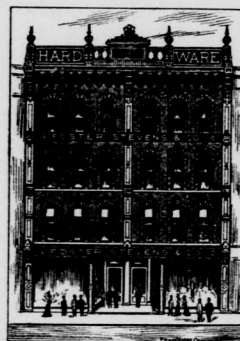
## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

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



Sporting Goods, Ammunition, Stoves,  
Window Glass, Bar Iron, Shelf Hardware, etc.; etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

### At One-Half Cost

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

D. E. Vanderveen,

State Agent Quick Meal Stoves,

525 Michigan Trust Building, Grand Rapids, Mich.

PRINTING FOR HARDWARE DEALERS

Tradesman Company  
Grand Rapids.



### The Allied Interests of Manufacturers and Dealers.\*

All people in highly civilized countries depend on manufacturers and dealers to supply not only necessities, but luxuries, such as make our grand system of modern life so much better than the primitive manner in which the ancients existed. You, as dealers, are naturally allies of manufacturers, as they need you to distribute their output. Very few of the factories in this or any other country would grow to gigantic proportions if they attempted to sell their goods direct to the user, although certain classes of machinery are sold direct, owing to the peculiar conditions that make this necessary. Many machines and large tools must be sold by experts who can explain the technical constructions of their wares and furnish tools that will perform work under varying conditions, which the ordinary dealer would not be prepared to understand. Excepting this class of work, the dealer can market all other articles in more economical manner than would be possible if our system of distribution of goods were different.

In ancient times the manufacturer of to-day did not exist. The factory was then a very primitive affair, and the artisan not only made his articles, but also had to sell and deliver them. Under these conditions the market was very limited. He was no doubt shrewd and inventive, but his environments were such that he could not expand and sell his wares to far distant customers. His shop and tools were primitive, but history shows us that long before the era of civilization utensils and articles now sold by you were in use.

Tools, cooking utensils and many other articles then made in a crude style by laborious processes were bartered by artisans for other articles of value, to people of their own tribe. Later more daring and venturesome traders carried their wares on boats and by other means to distant settlements and traded their goods to customers in friendly tribes. They were the pioneers of commerce and a link in the onward march of progress which, by gradual evolution century after century, has given to us our present perfected commerce.

Still later sailing boats were built by the early traders, and articles made in one locality were carried to still more distant marts, and as transportation facilities improved all kinds of goods were manufactured on a larger scale and distributed through different channels, until now with our vast system of railways and ocean greyhounds distance and time have been annihilated and goods are manufactured in one place and transported to the most remote corners of the earth.

Civilization has, indeed, wrought wonderful changes, but in nothing has its influence been shown more than in our magnificent system of commerce and business. Manufacturers and dealers are both necessary in our present state of high development as they are an integral element of our vast social system.

The manufacturer seeks the hidden treasures of the earth and with brains, ingenuity and labor, changes the useless to the useful. He digs down into the soil, extracting that which nature has so bountifully provided for us, and by endless processes of labor, with the assistance of machinery, makes articles that are necessary for our comfort. Every article finished by a factory means employment of labor. The crude material must be obtained by work and knowledge. It must be transported by some method so that from the raw material to the finished product, an endless variety of work is employed that escapes our observation. The men thus employed must be fed, clothed, etc., and other laborers must supply their necessities and luxuries so that the beneficial results of factories are far-reaching. Admitting he is, however, only one part of our vast commercial organization. His wares must be sold to the user, and you are as necessary for his prosperity as he is to you. Without you he would

be like the ancient selling his wares in limited quantities. He needs you as much as he requires transportation companies, or I might say even more. He could not explain the merits of his goods to every consumer in this great land of ours. You do this for him and are naturally his great ally. If an article possesses merits you explain its value to your customer, as you can not afford in these days of competition to sell him articles that are out of date or inferior in quality. Your business is built on a firm foundation as your customers have confidence in you, but you can only retain this confidence and trade by showing that you are alive to all progress, hence, you are a powerful factor that the manufacturer must protect so that you can obtain your just compensation for your efforts in marketing his production.

You can readily see by close analysis of existing conditions that we are all interdependent one on another and consequently should strive to make our trade relations as pleasant and profitable as possible. If abuses and other disagreeable features creep into your business you can overcome them by using broad and liberal methods to correct the evils, and as manufacturers we will always be glad to render you such assistance as lies in our power.

Your association can raise your business to even a higher standard than it is at present, although I do not know any business that seems to be on a higher plane. Organization seems to be the key-note of commercial success. Everything tends in that direction. Look at the events of the past few years. Trade is organized, labor is organized. On the whole this has greatly improved economic conditions. By gradual changes I believe trade will be freed from its cares and trials, as antiquated methods are constantly giving place to new and modern systems that greatly improve the manner of conducting business. You are a representative set of merchants, and I know will cope with any situation that arises and you will overcome all troubles that exist. In this you can count on our hearty co-operation.

I wish to reiterate all that I said at your last meeting, by stating that we will continue to refuse to sell department stores and catalogue houses, and will at all times protect you as far as we can. We feel that your prosperity is so closely woven into our own that our efforts will always be directed to promoting better conditions in our trade relations. We know you will fully appreciate whatever we do in this direction, as you should and do patronize those manufacturers who strive to make your business profitable.

#### Mr. Smith's Little Mistake.

The next time Mrs. Smith needs anything she'll have to buy it herself. So Smith says and he vows he means it. That comes from Mrs. Smith saying she needed a pair of silver curling tongs and Smith remembering it when he wandered into a silversmith's and saw on the counter a tray of silver handled articles that opened like hair curlers.

"That's just what I want for my wife," remarked Smith as he chose a pair. "Send 'em home."

Mrs. Smith looked pleased but puzzled when Smith reached home, but she kissed Smith and he assumed an air of deserving it.

"They're lovely, dear," said Mrs. Smith, exhibiting the present, "but I have glove stretchers already. Why did you buy them?"

"Glove stretchers!" shrieked Smith and then he foolishly owned up to his mistake. Mrs. Smith has the other thing as well now.

The members of the Utah Senate and House of Representatives are furnished with pocket knives and fountain pens at the expense of the State. In Connecticut and several other states—occasionally in Pennsylvania—such articles are furnished under the head of "stationery," and there have been times in Connecticut when that term embraced dictionaries, sets of Dickens and gold-headed canes.

### Hardware Price Current

Ammunition					Stanley Rule and Level Co.'s.....dis	
Caps					Adze Eye.....\$17 00..dis 70-10	
G. D., full count, per m.....	40				Metals—Zinc	
Hicks' Waterproof, per m.....	50				600 pound casks..... 7 1/2	
Musket, per m.....	75				Per pound..... 8	
Ely's Waterproof, per m.....	60				Miscellaneous	
Cartridges					Bird Cages..... 40	
No. 22 short, per m.....	2 5				Pumps, Clatern..... 75	
No. 22 long, per m.....	3 00				Screws, New List..... 3	
No. 32 short, per m.....	4 95				Castors, Bed and Plate..... 50&10&10	
No. 32 long, per m.....	5 80				Dampers, American..... 50	
Primers					Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....	1 20				Stebbins' Pattern..... 60&10	
No. 2 Winchester, boxes 250, per m.....	1 20				Enterprise, self-measuring..... 30	
Gun Wads					Pans	
Black edge, Nos. 11 and 12 U. M. C....	60				Fry, Acme..... 60&10&10	
Black edge, Nos. 9 and 10, per m.....	70				Common, polished..... 70&5	
Black edge, No. 7, per m.....	80				Patent Planished Iron	
Loaded Shells					"A" Wood's patent planished, Nos. 24 to 27 10 75	
New Rival—For Shotguns					"B" Wood's patent planished, Nos. 25 to 27 9 75	
No. 120.....	100	Dras. of Powder	oz. of Shot	Size Shot	Broken packages 1/4¢ per pound extra.	
129.....	2 90	4	1 1/2	10	Planes	
128.....	2 90	4	1 1/2	9	Ohio Tool Co.'s, fancy..... 50	
125.....	2 90	4	1 1/2	8	Scotia Bench..... 60	
135.....	2 85	4 1/4	1 1/2	5	Sandusky Tool Co.'s, fancy..... 50	
154.....	3 00	4 1/2	1 1/2	4	Bench, first quality..... 70	
200.....	2 50	3	1	10	Nails	
208.....	2 50	3	1	8	Advance over base, on both Steel and Wire.	
236.....	2 65	3 1/4	1 1/2	6	Steel nails, base..... 2 65	
265.....	2 70	3 1/2	1 1/2	5	Wire nails, base..... 2 65	
264.....	2 70	3 3/4	1 1/2	4	20 to 60 advance..... Base	
Discount 40 per cent.					10 to 16 advance..... 5	
Paper Shells—Not Loaded					8 advance..... 10	
No. 10, pasteboard boxes 100, per 100..	72				6 advance..... 20	
No. 12, pasteboard boxes 100, per 100..	64				4 advance..... 30	
Gunpowder					3 advance..... 45	
Kegs, 25 lbs., per keg.....	4 00				2 advance..... 70	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25				Fine 3 advance..... 60	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25				Casing 10 advance..... 15	
Shot					Casing 8 advance..... 25	
In sacks containing 25 lbs.					Casing 6 advance..... 35	
Drop, all sizes smaller than B.....	1 40				Finish 10 advance..... 25	
Augurs and Bits					Finish 8 advance..... 35	
Snell's.....	60				Finish 6 advance..... 45	
Jennings' genuine.....	25				Barrel 1/2 advance..... 85	
Jennings' Imitation.....	50				Rivets	
Axes					Iron and Tinned..... 50	
First Quality, S. B. Bronze.....	7 00				Copper Rivets and Burs..... 45	
First Quality, D. B. Bronze.....	11 50				Roofing Plates	
First Quality, S. B. S. Steel.....	7 75				14x20 IC, Charcoal, Dean..... 6 50	
First Quality, D. B. Steel.....	13 00				14x20 IX, Charcoal, Dean..... 7 50	
Barrows					20x28 IC, Charcoal, Dean..... 13 00	
Railroad.....	15 00				14x20 IC, Charcoal, Allaway Grade... 5 50	
Garden.....	30 00				14x20 IX, Charcoal, Allaway Grade... 6 50	
Bolts					20x28 IC, Charcoal, Allaway Grade... 11 00	
Stove.....	60				20x28 IX, Charcoal, Allaway Grade... 13 00	
Carriage, new list.....	65 1/10				Ropes	
Plow.....	50				Sisal, 1/4 inch and larger..... 8	
Buckets					Manilla..... 12	
Well, plain.....	\$4 00				Sand Paper	
Butts, Cast					List acct. 19, '86.....dis 50	
Cast Loose Pin, figured.....	65				Sash Weights	
Wrought Narrow.....	60				Solid Eyes, per ton..... 25 00	
Chain					Sheet Iron	
Com.....	7 c.....	5-16 in.	3/4 in.	1/2 in.	Nos. 10 to 14..... com. smooth. com. \$3 20	
BB.....	8 1/2.....	6 c.....	5 c.....	4 3/4 c.....	Nos. 15 to 17..... 3 20	
BBB.....	8 1/2.....	7 1/4.....	6 1/4.....	6.....	Nos. 18 to 21..... 3 30	
Crowbars					Nos. 22 to 24..... 3 60	
Cast Steel, per lb.....	6				Nos. 25 to 26..... 3 70	
Chisels					No. 27..... 3 80	
Socket Firmer.....	65				All Sheets No. 18 and lighter, over 30 inches	
Socket Framing.....	65				wide, not less than 2-10 extra.	
Socket Corner.....	65				Shovels and Spades	
Socket Sinks.....	65				First Grade, Doz..... 8 00	
Elbows					Second Grade, Doz..... 7 50	
Com. 4 piece, 6 in., per doz.....net	65				Solder	
Corrugated, per doz.....	1 25				1/4@1/4..... 21	
Adjustable.....dis	40 1/10				The prices of the many other qualities of solder	
Expansive Bits					in the market indicated by private brands vary	
Clark's small, \$18; large, \$26.....	40				according to composition.	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25				Squares	
Files—New List					Steel and Iron..... 65	
New American.....	70 1/10				Tin—Melyn Grade	
Nicholson's.....	70				10x14 IC, Charcoal..... \$ 8 50	
Heller's Horse Rasps.....	70				14x20 IC, Charcoal..... 8 50	
Galvanized Iron					20x14 IX, Charcoal..... 9 75	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28				Each additional X on this grade, \$1.25.	
List 12 13 14 15 16.....	17				Tin—Allaway Grade	
Discount, 70.....					10x14 IC, Charcoal..... 7 00	
Gauges					14x20 IC, Charcoal..... 7 00	
Stanley Rule and Level Co.'s.....	60 1/10				10x14 IX, Charcoal..... 8 50	
Glass					14x20 IX, Charcoal..... 8 50	
Single Strength, by box.....dis	85 1/2				Each additional X on this grade, \$1.50	
Double Strength, by box.....dis	85 1/2				Boiler Size Tin Plate	
By the Light.....dis	80 1/2				14x56 IX, for No. 8 Rollers, } per pound.. 10	
Hammers					14x56 IX, for No. 9 Rollers, }	
Maydole & Co.'s, new list.....dis	33 1/2				Traps	
Yerkes & Plumb's.....dis	40 1/10				Steel, Game..... 75	
Mason's Solid Cast Steel.....30c list	70				Oneida Community, Newhouse's..... 40&10	
Hinges					Oneida Community, Hawley & Nor-	
Gate, Clark's 1, 2, 3.....dis	60 1/10				ton's..... 65	
Pots.....	50 1/10				Mouse, choker per doz..... 15	
Kettles.....	50 1/10				Mouse, delusion, per doz..... 1 25	
Spiders.....	50 1/10				Wire	
Horse Nails					Bright Market..... 60	
Au Sable.....dis	40 1/10				Annealed Market..... 60	
House Furnishing Goods					Coppered Market..... 50 1/10	
Stamped Tinware, new list.....	70				Tinned Market..... 50 1/10	
Japanned Tinware.....	20 1/10				Coppered Spring Steel..... 40	
Iron					Barbed Fence, Galvanized..... 3 30	
Bar Iron.....	2 25 c rates				Barbed Fence, Painted..... 3 00	
Light Band.....	3 c rates				Wire Goods	
Knobs—New List					Bright..... 80	
Door, mineral, jap. trimmings.....	75				Screw Eyes..... 80	
Door, porcelain, jap. trimmings.....	85				Hooks..... 80	
Lanterns					Gate Hooks and Eyes..... 80	
Regular 0 Tubular, Doz.....	5 00				Wrenches	
Warren, Galvanized Fount.....	00				Baxter's Adjustable, Nickeled..... 30	
					Coe's Genuine..... 30	
					Coe's Patent Agricultural, [Wrought, 70&10	



## Village Improvement

Oneness of Purpose in Village Life.

Written for the Tradesman.

When the man who at first refused to clean his snowy sidewalk at last relented he did it unhandsonely and with protest. It was an interference with his rights and privileges. It forced upon him an expense he did not want to incur and it was an assumption on the part of the Improvement Society which was as unjustifiable as it was meddling. This was no city, with laws and by-laws to be observed or violated under punishment or fine. The delight of living in the country and in a village was in being free from these exactions that interfered with his wants and wishes and he for one intended to resist the whole thing with might and main.

It would have been an easy thing for the Society to assert itself, but it was satisfied when the snow was cleared from the walk and it trusted to luck and a kind Providence to help it over other and similar emergencies. The one idea which the man's opposition had awakened was that the walk was his, to all intents and purposes the snow was his, his snow shovel was his own and in a country priding itself on its freedom of speech and action he did not feel bound to spend muscle and time in making a path for the public to walk in. Certainly there was no justice in compelling him to do this. There was a principle involved and he was determined to defend that principle.

It was found, too, as time went by, that this man had sympathizers "and there was a division among them." On all accounts, however, the Fabian policy seemed the best to follow. The President and the two ministers called in the storekeeper, known to have the longest head in the community, and it was the opinion of all of them that the village as a whole would know how to meet the man's argument and, tipping it with ridicule, turn it against himself. The idea that his selfishness was simply determined to make the whole village suffer on his account had not seemed to occur to him and the Society decided to turn public opinion towards that one point and drive home on every possible occasion the truth that the life of every community depends upon a singleness of purpose which the community only as a whole can carry out.

There is no good reason why every village should not be made convenient, healthful and beautiful. These attributes are certainly worth striving for and they can not be obtained unless "all hands take hold" and turn the possible into a fact. Taken singly or as a whole, they are on every account much to be desired. Convenience has about it too much of the practical to be ignored. Time is money in the village as well as in the town and conveniences that save it soon pay for themselves. Health is its own defense, the supremest selfishness not yet wanting to know what health is good for anyway. Beauty is oftentimes looked upon as a luxury, but the difference in the value of building lots improved and unimproved tells its own unmistakable story and will continue to be a strong lever in the hands of the Improvement Society to help along its purpose. This is not theory, it is practice, and the outcome, as stated, has passed into experience.

For a number of years the country has been rushing into the city. From the village, as well as from the farm,

boys and girls are alike eager to live in town. Sometimes fortune takes them from the farm and the village to high school and college and, once there, once in the city, they never return. The reason is not hard to find: The country is continually ignoring the esthetic side of life. The farm children, the villagers, have cravings which are not satisfied. Inconvenience is the country's first law. Not one country man in a thousand understands, or wants to understand, that there is more genuine education in a bathroom than there is in a full year's study at the common country school. Disorder exists everywhere, outside of the farm house and in. If a thing can be lived with it "will do." Niceness and tidiness are ever wanting. The farm and all that belongs to it is a second-class place to earn the scantiest living in the hardest possible way. The Vandals, in the olden time, took violent possession of the Southern culture when their Northern barbarism became irksome, and modern vandalism retains the old-time characteristics—it goes where its wants will be satisfied. Home is not home where the beautiful is not recognized as a need. A beautiful picture is as much of a necessity as a cook stove; musical instruments are as restful as the farm tools are wearisome, and a window curtain can attract or repel. Now the young people are certainly influenced by these things. They like the lovely side of life and they hate the hard and repulsive. The city supplies these wants, no matter how poorly, and they are satisfied and so stay. They hate to go back and take up the old life that has so little about it that is pleasing and when the school and the college are over they choose their place of life and labor as far from the old home as possible and the city-settled farm boy is perfectly satisfied with the change which has bettered his condition.

Now the village can and ought to furnish everything but the crowd. The Improvement Society is distinctly an agency for culture. Its aim is the increase and the spread of refinement. We have seen what the object of the landscape gardener is and what it has already done for village life. Its theory, pushed home, will materialize into finer and more convenient dwellings. The school will be a matter of increasing interest. There will be a library after awhile. Reading clubs will spring into life. Art will find votaries upon the slightest encouragement, and every form of culture will come to brighten permanently the village as a natural outgrowth of a public spirit directed towards the attainment of a single object, especially when that is for the general good.

With so much depending on it, it seems strange that so many rural communities are so reluctant to undertake the task of self-improvement. There is no reason why every village should not be alive with interest in its own culture and its own affairs, or why village life should not be crowded with attractions that have the power to hold every villager from wandering. There are too many who never dream that their village can be anything more to them than a place of shelter and work; that a village can be the center of a culture as delightful as any city possesses, and that they have any duty or responsibility in making it so. They fail to get hold of the idea that common good must be the result of a common thought and a common action, and it is respectfully suggested to the Improvement Society that this oneness of purpose be among the first ideas it shall endeavor to establish and strengthen.

## William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

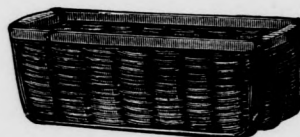
## Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,  
Resident Manager.

## Ballou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich

## Abbott Bros. RHEUMATIC CURE



35  
CENTS

IS NOT a high price to pay for a large trial bottle of this grand old specific for

**Rheumatism,  
Neuralgia,  
Lame Back,  
Cout and all  
Kidney Disorders.**

It has effected more CURES than any other known remedy. It has cured thousands of cases which defied the skill of our most eminent physicians. It acts QUICKLY, SAFELY and SURELY. Goes direct to the seat of the disease, cleansing and purifying the system, throwing off all blood impurities. Puts every organ of the body in their natural healthy condition. For constipation alone it is a God-given boon. A bottle of Abbott Bros. Rheumatic Cure kept in your home will save its cost one hundred times over.

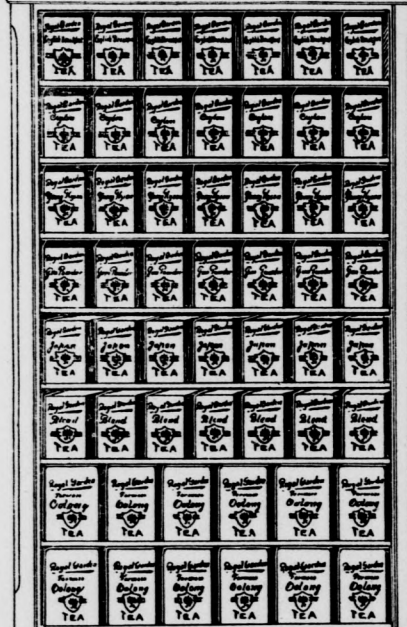
**Largest Bottles \$1.25; Six for \$6.00**

A trial bottle will surely do you a world of good—may cure you. Sent postpaid to any address for only 35 cents.

Agents Wanted. Write for Terms.

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

## Royal Garden Teas.



**BOUR'S  
Celebrated Brands.**

TRADE MARK

## Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN  
B. F. JAPAN  
YOUNG HYSON  
GUNPOWDER  
ENG. BREAKFAST  
CEYLON  
OOLONG  
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

**The J. M. BOUR CO.,**  
Toledo, Ohio.



**WORSE THAN STEALING.**

**Perjury Resorted To by Some to Evade Taxes.**

Is it as reprehensible a thing to lie and steal about the amount of business you are doing and your taxes as it is to lie and steal about ordinary things?

I ask the question because a good many men seem to think it is not.

An illustration: I know a man who does business in one of the principal towns of Pennsylvania. He is a member of a church, an upright citizen, a good husband and father, and a square, honest man.

This year this man's business increased several thousand dollars, and his mercantile tax was increased—not much, but a small sum.

The tax was just, under the present tax laws; there's no doubt about that, because as I say the business had increased.

But what did this honest man and good citizen do? Did he pay it, as he would pay any other debt? He did not. He swore off the increase, which meant what? It meant that he had to lie, to perjure and to steal from the Government.

Isn't it almost incredible that a man so upright in all things else could bring himself to descend so low about his taxes?

And yet he is but one of many, many good citizens who do the same thing.

I asked him how he could do it. "Hasn't your business increased that much?" I asked.

"Yes, it has," he replied; "it has increased more, but I ain't going to pay any more tax. I give these devils at Harrisburg enough to steal, as it is!"

And that's the attitude of hundreds of merchants, particularly since the last mercantile tax law was passed. The retail dealer thinks that every tax imposed on him simply goes not to support the Government, but to buy a new horse for some inside politician. So he does not hesitate to put himself in the same class with the aforesaid politician by cutting down his tax by fair means or foul.

I can understand how a taxpayer can feel that way, and feel so sincerely. God knows we have an awful lot of leeches at the head of our Government—I wish I was among 'em; I need a new pair of pulsewarmers this minute—and there's no doubt that a good deal of the money that the retail dealer pays as taxes finds its way into unholy pockets that are always open.

Still, does that excuse the man who descends to falsehood and perjury to escape his taxes? We'll leave the stealing end of it out of the discussion. We'll admit that the money goes to the politicians, and that it therefore isn't stealing to withhold it. Let's say a man simply lies and swears falsely when he does as the man I have referred to did—is he justified in doing that? Is he justified in doing it even if he knew, as surely as he knows a judgment day is coming, that his money would have been stolen the minute it reached Harrisburg?

I don't think he is, gentlemen. Be an honest man, I say, even if you're the only one and hopelessly unfashionable.

I have never stolen even a pin in my life—when I thought I could be found out.

A tax is a tax. Every man with property owes it. He sends men to the State capital to make tax laws for him, and when they make the laws he ought to stand by 'em.

What is a man who defaults on a debt to his neighbor? He is a shyster, isn't he? What is he, then, when he defaults on a debt to his Government? Isn't he a shyster just the same?

There are unjust taxes at present imposed upon Pennsylvania retail grocers, and the laws that authorized them should never have been passed. But the way to escape those taxes is not to lie out of paying them. It is to have the laws repealed. Hard? It may be, but it is honest.

I'm not much given to sermonizing, but let me ask you this one question: Let me ask it straight of the man who believes it excusable to falsify about his taxes. You are an honest man, perhaps. You pay your debts; you go to church; you tell no lies, and make no false affidavits—except those told and made to get your taxes reduced. Do you suppose the Creator of all things will excuse that black spot in your white life when you tell him that you did those things to keep the politicians of Pennsylvania from getting some money?

Not on your life!—Stroller in Grocery World.

**Peculiar Business Creed of an Indiana Merchant.**

Grocer A. T. Norton, of Marion, Ind., who keeps store in a peculiar fashion, has received the honor of a full page write-up in the Marion Journal. An interior view of his store and his own portrait accompany the descriptive matter. Mr. Norton's business creed may be summed up as follows:

I believe the average man is to be trusted, and that is why I allow my customers to wait on themselves.

I will not sell to others an article that my own family would not eat.

I will not sell drugs, whisky or tobacco.

I will not deliver goods, because the extra expense would come out of the pockets of my customers.

I buy all my goods for spot cash and I do all my business on the cash basis.

I pay my clerks every night; the money is theirs; they have earned it. I have no right to keep it until Saturday night.

I carry no insurance; don't believe in insurance, because it encourages a man to be careless about his fires.

It is said that there is a curse on the rich; I don't want to be one of the accursed.

It appears that Mr. Norton always has shown originality as an advertiser. We quote from the Journal:

In reply to a question as to where he had been in business before he came to Marion, Mr. Norton said: "For years I ran a store in Fairmount, Ind., called 'Norton's Fair.' This store was in a building which I built after my own notion. There were five rooms, and we used to advertise that we sold everything, which was hardly true. But we did deal in nearly everything, with the exception of drugs and liquors. In the rear of the store I built a sort of museum and in it I had every kind of animal known in this part of the country, from deer to rabbits, and people from all over the country came to Fairmount to see that collection of animals. I had the place so arranged that there was an entrance through the store-room and I had men there who would sell them goods when they came out. I did a good business there, but had to give it up on account of bad health. I have been in business in Marion for about one year, and I have been very successful."

**A Woman's No.**

"Learn to say 'No', my daughter," advised the wise mamma.

"But, why?" enquired the coy debutante.

"Because it is more fun to keep the men guessing for a while."

Thus we see that a woman's "No" means "Guess" instead of "Yes," as the proverb would have us believe.

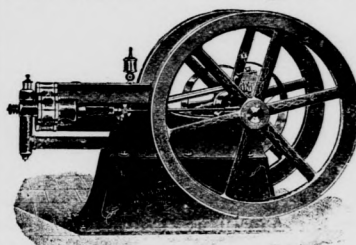
**ELLIOT O. GROSVENOR**

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.

**Gasoline Engines**



1 H. P. UP TO 75 H. P.

Can be used for a large number of purposes. The most convenient and cheapest power known. Always ready to run. No engineer required. Write for catalogue and prices.

**Adams & Hart,**

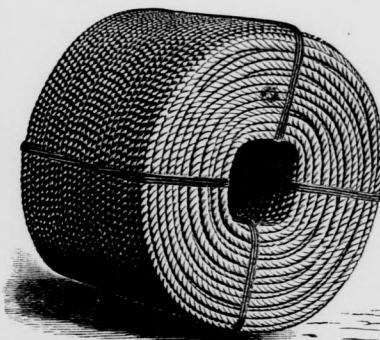
12 W. Bridge Street, Grand Rapids, Mich.

**The New White Light Gas Lamp Co. ILLUMINATORS.**



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

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



Awnings, Tents, Flags, Covers, Rope, Binder Twine, Hose, Lath Yarn, Packing, Oil and Belt.

**Mill Supplies**

Distributing Agents for Harrison Bros. & Co.'s Paints and Varnishes. Write for interesting prices.

**The M. I. Wilcox Co., Toledo, O.**

210-216 WATER STREET

**FOR A FEW DAYS ONLY**

We are selling very fine Semi Porcelain 100 piece Dinner Sets for

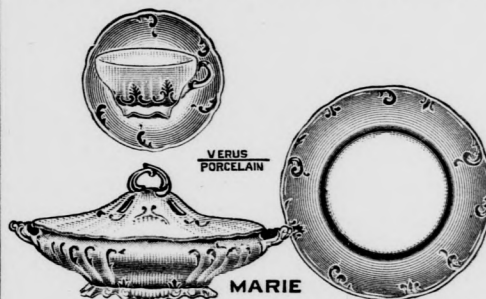
**\$4.80**

Remember for a few days only.

Four different decorations, one of each in package, \$19.20.

Latest shapes. See cut.

Write for catalogue.



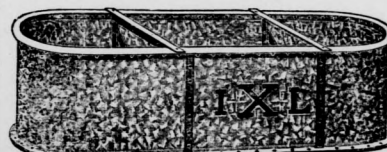
**DEYOUNG & SCHAAFSMA**

Importers and Manufacturers' Agents for Crockery, Glassware and Lamps 112 Monroe Street, Grand Rapids, Mich.

**No Long Story Here.**

Write for Prices.

Steel Mills, Steel Towers, Steel Tanks, Wood Tanks, Galvanized Pipe and Tubular Well Supplies.



**The Phelps & Bigelow**

Wind Mill Co., KALAMAZOO, MICH.





## Woman's World

### No Sadder Sight Than the Misuse of Books.

The trustees of one of the largest public libraries in the country are considering the plan of disinfecting each book as it is returned by a subscriber, as a means of preventing the spread of contagious diseases. Nothing could seem a wiser precaution. Probably nobody with the fear of the deadly microbe before his eyes ever picks up a well-thumbed volume which has gone the rounds of the more or less unwashed without wondering what particular kind of suicide he is committing, but the mere suggestion of submitting popular books to an antiseptic bath sets one to wishing that there was some way in which the thoughts on the pages might be as easily sterilized as the pages themselves, and that it was as possible to kill the moral bacilli as it is the physical.

To a thoughtful person there is no sadder sight than the misuse we make of books, and the way in which we turn one of the greatest blessings of life into something that comes pretty nearly being one of its greatest curses. The great majority of people have an unsophisticated idea that there is some virtue in reading, no matter how worthless or vile the thing they read, and they account it unto themselves for culture when they race through a large number of books, whether they carry away a single idea with them or not.

To sustain a reputation for being literary nowadays it is only necessary to have skimmed the plot of the last forty-seven popular novels, although the process is enough to give one acute mental dyspepsia for the balance of one's life. This is particularly true of women, for when a man has either time or inclination for more than the daily papers and the magazines, he is apt to read something solid and with substance to it. With women reading almost invariably means the unlimited consumption of novels, and even then it is quite as much a matter of quantity as quality that counts. A mother told me the other day that her 13-year-old daughter was literary because she had read thirty novels since Christmas, although investigation showed that they were nothing but the veriest trash. When anybody announces that Miss So-and-So is such a cultured woman, we know at once that she is the kind of a person who is an animated catalogue of novels that are still hot from the press, and who regards us with undisguised pity and contempt if in the exigencies of making a living or minding our children we have not devoured the latest farmhand idyl or thrilled over the newest colonial historical abortion. Many a woman poses as a leader of thought and a literary light in her community on the strength of having always read Marie Corelli or Edna Lyall's latest inanity.

No one would be unreasonable enough to condemn novel reading, of course. Some of our best literature comes to us in that delightful guise, and we are indebted for many of our highest inspirations and noblest thoughts to good stories, but there is another side to the question. There is the bad novel, the story of evil suggestion, the story that reeks with lawless passion and represents sin in its most alluring guise, and to-day there is no other influence so potent for harm confronting the world as it is. There is no quarantine against bad books, and the greatest

danger of all is that women, who are trying to guard their families against every other evil on earth, seem never to suspect the harm that comes from vicious books. A woman would be frantic with horror if she saw her little son learning to be a drunkard under her very eyes or her little girl getting to be a dope fiend, but she lets them acquire the bad novel habit, which is just as bad for them, morally and physically, and thinks they are being "literary." God save the mark!

Just think for a moment of the inconsistency of mothers on this point and the ignorance and criminal negligence they display. A woman will watch her children like a hawk to keep them from playing with bad children on the corner, but she will sit up at night in self-satisfied complacency, sure Johnny is safe because he is quietly reading. Yet, very likely, just across the library table Johnny is consorting with thieves and thugs and criminals and feeding his quick imagination with pictures of the lowest haunts of vice. The worst boy in the city would not be so dangerous a companion as the books in which

brutality is glorified, murder represented as heroic and crimes for which the law prescribes penitentiary stripes presented as alluring adventures. What we read—the things that fire our fancies, and thrill our senses—are the stuff of which character is woven, and it is rank folly for any mother to waste her time trying to inculcate gentle manners and courteous speech and high aspirations in her son so long as she lets his reading give the lie to her teachings.

Or, perhaps, it is the case of Margery. Her mother prides herself on being so careful with her innocent young daughter and would shield her from contact with a wicked woman as she would from the pestilence, but she doesn't concern herself with the fact that Margery devours one erotic novel after another and is forming her ideals of life on stories of white-hot sizzling passion and being familiarized with the details of the careers of the kind of people she would never meet in decent society. It is a cold fact that mothers would do well to bear in mind that a declassee woman is no more desirable a companion in a novel for a young

girl than she would be in real life. In the book the girl sees the life surrounded by the lime light of alluring romance. In real life she would see the painted faces, the haggard eyes, the sordidness and shame, and there would be nothing but what disgusted and horrified her.

Aside from the stories that are actually immoral and vulgar, there is a vast array of those that are merely namby-pamby, but it is questionable if they do not do as much harm in the world as the wicked ones, they are responsible for so many of the false ideals and idiotic performances of women. What makes little Susie Jones turn up her nose at the honest young carpenter who wants to marry her and who would work all his days to make her a good home? Simply because she has stuffed her silly little noggin with nonsense about dark-browed heroes, with curling black mustaches and soft white hands, who will talk about soul mates and quote poetry to her, instead of talking about building her a little home. That's her ideal, and by and by he will come along, or she will think he will, and

# The President of the United States of America,

To

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

GREETING:

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

## ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL]

ROWLAND COX,  
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,  
Clerk



she will run off with a man she never saw until week before last, and there will be another victim added to the long list of those who have picked out their affinities by the advice of novels.

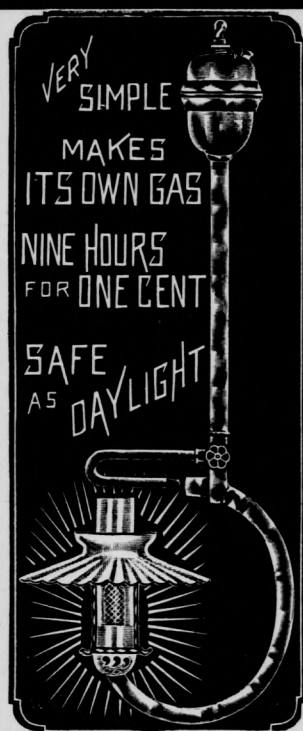
What is it that makes so many girls who have good homes with parents willing to support them crazy to break away from their families and friends and go to some city to pursue a career? Nothing on earth but the misleading stories of free and fascinating girl bachelor life, in which the heroine is represented as having become instantaneously famous, and spending her time thereafter in perpetually waving a latch key and eating lobster Newburg and opening letters containing checks. Just how many misguided women have vainly tried to realize one of these pipe dream novels and have turned back home, disappointed and heart-broken, nobody knows, but they have added in no small measure to the misery of the world. The girl with a career craze in a family is about as much trouble as the boy who drinks, and both cause the parents to shed barrels of tears.

As for those popular novels in which the noble Lord Reginald St. Clair observes the beautiful but humble Mary Ann scrubbing down the front steps, and stops to ask her to be his wife and share his exalted state, they count their victims by the million. These stories are the bane of the working girl, and it is because she is always expecting to be snatched from her counter or typewriter and translated to the haunts of fashion and society, as per her favorite novel, that many a girl never settles down to learn her business and do good work.

When a married woman gets to be a novel fiend she is worse off still. The most frequent victims are women who board, and with many of them it gets to be simply a case of emotional debauchery. There are women who literally spend their lives lying on a couch devouring one high-spiced story after another. They breathe nothing but an air of intrigue and adventure that is full of the deadliest mental miasma. Nothing else could be so unhealthy, and in a little while it begins to show itself in discontent and little flirtations and romantic longings. No woman can spend her time dreaming about fascinators without wanting to be one, and any man whose wife is acquiring the novel habit owes it to her and himself to divert her mind by a course in cooking and dishwashing.

It is time for women to look the question of novel reading squarely in the face. Taken in moderation it is a pleasure that cheers many an hour, that stimulates and benefits. Immoderately, it is the worst sort of a vice. Books are voices that speak to us in our silent hours, and what they teach us we do not forget. It is, therefore, important that they should only say to us that which makes us better, truer and stronger. If they inspire us with false ideals and untrue theories of living, they are not our friends. They are our enemies. For life is not a romance, it is a plain fact. Dorothy Dix.

A Greek barber has opened a New York shop to popularize a new way of cutting hair. He uses shears for trimming the hair over the ears and at the back of the neck. For cutting the hair he uses a sharp razor. He runs the hair through a fine comb, and slices it off to the right length. He says that this method not only makes it easy to cut the hair evenly, but also removes all dead hairs. Moreover, he alleges that it is twice as quick as the old way.



## We Make Gasoline Lamps

Specially adapted for stores of all kinds, one of which is equal to ten or a dozen kerosene lamps or five electric bulbs. They can be used anywhere and run for

**20 cents a month**

It will pay to light up your store with these lamps. The brilliant and sparkling effect on stock attracts attention and draws trade, and no other light will do it as well as the

### Brilliant Self Generating Gas Lamps

Over 90,000 have been sold during the last three and a half years. They are safe, simple, and every lamp is guaranteed. This is what one dealer says:

"Last November I bought one of your two-light lamps, and I write you to let you know how well pleased I am with it. It has burned every night and has not given me any trouble at all. It costs me about 10 cents per week to run it, where I paid 60 cents for coal oil. This saving will amount to a nice little sum in a run of a year, saying nothing of the light. You can refer to me and I will give the 'Brilliant' a good send off."

We have hundreds of other unsolicited letters equally strong. The agency for this lamp is valuable; write for it without delay.

## Brilliant Gas Lamp Co.

42 State Street, Chicago, Ill.

GEORGE BOHNER, Prop.

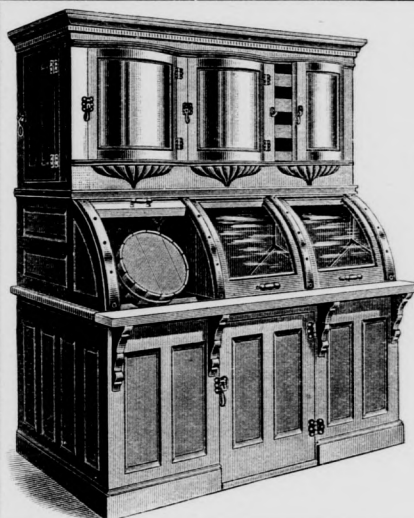
### GAS READING LAMPS



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.



### Borden & Selleck Co.,

48-50 Lake St., CHICAGO, ILL.

Swell Front Roll Top Refrigerators and Butter Boxes.

HOWE & FROEMNER  
Agate Bearing Scales.

STAR COFFEE MILLS,  
For granulating and pulverizing.

Outfits for retail grocery stores.  
Correspondence Solicited.

## Fred Glass, Jr., & Company, Druggists and Chemists.

Kalamazoo, Mich. Jan. 15, 1900.

### Michigan Tradesman, Grand Rapids:

I take pleasure in informing you that I can heartily recommend your publication to any one who wishes to dispose of his stock of merchandise. After advertising in several dailies and all other trade papers, without result, I was recommended to try the Tradesman. One insertion did the business, bringing satisfactory results in the shape of a cash purchaser for my drug stock.

Yours truly,

*Fred Glass Jr.*



## Butter and Eggs

### How Bad Railway Service Can Be Corrected.

I was at a railroad junction a short time ago where a branch of the same railroad terminated and it happened to be shipping day for the dairy products. As I was waiting for a passenger train and had plenty of time I walked to the depot with a merchant who had some eggs and dairy butter to go out.

We did not wait long before the branch train was in and in a short time the main line train came up and one train was on one side of the depot and the other on the other. After the freight was loaded on the platform the refrigerator cars on each train were pulled down opposite each other where the cars stood close to each other with doors opposite and a plank put from one car to the other for transferring from the branch car to that of the main line. But the sight was anything but pleasant. Butter tubs, boxes, kegs and baskets were piled up on end, sides and all shapes, while eggs were scattered in and out of cases and broken, having run all over the butter packages, and one basket of nice print butter was very badly demoralized, being scattered over the floor; in fact, several other packages were somewhat injured and taking it all in all the car was in very bad shape, so much so that I asked if the car had been in a wreck, but was informed by the conductor that the goods were piled up and had slipped down, to use his expression. My friend said that the car was in good shape that day compared to some days.

I remarked to the agent and conductor, "It is a good thing I am not a shipper on this road for I certainly would report such a way of handling things." The conductor replied in a sort of sneering way, "Who would you report to, and what the hell good would it do you?" I told him I would at once notify the agent that I should claim damages and at once report the facts to the division superintendent and if I did not get any satisfaction I would go to the general superintendent if I had to make a written complaint to the headquarters at Chicago.

If properly followed up you can bet that you will get satisfaction. I once called down the agent and a conductor in Kansas at a certain station for rolling my butter tubs on their side and kicking them along with their muddy feet and another time for loading hides in the refrigerator car with my butter. I started after them at the division superintendent at Fort Scott and he wrote me a very unsatisfactory letter; I then wrote to the Kansas City office, and was still not satisfied and they each went to the crew and tried to make me believe they were doing the best they could as the dairy product was simply handled to accommodate the shippers. Still I was not satisfied. I wrote to the general superintendent at Memphis, Tenn., and you bet I stirred up a hornet's nest at that office. He sent a letter to the traffic manager and the division superintendent and then to the agent and trainmen. I got wind of it being at the depot with the agent and in about four days I had my own letter with about six others requesting me to give full facts in regard to my butter and the dates if possible of the shipments and to get a witness if I could to what transpired between the agent, crew and myself. This I at once did and

had the drayman and several others sign my letter setting forth my grievances. In a very short time the agent had my other letter, in fact, the stack of letters was some twelve or fifteen now, and gave the agent and crew particular instructions to handle all dairy products with care and load in clean cars and free from all offensive odors. In a few days I got a fine letter and with it a circular letter of instructions to all agents and trainmen with explicit instructions about the care of dairy products. After that my goods were handled very nicely and the agent told me several times I had done just right, as he was fully convinced after studying over the matter. Now boys when you do not get your rights go after them and follow it up; you will get them in the end.—Josh Bunting in N. Y. Produce Review.

### Grand Traverse Potatoes Being Crowded Out of Market.

L. F. Perrett in Traverse City Record.

For the benefit of all Grand Traverse potato growers and local buyers of same, I wish to again call their attention to the importance of better grading of our potatoes if we wish to keep pace with other producing sections and hold our share of the trade. Having just returned from an extended trip of a month through the South and East, visiting the principal cities which have always been largely our markets, I find the trade everywhere have soured on our stock, principally on account of poor sorting, being loaded big and small, ill shaped, cut and scabby stuff all together, while from other sections stock was much better graded, so that the trade simply left ours alone even at a sacrifice of 5 cents per bushel.

The trade would say, "We are not hungry enough to eat Northern Michigan potatoes. We can get better stuff."

I found cars from Northern Michigan turned down in every market I visited, while potatoes coming from Greenville and Howard City, where good grading is being done, gave good satisfaction. The Greenville and Howard City potatoes, or those from other sections, did not cook better than ours, but on the contrary only a few cooking as good, but they were graded and more attractive than ours, and that is what the trade wants every year, hence the absolute necessity of proper care in growing and marketing our potatoes to keep pace with other progressive producing sections in markets where we come in competition with them.

We can not afford to be careless in selecting and grading our stock, either as growers or shippers, our interests being identical. Growers must select good seed and use their best efforts to grow good goods, and shippers must be more careful and ship only stock properly sorted. In short, we must keep all small, ill shaped, cut and scabby potatoes at home, if we wish to create a demand and get good prices for our potatoes. No other section is better adapted to grow good, merchantable potatoes, and the Grand Traverse region can successfully compete with them all, but we must keep abreast of the times and do our work right to accomplish this end.

### The Sicilian Almond Market.

The almond crop in Sicily for 1900 is estimated at about 25,000 bales, whereas in 1899 it was about 75,000 bales. At Bari the crop will be 15,000 bales, as against 100,000 during the preceding year. A large part of the almonds were hollow, so that about 10 per cent. will have to be deducted from the crop. Prices, therefore, continue high. The arrival in Europe of 500 bales from Morocco caused a temporary weakening, but the market rallied and there is no prospect of any appreciable reduction of prices.

### Where the Rock Was.

Judge—And you say he had murder in his eye?

Victim—No, sor, I think it wuz in his bond. That's where he hild the rock.

## ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

THE LEROUX CIDER & VINEGAR CO.,  
TOLEDO, OHIO.

## 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.

# BEANS === SEEDS POTATOES

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

PRINTING FOR PRODUCE DEALERS Tradesman Company  
Grand Rapids.



# The New York Market

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

New York, March 2.—Coffee is stronger. Whether there is good cause for the advance or not remains to be seen; but the fact remains that the tone of the market for some time past has been very firm. At the close Rio No. 7 is quotable at 7½@7¾c. Buyers do not seem to be at all eager to make purchases and simply let matters take their own course. Arrivals at primary points continue fairly large. The amount of Brazil coffee in store and afloat now aggregates 1,245,824 bags, against 1,354,847 bags at the same time last year. In mild coffees we have prices well sustained, but the actual volume of business is light and neither jobbers nor roasters seem to take much interest. This is true of both West and East India coffees.

The sugar market has been about as quiet as could be. There has been practically nothing doing in new business and very little under old contracts. Quotations are practically unchanged.

There is a fairly satisfactory volume of trade in tea and quotations are pretty well sustained. Sellers are not over anxious to dispose of their holdings, seeming to have a good deal of faith in the future. Those who are regarded as good authority think there will be "money in tea" before long.

Offerings of rice are rather light and the general market is fairly satisfactory. Orders are mostly from out of town dealers and in no case are large amounts taken, but the aggregate is quite as much as could be expected at this season.

Precious little is doing in spices and the outlook is for a quiet spring trade. There is no observable change in quotations and altogether the situation is summed up as unchanged.

The activity of the winter season in molasses is over and from now on very lively trade can hardly be looked for. Good to prime centrifugal, 17@26c. Syrups are quiet, but prices are well held. Good to prime, 19@22c.

Some heavy sales have been reported of Alaska salmon, but aside from this the canned goods market is very quiet indeed. Trading in futures is very light and, in fact, it may be said that nothing has been done. Tomatoes are especially quiet, with Maryland ranging at about 70c for standard 3s. Canned fruits are doing fairly well, but there is room for improvement, although it is doubtful if we see great activity. Reports from California indicate a bumper crop of everything.

Dried fruits show no change. Quotations are as previously noted and buyers are showing little interest in the situation.

Lemons are "more in evidence" and the market is more interesting in this article than almost anything else. Extra choice Sicily are worth \$3.50 for 360s. Oranges arrive as freely as they can be shipped, there being a great dearth of cars reported from California. Fancy navels, \$2@3.25; Jamaicas, \$3.50 @4 per bbl. Floridas, \$2.50@3.50 per box. Bananas are quiet and without change, being quotable at 90c@\$1.25 per bunch for firsts.

Best Western creamery is steady at 23½c; seconds to firsts, 20@23c; June make, 20c; Western imitation creamery, 14@15c up to 19c for very desirable goods; Western factory, 14@15c. The quality of butter coming to hand is averaging good and the market is in favorable condition for absorbing it. Choice rolls are worth about 15c.

There is a fairly satisfactory movement in cheese and the outlook is for well-sustained prices for some time to

come. Large size, State, full cream is worth 12½c.

Reports of ample supplies of eggs on the way hither have had the effect of weakening the market somewhat and best Western will not fetch over 17c, with 16c or even 15c more frequently the rate.

## Status of the Poultry Market in New York.

"I do not think there has been much done in frozen poultry for actual use," said a receiver. "The stock bought has been mainly for future needs, but choice fresh young turkeys are getting pretty scarce and I think the trade will have to turn to frozen very soon." Another receiver drew my attention to the sale of eleven carloads of frozen to a local poultry house, four cars of which were paid for and ordered here from the West—arriving last week—and the balance will likely be ordered here as wanted.

"Have you heard anything about the frozen showing up poor?" asked a receiver. I informed him that I had not, whereupon he told me that such was the case and said: "I sold a good sized lot of frozen the other day, including turkeys, broilers and roasters. The fellow paid us and we made returns for the stock. Now the dealer comes down and claims the stock was out of condition, about every third box opening up poorly, and insists on our making him an allowance. I don't know what we can do about it. I would like to help the buyer out, as I do not want to lose him, but do not see my way clear to do so. This is not the only stock which is poor, as I understand all of —'s stock is opening up poorly and showing effects of the warm weather last fall." I left him and hunted up the house which handled most of the poultry of the shipper with whose poultry this receiver had said he had poor luck. They informed me there was no truth in the statement as Mr. —'s poultry was fine. To further satisfy myself I spoke to a large retailer who had been handling this stock and he said it could not be better. Further enquiry among other holders of frozen poultry tended to show that the quality is very fine and fully equal to former seasons, so that it is probable this first fellow had no grounds for his claim that the stock of many packers was poor.

The Hebrew spring holidays will doubtless attract the usual increased supplies of live poultry, and as there are large quantities of poultry in the West, prices may not average as high as usual. Shippers should operate cautiously and keep paying prices in the country low enough to make a profit on their investment. A good house should be picked out to handle your poultry as this is one of the most important parts of the shipping business.

Hoehn & Meyer, the largest receivers of Long Island ducks, say that while the few ducks now arriving bring full prices, it would only take a comparatively small increase in the supply to break the market. "This is not likely to happen right away," said Mr. Hoehn. "Our shippers say that there will be no heavy shipments until about April 10, which is the time the season usually opens. The few ducks which have

been arriving are really late fall ducks."

There seem to have been more black bears received by the game dealers this winter than usual. One receiver who has had his store decorated with them most of the winter has received 82, weighing from 30 to 300 pounds each. The stock has come mostly from Chicago and has sold largely at 25c per pound.

"We have been up to our neck in rabbits," said a poultry receiver last week. I told him that almost everybody had them to burn, whereupon he said: "Well, we cleaned up most of our accumulations to-day, but we had to take a very low price. We sold several thousand pairs at 10c, and they were fine, too." When we consider that one house handles them in such quantities and everybody has more or less, it gives some idea of the enormous quantity on the market.—N. Y. Produce Review.

## Human Nature in Ellinwood.

From the Kansas City World.

Ellinwood is only human. A mad-dened bull chased through that town and the men fled to stairways for safety, leaving the women on the streets exposed to danger. The next day a jack rabbit loped over the same route and the male population turned out and chased it for four miles while the women fled for safety.

The dentist should be a howling success.

You ought to sell

# LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

# Buckwheat Flour

Made by

J. H. Prout & Co.,

Howard City, Mich.

Has that genuine old-fashioned taste and is  
ABSOLUTELY PURE  
Write them for prices.

# 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.

# 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.

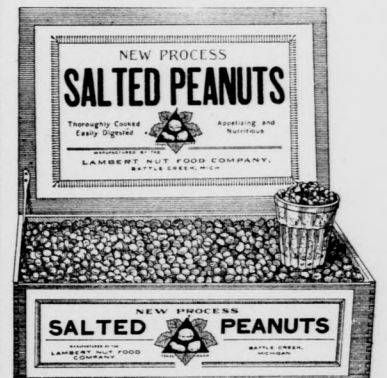
## Crushed Cereal Coffee Cake.

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.

# 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.

We can use your  
SMALL SHIP-  
MENTS as well  
as the larger ones.

# L. O. SNEDECOR

# Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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



## Clerks' Corner.

One's Own Scales Should Give No Ground for Grievance.

Written for the Tradesman.

Ridgeway was a little village about five miles from Springborough and, to the surprise and delight of the proprietor and the clerk of the latter village "emporium," one of the natives of Ridgeway came to Springborough to trade. Old Man Means and clerk Carl saw them drive up and both wondered what was the matter. Country people, as a general thing, do not care to inconvenience themselves for trifles and the coming of Dick Johnston to Springborough to trade, on the bare face of it, meant a good deal.

"Well, I'll be everlastingly kicked," exclaimed the youthful and impulsive Carl, "if—"

"No, without the if," broke in the Old Man; "and I'll see that the job is a good one. We don't want to know anything about it. For good and sufficient reasons, as Johnston looks at it, he has made up his mind to come over here to do his trading. We want to treat him the best we know how. Give him the benefit of the odd cent; spray into the scales an extra sprinkling of sugar; if you get into the coffee a grain or two overweight let it go, and if you do any measuring with the yardstick you'd better not stretch the goods to make them go as far as they can. I guess you'd better forget all I said to you the other day about remnants and things. This is one of those cases that circumstances alter and if we make the most of this one and turn a chance customer into a permanent one so much the better. My! but ain't the girl a peach! Ought to be a dress pattern in her hands when she goes home—Mr. Johnston, how do you do? Good morning, Mrs. Johnston—Miss Johnston. Springborough doesn't have the pleasure of seeing you any too often. Take these seats by the fire. A five mile drive in the face of the wind at this time of year makes one chilly, if he does ride after the fastest nag in the country. How's Ridgeway?"

"Fair t' middlin', I guess," was the answer as a much used and long unwashed faded silk handkerchief removed an icy pendant from Mr. Johnston's nose. "Ridgeway ain't any place for sick folks. Measles and such like can't git a foothold in Ridgeway, but we do break out every once in a while with the toughest cases of underweight and short measure you ever heard of. Nobody seems to know where it comes from. Nobody's been exposed and yit every once in a while there'll be the dumbdest case right there in the store that ye ever went anywhere."

"Now, father!" interrupted Mrs. Johnston, with reproof and caution in her voice, "you said you wouldn't. Mr. Means, Luella saw a dress that Mary Sumner bought here about a month ago and the girls have taken a notion to have gowns alike. Do you s'pose you've got enough left for a dress? It's a dark maroon. I guess we've got thawed out enough to tell wool from calico. We c'n move our chairs right over by the counter, can't we?"

"That's what I'm here for, Mrs. Johnston," said Carl, taking the chairs as he spoke. "There you are. Now I've an idea that these are the goods you were taking about, and there's something like a half a yard—just half a yard—over. We'll make believe it's

just a pattern. Isn't this what you had in mind?"

The sample she had brought confirmed the fact and while Carl was showing linings and the et cetera a dress pattern calls for he began to talk of some new goods lately arrived. "No harm to look at 'em, you know. There! See what a graceful fall to those soft goods; and for just that quiet shade of brown there isn't anything like it in the county. Harmonizes well with your hat, Mrs. Johnston; doesn't it, Miss Johnston?"

While the dry goods counter was thus pleasantly and profitably looked after, for it may as well be stated here as anywhere that the goods with "the quiet shade of brown" went home in company with the dark maroon, the Old Man and the veritable old man were having a visit part of the time at the grocery counter and then, after the storekeeper saw that their talk was distracting Mrs. Johnston's attention from the purchase of dress patterns, they went into the back store.

"Blind to his own interest. Of course he is. A man can't cut off his own nose without disfiguring himself and he don't seem to know that a thing like that has got to bring up ag'inst sompthin'. Now just for the fun of the thing you weigh them nails on your scales. I'll bet they're a couple of ounces short. How much is it? Two ounces? That's what I said t' my wife. 'If them nails,' says I, 'ain't two ounces short, I'll eat 'em.' How'd I ketch 'im? That's easy. The fun was in gittin' even with 'im. 'Long 'bout Christmas time I bargained with him for my turkeys for cash. I weighed 'em with my steelyards and then misplaced m' steelyards and goes down to store innercent's a lamb and says I 'Getchell, I shall hev to use your scales this time. I've mislaid mine,' says I, and with that I walks over and puts the poultry on the very scales he weighs with when he sells. 'No man ought to complain,' says I jokin' like 'at being weighed on his own scales.' Ye ought to 've heard 'em all laugh when I said that, for they knew what I was up to. He tried to stop me once or twice by telling me to take the turkeys into the back store and weigh 'em on the big scales and so do it quicker; but I told him I had all the time there was, and wa'n't in no hurry anyway. Well, the upshot of it all was that he bought turkeys fur once in his life by the same weight he sold 'em at.

"About the time I got on to the weight racket m' wife begun to complain about his skimp measurin'. She measured after him and, sure enough, he'd pieced out each yard with that first thumb j'int o' his'n. He cheated her out of nigh onto half a yard, b' gosh! 'Say nuthin' 'bout it, mother,' says I, 'we'll git even with him yit.' A while after that she finished weavin' some rag carpet for Mrs. Getchell and when she got it done I took it over to the store with her. I goes in with it on my shoulder, throws the roll down on the counter and picks up the short yardstick and says I, 'A man can't find any fault with being measured by his own yardstick.' You ought to have seen him color up. I thought he was going to bluster at fust, but he didn't, and he didn't measure over again. So he paid mother full measure, if he never does again; and I guess, by the way that young clerk is managing things out there, that she's swapped her carpet money for a new gown. Beats all how women like to buy things, don't it? Well, after we got home I says to my wife, says I,

'Now that's the last of Getchell. He's cheated me all he's ever going to in weight and yardsticks and he's seen the last cent he's ever going to get out of me. I'm going to do my tradin' to Springborough; and here I be. Now, Means, I ain't hoggish, and I ain't farmin' on 't for the sake of finding out how much backache I can get out of hoein', but I do want my dues and if I can't get 'em in Ridgeway I'm going to try Springborough. I wants what's rightfully mine, and I don't want any more, and if I can git it here, well and good, and if I can't, well and good. Now, if you'll put up what I've got here on this list, I guess the women folks 'll be skinned of what little money they had. Can't git 'em away until they be, anyhow, and it might's well be here as in Ridgeway, and a dumber sight weller!'

So, with his story told and his grievances thoroughly aired, the thrifty old farmer that was known for his sterling honesty the county over repaired to the front store, in time to hear Mrs. Johnston say, "Well, Luella, we may as well be getting our purchases together. I haven't money enough to buy a stick of candy, if I wanted one, and so that part's taken care of. Come, father, we're ready and waiting and might as well take advantage of what little sun there is."

A little later they were on their way to Ridgeway, with every assurance that they would come again.

"What was it?" asked Carl. "I heard the old chap chinning away like a coffee mill."

"The same old yarn, with local coloring, with the same result. That fool of a Getchell is trying to cheat his way into prosperity and, as old Willetts

says, 'has got his dinner trod on.' Let's see—how was it Johnston put it? I thought I'd remember it and say it just as he did. Oh, pshaw! Well, anyway, the idea was that no man should complain of being weighed on his own scales or of being measured by his own yardstick. The old fellow had a quaint way of putting it, but the idea is worth remembering. Funny how these old fellows boil down their English when they get in earnest—I noticed you did your part."

"You bet. They both took a dress pattern. The girl—say, you were right about the peach business. She asked me to come over to Ridgeway to supper sometime, and I'm going. Well, she got a lot of things, and there wasn't a fool article among 'em. Why can't all girls be as sensible as that one?"

Old Man Means may have heard, but he didn't heed. He went squinting towards the desk and all Carl heard was "weighed on his own scales and measured by his own yardstick. I don't believe Carl is the only one that had better remember that."

Richard Malcolm Strong.

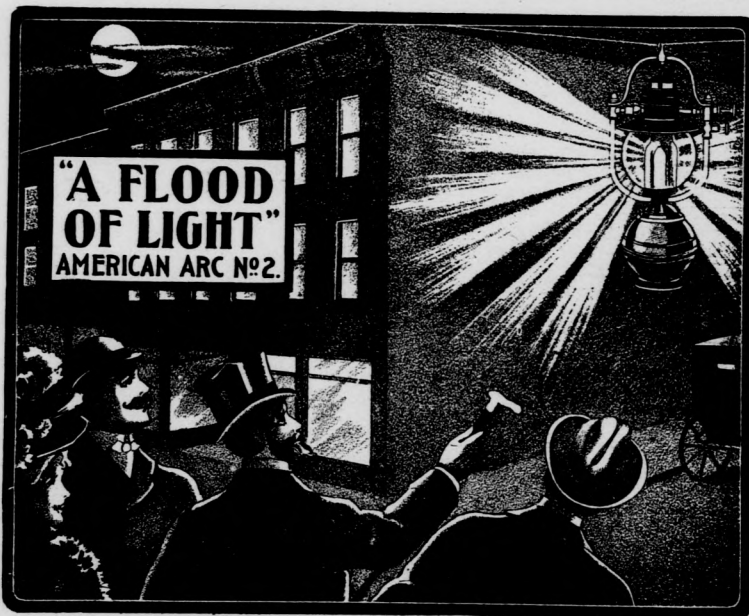
### Numbering Thread.

When 840 yards of thread weigh 7,000 grains, a pound, the thread manufacturer marks it No. 1. If 1,680 yards weigh a pound it is marked No. 2. For No. 50 thread it would take 50 multiplied by 489 to weigh a pound. There are 2,000 kinds of thread, and each kind goes through hundreds of different processes before it is ready for use.

If a woman catches cold wearing a thin dress at a reception, her husband escapes public censure, but if she catches it hanging out clothes, all but his dearest friends stop speaking to him.

## 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.



# Commercial Travelers

**Michigan Knights of the Grip**  
President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

**Michigan Commercial Travelers' Association**  
President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. Baker.

**Michigan Commercial Travelers' Mutual Accident Association**  
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

## Quarterly Meeting of the Board of Directors.

Jackson, March 5—At the regular meeting of the Board of Directors of the Michigan Knights of the Grip, held at Detroit March 2, all the members of the Board were present except Director Koster.

The Secretary reported the addition of forty-six new members and three deaths—F. S. Benedict, of Cleveland; E. C. Stone, of Detroit and E. H. Chase, of Toledo. The receipts since the last Board meeting have been as follows:

General fund.....\$172.00  
Death fund.....144.00  
Deposit fund.....93.00

During this time, remittances have been made to Treasurer Schram, as follows:

General fund.....\$260.93  
Death fund.....167.79  
Deposit fund.....93.00  
Tennant fund.....32.24

The report of the Treasurer tallied with that of the Secretary and both were approved by the Finance Committee.

A communication was received from E. P. Waldron, chairman of the Railroad Committee. This communication was published in the Tradesman of Feb. 27.

John A. Weston moved that the Board of Directors heartily approve of the able work done by Mr. Waldron, and that the Board extend their heartfelt thanks to Mr. Waldron, which was adopted.

The following resolution, offered by Mr. Howarn, was adopted:

Whereas—We have been informed by our worthy Chairman of the Railroad Committee, Bro. E. P. Waldron, of the efforts of Senator High, of Ovid, in pushing forward a bill in the Legislature looking for the relief of travelers in making more direct connections at junction points; therefore

Resolved—That this Board most heartily endorse the efforts of Senator High to overcome the obnoxious rule of some roads in pulling out their trains at junction points in many instances when another train is in sight.

Charles Smith, of Saginaw, preferred charges against D. Le Buffe, livery and stage man at Harrisville and West Harrisville, for exorbitant charges, having held him up for \$5.50 for driving forty-two miles. This resolution was referred to the Bus and Baggage Committee, with the request that they thoroughly investigate it.

The busman at Pinconning was also reported for over charging. Referred to the same committee.

The following death claims were approved: F. S. Benedict, Cleveland, Ohio; Edwin C. Stone, Detroit; Edward H. Chase, Toledo.

An order was directed to be drawn upon the Treasurer in favor of the Secretary for \$50 for stamps.

The following bills were allowed:  
Hunt Printing Co., printing.....\$66.20  
Tradesman Company, certificates 7.75  
David Forbes, grip tags.....45.00  
A. W. Stitt, express and supplies, 1.80  
A. W. Stitt, salary.....50.20  
O. C. Gould, salary.....2.50  
Geo. F. Owen, attending Board meeting.....8.62  
J. A. Weston, attending Board meeting.....5.52  
Geo. H. Randall, attending Board meeting.....7.26

C. W. Hurd, attending Board meeting.....4.95  
C. H. Smith, attending Board meeting.....6.38  
A. W. Stitt, attending Board meeting.....5.04

On motion of Mr. Smith, a vote of thanks was tendered the proprietors of the Griswold House for the courtesies shown the Board of Directors during their stay in Detroit.

On motion of Mr. Smith, a vote of thanks was tendered Messrs. Schram and Howarn for their very hospitable entertainment during our stay in the city.

On motion of Mr. Charles W. Hurd, it was decided to hold the regular June Board meeting in Flint.

The meeting then adjourned.  
A. W. Stitt, Sec'y.

## Gripsack Brigade.

When Grand Rapids Council No. 131, U. C. T., was organized on Oct. 13, 1898, there were thirteen members; on March 3, 1900, the number had increased to fifty-three, and on March 4, of this year, the membership amounted to 107—a very remarkable growth.

Dowagiac Republican: Frank C. Collins, late traveling salesman for the McSherry Manufacturing Co., of Mansfield, Ohio, manufacturer of grain drills, has accepted a similar position with the Bickford & Huffman Co., of Macedon, N. Y., manufacturer of grain drills. He will have the State of Michigan.

H. A. Boesger & Co., cigar manufacturers at 6 and 8 Franklin street, and the Standard Cigar Co., 282 and 284 St. Clair street, Cleveland, Ohio, have consolidated and will occupy the Standard building. They have retained Aaron B. Gates, of Detroit, as advertiser for their Night Hawk cigars in the interest of Phelps, Brace & Co.

Hudson Gazette: Charles A. Steger sold the Palace meat market last week to his brothers, George and Adam, and has accepted a position as traveling salesman with Armour & Co., of Chicago. Mr. Steger's route will be from Sturgis to Monroe on the Lake Shore road and it gives him one day each week to spend with his Hudson friends.

Commissioner Donald, of the Central Passenger Association, is of the opinion that an appeal will be taken to a higher court from the decision of the Indiana court that the mileage books of the Association must be honored on trains without exchanging mileage for a traveling coupon at a ticket office. If this judicial ruling is sustained, Mr. Donald says that the sale of the books might as well be discontinued.

Colon Express: The representatives of the Lamb Knit Goods Co. are about all located in their respective territories. O. M. Clement is in Wisconsin, A. N. Lampman left for Northern Michigan, H. R. Hulbert is in Southern Michigan this week, and E. T. Parker, of Chicago, has accepted the New England States, instead of Mrs. Belle Pulver, who canvassed that territory last year. Mrs. Pulver will not travel for this company this year.

F. E. Bushman, manager of the cigar department of Phelps, Brace & Co., was at Flint, Durand and Owosso last week to show his men the "secrets of the order." He was so tall and his men so short that they could not keep pace with him or keep in sight—even with steam or electric car. On their return they found him in his office, covered with letters, orders and unfinished business and time only to say, "Boys, that's the way to do it." All were agreed, but none were tall enough. A. S. Davis, the "Old Reliable," took second money in the race with his manager.

## Thirteen Additions to the Ranks of the U. C. T.

Grand Rapids, March 5—One of the largest and most enthusiastic meetings ever held by Grand Rapids Council No. 131 occurred Saturday evening, March 2, at their hall at the corner of Lyon and Campau streets, the occasion being the annual election and installation of officers. A very unique and original announcement was sent out some time ago by Secretary L. F. Baker, setting forth in a very forcible manner "what would happen" to each and every member who failed with his presence at this particular meeting, and that there would be fun galore. Thirteen "hobos from the jungles," seeking for "the bright and sunny pathway leading to the inner realm of the U. C. T., were initiated, as follows:

Wm. E. Van Ness (Cooper, Wells & Co.), Franklin Pierce (Standard Oil Co.), Henry Raymond (V. C. Milling Co.), L. D. Mosher (Voigt Milling Co.), L. C. Stevenson (Wm. R. Warner & Co.), W. H. Canfield (Strong, Lee & Co.), Henry J. Heystek (Heystek & Canfield Co.), Wm. H. Brown (Fletcher Hardware Co.), Alfred D. Otis, Jr., (Cappon & Bertsch Leather Co.), D. M. Bodwell (Putnam Candy Co.), Norman C. Lyon (A. E. Brooks & Co.), A. J. Launier (G. R. Bicycle Grip Co.), John C. Ballard (Herold-Bertsch Shoe Co.).

At the regular time for the opening of the meeting, Senior Counselor John G. Kolb assumed his official capacity as presiding officer for the last time of his official year, realizing that, when he would pass the gavel on to the hands of the newly-elected Senior Counselor, he could look back over the past year's work with a great deal of gratification, for when he took the chair as presiding officer in March, 1900, No. 131 had a membership of 53, while at the close of the present meeting there was in good standing a membership of 107. Hurrah, brothers of the U. C. T. in Michigan! How is that for an increase—pretty nearly a Dutchman's 1 per cent. And, think of it!—thirteen good and true—all going over the mountains at the same time and under the guidance of the same good and worthy brother—Conductor W. S. Burns—who did himself proud, at least every member of the Council was proud of his work, and well they might be, too, as some very important business was transacted.

Page F. H. Spurrier was not able to attend to his official duties and the Senior Counselor appointed Past Counselor John D. Martin as acting Page for the evening. Before retiring from the chair, it was the pleasant duty of Senior Counselor John G. Kolb to present to C. P. Reynolds a U. C. T. charm for bringing in the largest number of members during the year. Charles is a hustler and when he begins to talk all about United Commercial Travelers to those who are not within the fold, they immediately get folded in. Let others do as good work as Charles is doing and before many moons Grand Rapids will have the largest council in Michigan.

The officers elected for the ensuing year are as follows:

Senior Counselor—W. R. Compton.  
Junior Counselor—W. S. Burns.  
Past Counselor—John G. Kolb.  
Secretary-Treasurer—L. F. Baker.  
Conductor—W. B. Holden.  
Page—F. H. Simmons.  
Sentinel—A. T. Driggs.  
Executive Committee—Clarence U. Clark and Chas. P. Reynolds.

Past Counselor J. C. Emery, under a dispensation from Grand Counselor W. J. Moon, acted as installing officer and that it was "well done" goes without saying. The new officers were all in their respective places. Senior Counselor W. R. Compton declared Grand Rapids Council No. 131 duly closed and all repaired to the dining room, where the table was spread for the "stag banquet," which occurs but once a year. At the head of the table was seated Toastmaster Harry C. Wagner, while at his right and left were seated the newly-elected officers, each in turn being introduced by toastmaster Wagner. Talk about natural orators! It was gen-

erally conceded that Brothers Burns and Baker both have a brilliant future, if only opportunity presents itself. After all had partaken freely of all the good things passed to them by the very efficient waiters—and, by the way, they were not girl waiters—Past Counselor John G. Kolb, in behalf of the Council, presented to Sentinel A. T. Driggs a U. C. T. charm as a token of appreciation of his faithful services and many things he is always guilty of doing for the good of the Council. He cautioned him, however, not to give the charm away and that he positively could not give it back to the Council. As Brother Kolb resumed his seat, he was again taken in hand by the toastmaster, who in as neat and pretty a speech as ever emanated from his vocabulary—unless it might be when extolling the many bright things "our baby at home" does—presented to our worthy Past Counselor a beautiful silver loving cup as a token of friendship and esteem from his many friends in Grand Rapids Council No. 131. As his hands reached out to receive the tribute and his eyes rested on its beauty for a moment, words for a reply failed him and there seemed to leap into existence a spring of water that was seeking for an outlet not more than a thousand miles away; but never mind, Brother John, everyone present knew it was appreciated. Just at this happy ending of one of the most pleasant evenings ever spent by the Council, there was an alarm sounded at the door and the word was passed in that Geo. C. Newell and Miss Fisher would entertain with music on violin and piano, at the conclusion of which everybody "joined in" and sang Auld Lang Syne, and then, with three rousing cheers for Professor Newell and their chorus(?) and a tiger for Miss Fisher, all departed for their homes, more firmly convinced than ever that not to be a member of the United Commercial Travelers, and especially of Grand Rapids Council No. 131, is to miss much. Ja Dee.

## No Longer Captains—Breveted Colonels.

Grand Rapids, March 6—In behalf of the members of the Michigan Knights of the Grip, I wish to extend my most sincere thanks to the members of Post F, of Saginaw, for the very efficient work done in securing new members for our association. Since our Board meeting, Jan. 19, they have secured nearly or quite sixty new names. To the Captains of the two teams—Chas. H. Smith and O. C. Gould—I wish to personally express my thanks, and shall to-day brevet them Colonels for their valiant work. Let the good work go on!

Now, let Detroit, Grand Rapids and Jackson try this new feature. It's a winner! Geo. F. Owen, President.

In the United States there is no social or political aristocracy, or class superiority. There should be none in the military and naval service. Some of the greatest field marshals and some of the most eminent and successful naval warriors never graduated in military technics, or naval theoretics; but they knew war; they knew how to beat enemies and to gain victories, and how to do honor to their country, whether in war or peace.

Probably a woman could never tell whether she dresses most to tickle the men or to make the other women mad.

**Patterson Home Sanitarium**

## Morphine & Liquor Habits

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



## Drugs--Chemicals

### Michigan State Board of Pharmacy

L. E. 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.

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. SKELEY, Detroit.  
Treasurer—W. K. SCHMIDT, Grand Rapids.

### How to Cure a Cold.

Conditions that predispose to the contraction of colds are abnormalities or diseases of the nose and throat. These generally require the attention of a physician, in order to effect a cure. Sometimes when the patient suffers from "catarrh," the systematic use of an antiseptic and cleansing spray will greatly modify the condition and prevent its being "lighted up" into an acute cold at the first exposure. It is an excellent plan to use such a spray at the beginning of every attack, as it aids materially in the abortive treatment. An old prescription but a valuable one is Dobell's solution. It should be applied to the nose with an atomizer.

How shall we cure a cold, when contracted? This is not always easy, but if vigorous treatment is commenced before the cold is thoroughly established, it may usually be checked at its very beginning. Remembering that chilling the skin sends an oversupply of blood to the sensitive mucous membranes, our first effort should be to relieve this congestion by making work for the blood elsewhere. We therefore stimulate the excretions by suitable remedies. Laxatives should be given if there is the slightest constipation. Castor oil is suitable for children, and a bottle of the effervescent solution of the citrate of magnesia, taken in one or two doses, acts nicely in adults.

To produce free perspiration the patient should be given a hot foot-bath and well dosed with hot lemonade or ginger tea. He should then be put into a warm bed and well covered with woolen blankets.

If the patient is a child the chest should be thoroughly rubbed with hot camphorated oil and enclosed in a warm woolen jacket or covered with layers of heated flannel. Adults require something more stimulating, as

Oil of turpentine, 1 ounce.  
Camphorated oil, 2 ounces.

A big mustard draft or a linseed meal poultice applied to the chest is still more effective.

These measures often suffice, but are made more certain in their results by suitable internal remedies. In children who are feverish and restless a simple fever mixture is best:

Tincture of aconite, 2 drops.  
Citrate of potash, 1 drachm.  
Sweet spirit of niter, 2 drachms.  
Syrup of ipecac, 1½ drachms.  
Syrup of orange, to make 2 ounces.  
Mix. Give one teaspoonful every hour for four doses to child two years old, then every two hours for several doses or until better. Children of other ages in the same proportion.

Remember that this preparation contains aconite, which is a poison, and should be used with caution and only in the doses prescribed.

To "break up a cold" in an adult, quinine and Dovers' powder are prob-

ably the most popular remedies. Either of these may be used in connection with the preliminary measures already described in a single five-grain dose at bedtime. They may often be combined with profit, as in the following:

Extract of belladonna, ½ grain.  
Powdered camphor, 1 grain.  
Sulphate of quinine, 1 grain.  
Dover's powder, 2 grains.

A capsule containing the above should be taken every three hours.

When a cold is already established we depend for relief from the symptoms, of which the cough is the most troublesome, upon expectorant mixtures. For general use we know of nothing more satisfactory than white pine expectorant (syrup of white pine compound, N. F.). It is pleasant to take, effective, and may be used by adults or children, although for the latter it should be made without morphine. The dose for an adult is a teaspoonful every two or three hours. If there is considerable secretion which is raised with difficulty, the addition to it of a little chloride of ammonium increases its efficiency. It may be given as follows:

Ammonium chloride, 1 drachm.  
Syrup ipecac, 1 ounce.  
White pine expectorant, to make 4 ounces.

Dose: One teaspoonful for an adult every two or three hours.

Children may take this in doses suited to their age, omitting the morphine for infants and young children.

### Shorter Hours and Sunday Closing.

As business men, why should we keep our stores open from 7 a. m. until 12 p. m.? Does the public demand it? Certainly not, but on the other hand we are looked upon as slaves to our business. I believe if every druggist would express an honest opinion he would say, reduce the hours from 7 a. m. to 10 p. m. in summer and from 7 a. m. to 9 p. m. in winter. Now, if we can not do business enough in fifteen hours per day, we ought to be willing to retire. That is seven hours more than ordinary laborers and four hours more than any other business, except a few cigar stores and peanut stands.

Now I ask in all seriousness, is it not time that we take this matter up, and discuss it from a practical standpoint? I know what some of you will say; it is not possible to do it, as people will want to get in and have their prescriptions filled after nine o'clock. The department stores do not have to keep their places of business open. They all fill prescriptions, yet I have it from good authority, and from a man who used to be in my employ, that in the department of which he has charge they put up from thirty-five to forty prescriptions per day, and yet they open their stores at 8 a. m. and close them at 6 p. m., and the public are satisfied, and the clerks who work for them are satisfied. We work seven hours per day longer and have practically nothing to show for it except weariness.

For more than five years the firm I represent has kept an account of all money taken from 9 p. m. to 12 p. m. You would be astonished if I told you the amount. Not enough to pay for keeping open, and we consider that our location is as good as any in the city.

I consider the time spent in the store from 9 to 12 p. m. as unnecessary, unprofitable, and unhealthy. We have only one life to live, and a short one at that, although some druggists do not ever expect to die. I believe some of them expect to keep open always. When I look over our own city, I see the changes that

have taken place among the druggists during the past fifteen years; the old ones have either died or gone out of business. Some of those who are left are weary and worn, and have almost forgotten that they are on the earth for anything except to keep open evenings.

I am thoroughly convinced that the closing of our stores at 10 p. m. in summer and 9 p. m. in winter would be money in our pockets at the end of the year. We would save on light and heat and get along with less help. Those who would be employed would be in better shape to serve the public next day; more would be accomplished by each one who was employed. The employer can not always be in the store, and no one can run your business as you would yourself. You do not know what transpires in your absence evenings; you may think everything is all right, but it is sometimes far from it, and by being open you are the loser. The public will respect you more, while now you are looked upon as a slave.

Now in regard to Sunday closing, I would strongly recommend that all drug stores open on Sunday from 12 noon to 1.30 p. m., and from 6 p. m. to 7 p. m. For that matter there is absolutely no need of keeping open on Sunday, as very little medicine is sold on that day. If the law was enforced, compelling druggists to sell only drugs and prescriptions, you would see how quickly every one would be anxious to close. As it is, we are open, and we will sell what is called for, except those articles which in our judgment it is better to refuse. That has been my experience for more than twenty-three years.

Stewart Gamble.

### To Destroy the Odor of Kerosene.

There is no simple method of destroying the objectionable odor of kerosene. The smell may be covered by the addition of 1 per cent. of amylacetate, or disguised by the addition of a small percentage of oil of cassia. The last named oil is used in the preparation of a kerosene compound which is widely advertised as a mosquito exterminator. But the mere addition of an odorous substance is never satisfactory. The best method is to attack the smell in a chemical way. The following treatment has been recommended as providing a means of rendering the oil both colorless and odorless: To a mixture of one-fourth liter of sulphuric acid and one and three-fourths liters of water is added, after cooling, thirty grammes of potassium permanganate, followed by mixing with four and five-tenths liters of kerosene, the whole to stand for twenty-four hours with occasional shaking. After this period the kerosene is drawn off and agitated for several hours with a solution of seven and five-tenths grammes of potassium permanganate and fifteen grammes of sodium carbonate in one litre of water. The mixture is then allowed to stand for some time, when the kerosene is drawn off in an odorless and colorless condition.

### Selling Stationery.

An ingenious way of advertising stationery and wall paper, said S. R. Crabtree before the Maine Pharmaceutical Association, is to make up a quantity of envelopes from wall paper and have a neat, catchy advertisement printed on wall paper or some special brand of stationery you wish to call attention to, and mail to your customers. A mailed circular will receive careful attention where an "under-the-door" variety is never noticed.

### The Drug Market.

Opium—Is quiet and easier. It is stated that the weather is more favorable to the growing crop, and on that account still lower prices are looked for.

Morphine—Is unchanged.

Quinine—Foreigns brand and New York have been advanced to an equality with P. & W. On account of higher prices for bark at the last sale, the London market is higher than ours. Another advance is probable.

Citric Acid—The advance looked for for some time took place on Friday last, 2c per pound, with an upward tendency. This affects all citrates.

Cocoa Butter—Is easy at unchanged prices. New style of packing in fingers, which is more convenient for the retailer, is in good demand.

Ichthyol—Has declined \$1.75 per pound.

Menthol—On account of light demand and receipt of small stocks from the primary markets is easier for the moment, but higher prices are looked for as stocks are very small.

Cyanide Potash—Manufacturers have further reduced their price. The market is easy.

Balsam Copaiba—Is scarce and very firm.

Essential Oils—Cassia and anise are firm and tending higher. Lemon and orange have advanced 5c per pound on account of higher prices in primary markets. Clove is very firm. Present price is said to be below cost of manufacture. As cloves have advanced, the oil will no doubt follow.

Buchu Leaves—Have again advanced on account of higher prices obtained at the last London auction. The supply is small, and still higher prices will rule for prime green.

Ipecac Root—Has again advanced owing to higher prices abroad.

### Jelly of White Violets.

Glycerin 16 ozs.  
Tragacanth, powd. (or q. s. to thicken), 4 drs.  
Extract cassie, 4 drs.  
Borax, powdered, 4 drs.  
Florentine orris root, powd., 1 oz.  
Extract jasmine, 1 dr.  
Mix the extracts with the powdered orris root; dissolve the borax in the glycerin and mix with the tragacanth, adding the extracts and orris root with thorough trituration. Put in collapsible tubes or wide mouth vials. This has been recommended as an especially serviceable preparation for healing roughened surfaces from sunburn or other causes, wind, exposure to reflected light, etc.

### Eau De Quinine.

Brandy 2,000 parts.  
Cologne, Alcohol, (95 per cent.) of each, 250 parts.  
Tincture soap, 100 parts.  
Tincture cinchona, 50 parts.  
Balsam peru, 20 parts.  
Oil bergamot, 10 parts.  
Oil sweet orange, 10 parts.  
Oil geranium, 3 parts.  
Tincture cantharides, 25 parts.  
Tincture cochineal, q. s.

## FISHING TACKLE

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

FRED BRUNDAGE, MUSKEGON, MICH.  
Wholesale Drugs and Stationery

## Special Sized Window Shades

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

Heystek & Canfield Co., Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Citric Acid, Buchu Leaves, Ipecac Root, Quinine.  
Declined—Opium.

<b>Acidum</b>		<b>Conium Mac.</b>	50¢ 60	<b>Sellae Co.</b>	50	<b>Selditz Mixture</b>	20¢ 22	<b>Linseed, pure raw</b>	68	71
Aceticum	6¢ 5	Copaiba	1 15¢ 1 25	Tolutan	50	Sinapis	18	Linseed, boiled	69	72
Benzolene, German	70¢ 75	Cubebae	1 20¢ 1 25	Prunus virg.	50	Sinapis, opt.	30	Neatsfoot, winter str	54	60
Boracic	30¢ 42	Exechthitos	1 00¢ 1 10			Snuff, Maccaboy, De	41	Spirits Turpentine	46	25
Carbolicum	30¢ 42	Erigeron	1 10¢ 1 20	<b>Tinctures</b>		Voes	41			
Citricum	48¢ 50	Gaultheria	1 55¢ 1 70	Aconitum Napellis R	60	Snuff, Scotch, De Vo's	41	<b>Paints</b>	BBL.	LB.
Hydrochlor.	3¢ 5	Geranium, ounce	75¢ 1 00	Aconitum Napellis F	50	Soda, Boras, po.	9¢ 11	Red Venetian	1 1/2	2 1/2
Nitrosum	8¢ 10	Gossypium, Sem. gal.	50¢ 60	Aloes	60	Soda et Potass Tart.	23¢ 25	Ochre, yellow Mars.	1 1/2	2 1/2
Oxalicum	12¢ 14	Hedoma	1 40¢ 1 50	Aloes and Myrrh	60	Soda, Carb.	1 1/2	Ochre, yellow Ber.	1 1/2	2 1/2
Salicylicum	50¢ 55	Juniper	1 50¢ 2 00	Arnica	50	Soda, Bi-Carb.	3¢ 5	Putty, commercial	2 1/2	2 1/2
Sulphuricum	13¢ 15	Lavandula	1 50¢ 1 60	Assafetida	50	Soda, Ash	3 1/2	Putty, strictly pure	2 1/2	2 1/2
Tannicum	1 10¢ 1 20	Limonis	1 50¢ 1 60	Atrope Belladonna	50	Sulphur	2	Vermilion, Prime		
Tartaricum	38¢ 40	Mentha Piper.	1 40¢ 2 00	Aurant Cortex	50	Sulphur, Subl.	2 1/2	American	13¢	15
		Mentha Verid.	1 50¢ 1 60	Benzoin	50	Sulphur, Roll	2 1/2	Vermilion, English	70¢	75
<b>Ammonia</b>		Morruha, gal.	1 10¢ 1 20	Benzoin Co.	50	Sulphur, Sph.	2 1/2	Green, Paris	14¢	18
Aqua, 16 deg.	4¢ 6	Myrcia	4 00¢ 4 50	Barosma	50	Tamarinds	8¢ 10	Green, Peninsular	13¢	16
Aqua, 20 deg.	6¢ 8	Olive	75¢ 3 00	Cardarides	75	Whiting, gilders	6 1/2	Lead, red	6 1/2	6 1/2
Carbonas	13¢ 15	Pisic Liquida	10¢ 12	Cardamon	75	Whiting, white Span	6 1/2	Lead, white	6 1/2	6 1/2
Chloridum	12¢ 14	Pisic Liquida, gal.	35¢ 35	Cardamon Co.	75	Whiting, white Amer.	6 1/2	Whiting, Paris, Eng.	1 1/2	1 25
		Ricina	1 00¢ 1 08	Castor	1 00	Whiting, white Amer.	1 1/2	Universal Prepared	1 10¢	1 20
<b>Aniline</b>		Rosmarini	1 00¢ 1 00	Catechu	50					
Black	2 00¢ 2 25	Rosa, ounce	6 00¢ 6 50	Cinchona	50	<b>Oils</b>				
Brown	80¢ 1 00	Succini	40¢ 45	Cinchona Co.	50	Whale, winter	70	No. 1 Turp. Coach	1 10¢	1 20
Red	45¢ 50	Sabina	90¢ 1 00	Columba	50	Lard, extra	60	Extra Turp.	1 60¢	1 70
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Columba	50	Lard, No. 1	45	Coach Body	2 75¢	3 00
		Sassafras	48¢ 53	Cuba	50			No. 1 Turp. Furn.	1 00¢	1 10
<b>Baccae</b>		Sinapis, ess., ounce	65¢ 65	Cuba	50			Extra Turk Damar.	1 55¢	1 65
Cubebae, po. 25	22¢ 24	Tigli	1 50¢ 1 60	Digitalis	50			Jap. Dryer, No. 1 Turp	70¢	75
Juniperus	6¢ 8	Thyme	40¢ 50	Ergot	50					
Xanthoxylum	1 25¢ 1 30	Thyme, opt.	40¢ 50	Ferri Chloridum	35					
		Theobromas	15¢ 20	Gentian Co.	50					
<b>Balsamum</b>				Gentian Co.	50					
Copaiba	55¢ 60	<b>Potassium</b>		Gulaca	50					
Peru	2 1 85	Bi-Carb.	15¢ 18	Gulaca ammon	50					
Terabin, Canada	55¢ 60	Bichromate	13¢ 15	Hyoscyamus	50					
Tolutan	45¢ 50	Bromide	52¢ 57	Iodine	50					
		Carb.	12¢ 15	Iodine, colorless	75					
<b>Cortex</b>		Chlorate, po. 17¢ 19	16¢ 18	Kino	50					
Abies, Canadian	18	Cyanide	34¢ 38	Lobelia	50					
Cassia	12	Iodide	2 60¢ 2 65	Myrrh	50					
Cinchona Flava	18	Potassa, Bitart, pure	28¢ 30	Nux Vomica	50					
Euonymus atropurp.	30	Potassa, Bitart, com.	15¢ 15	Opil.	75					
Myrica Cerifera, po.	20	Potass Nitras, opt.	7¢ 10	Opil, comphorated	50					
Prunus Virgini	12	Potass Nitras	6¢ 8	Opil, deodorized	1 50					
Quillala, gr'd	12	Prussiate	23¢ 26	Quassia	50					
Sassafras, po. 20	15	Sulphate po.	15¢ 18	Rhatany	50					
Ulmus, po. 15, gr'd	15			Rhel	50					
		<b>Radix</b>		Sanguinaria	50					
<b>Extractum</b>		Aconitum	20¢ 25	Serpentaria	50					
Glycyrrhiza Glabra	24¢ 25	Althea	30¢ 33	Stromonium	60					
Glycyrrhiza, po.	28¢ 30	Anchusa	10¢ 12	Tolutan	60					
Hamatox, 15 lb. box	11¢ 12	Arum po.	25¢ 25	Valerian	50					
Hamatox, 1s.	13¢ 14	Calamus	20¢ 40	Veratrum Verde	50					
Hamatox, 1/4s	14¢ 15	Gentiana	12¢ 15	Zingiber	20					
Hamatox, 1/8s	16¢ 17	Glycyrrhiza, pv. 15	16¢ 18							
		Hydrastis Canaden.	75¢ 75	<b>Miscellaneous</b>						
<b>Ferru</b>		Hydrastis Can. po.	80¢ 80	Aether, Spts. Nit. F	30¢ 35					
Carbonate Precip.	15	Hellebore, Alba, po.	12¢ 15	Aether, Spts. Nit. F	34¢ 38					
Citrate and Quinia	2 25	Inula, po.	15¢ 20	Alumen	2 1/2					
Citrate Soluble	40	Ipecac, po.	3 60¢ 3 75	Alumen, gr'd. po. 7	3¢ 4					
Ferrocyanidum Sol.	15	Iris plox. po. 35¢ 38	35¢ 40	Annatto	40¢ 50					
Solut. Chloride	75	Jalapra, pr.	25¢ 30	Antimoni, po.	40¢ 50					
Sulphate, com'l	2	Maranta, 1/4s	25¢ 30	Antimoni et Potass T	40¢ 50					
Sulphate, com'l, by	80	Podophyllum, po.	75¢ 1 00	Antipyrin	25					
bbl, per cwt.	7	Rhei	75¢ 1 00	Antifebrin	20					
Sulphate, pure	7	Rhei, cut.	75¢ 1 00	Argenti Nitras, oz.	51					
		Rhei, pv.	75¢ 1 35	Arsenicum	10¢ 12					
<b>Flora</b>		Spigelia	35¢ 38	Balm Gilead Buds	38¢ 40					
Arnica	15¢ 18	Sanguinaria, po. 15	40¢ 45	Bismuth S. N.	1 90¢ 2 00					
Anthemis	22¢ 25	Serpentaria	40¢ 45	Calcium Chlor., 1s.	9					
Matricaria	30¢ 35	Senega	60¢ 65	Calcium Chlor., 1/4s	10					
		Smlax, officinalis H.	60¢ 65	Calcium Chlor., 1/8s	12					
<b>Folia</b>		Smlax, M.	10¢ 12	Cantharides, Rus po	80					
Barosma	33¢ 35	Sellae, po. 35	10¢ 12	Capsici Fructus, af.	15					
Cassia Acutifol, Tin	20¢ 25	Symplococcus, For-	25	Capsici Fructus, po.	15					
nevelly	25¢ 30	cus, po.	25	Capsici Fructus B, po	15					
Cassia, Acutifol, Aix	25¢ 30	Valeriana, Eng. po. 30	15¢ 20	Caryophyllus, po. 15	12¢ 14					
Salvia officinalis, 1/4s	12¢ 20	Valeriana, German.	14¢ 16	Carmin, No. 40.	3 00					
and 1/8s	8¢ 10	Zingiber a.	25¢ 27	Cera Alba	50¢ 55					
Uva Ursi	8¢ 10	Zingiber j.	25¢ 27	Cera Flava	40¢ 42					
				Coccus	40					
<b>Gummi</b>				Cassia Fructus	35					
Acacia, 1st picked	65	<b>Semen</b>		Centraria	10					
Acacia, 2d picked	45	Anisum, po. 15	12	Cetaceum	45					
Acacia, 3d picked	35	Apium (graveleons)	13¢ 15	Chloroform	55¢ 60					
Acacia, sifted sorts.	28	Bird, 1s.	4¢ 6	Chloroform, squibbs	1 10					
Acacia, po.	45¢ 65	Carul, po. 18	12¢ 13	Chloral Hyd Crst.	1 40¢ 1 65					
Aloe, Barb. po. 18¢ 20	12¢ 14	Cardamon	1 25¢ 1 75	Chondrus	20¢ 25					
Aloe, Cape, po. 15	12¢ 14	Coriandrum	8¢ 10	Cinchonidine, P. & W	38¢ 48					
Aloe, Socotri, po. 40	30	Cannabis Sativa	4 1/2	Cinchonidine, Germ.	38¢ 48					
Ammoniac	55¢ 60	Cydonium	75¢ 1 00	Cocaine	5 55¢ 5 75					
Assafetida, po. 45	50¢ 55	Cynopodium	10¢ 12	Corks, list, dis. pr. et.	35					
Benzoinum	50¢ 55	Dipterix Odorata	1 00¢ 1 10	Creta, list, dis. pr. et.	35					
Catechu, 1s.	13	Foeniculum	7¢ 9	Creta, prep.	5					
Catechu, 1/4s	14	Foenugreek, po.	7¢ 9	Creta, prep.	5					
Catechu, 1/8s	16	Lini	4¢ 5	Creta, rubra	30¢ 35					
Campore	69¢ 73	Lini, grd.	4 1/2	Cudbear	24					
Euphorbium, po. 35	40	Lobelia	35¢ 40	Dextrine	6 1/2					
Galbanum	1 00	Pharlaris Canarian.	4 1/2	Ether Sulph.	75¢ 90					
Gamboge	65¢ 70	Rapa	4 1/2	Emery, all numbes.	8					
Gualacum, po. 25	30	Sinapis Alba	9¢ 10	Emery, po.	6					
Kino, po. 50¢ 75	60	Sinapis Nigra	11¢ 12	Ergota, po. 90	85¢ 90					
Mastic	60			Flake White	12¢ 15					
Myrrh, po. 45	40	<b>Spiritus</b>		Galla	23					
Opil, po. 5.10¢ 5.30	3 70¢ 3 75	Frumentum, W. D. Co.	2 00¢ 2 50	Gambler	8¢ 9					
Shellac	25¢ 35	Frumentum, D. F. R.	2 00¢ 2 25	Gelatine, Cooper	60					
Shellac, bleached	40¢ 45	Frumentum	1 25¢ 1 50	Gelatine, French	35¢ 60					
Tragacanth	65¢ 90	Juniperis Co. O. T.	1 65¢ 2 00	Glassware, flint, box	75¢ 75					
		Juniperis Co. N. E.	1 90¢ 2 10	Less than box	70					
<b>Herba</b>		Spt. Vini Galli	1 75¢ 6 50	Glue, brown	11¢ 13					
Absinthium, oz. pkg	25	Vini Oporto	1 25¢ 2 00	Glue, white	15¢ 25					
Eupatorium, oz. pkg	25	Vini Alba	1 25¢ 2 00	Glycerina	17 1/2					
Lobelia, oz. pkg	25			Grana Paradisi	25					
Majorum, oz. pkg	25	<b>Sponges</b>		Humulus	25¢ 55					
Mentha Pip. oz. pkg	23	Florida sheeps' wool	2 50¢ 2 75	Hydrarg Chlor Mite	1 00					
Mentha Vir. oz. pkg	23	Nassau sheeps' wool	2 50¢ 2 75	Hydrarg Chlor Cor.	90					
Rue, oz. pkg	39	Velvet extra sheeps'	2 50¢ 2 75	Hydrarg Ox Rub'm	1 20					
Tanacetum Voz. pkg	22	wool, carriage	1 50	Hydrarg Ammoniat	60					
Thymus, V. oz. pkg	25	Extra yellow sheeps'	1 25	Hydrarg Unguentum	50¢ 60					
		wool, carriage	1 00	Hydrargyrum	85					
<b>Magnesia</b>		Grass sheeps' wool,	75	Ichthyobolla, Am.	65¢ 70					
Calcined, Pat.	55¢ 60	carriage	1 00	Indigo	75¢ 1 00					
Carbonate, Pat.	18¢ 20	Hard, for slate use.	1 40	Iodine, Resubi.	3 85¢ 4 00					
Carbonate, K. & M.	18¢ 20	Yellow Reef, for	1 40	Iodoform	3 85¢ 4 00					
Carbonate, Jennings	18¢ 20	slate use.		Lupulin	80					
		<b>Syrups</b>		Lycopodium	80¢ 85					
<b>Oleum</b>		Azela Cortex	50	Macle	65¢ 75					
Absinthium	6 50¢ 7 00	Zingiber	50	Liquor Arsen et Hy-	25					
Amygdala, Dulc.	38¢ 65	Ipecac	50	drarg Iod.	10¢ 12					
Amygdala, Amara	8 00¢ 8 25	Rhel Arom	50	Liquor Potass Arsnit	20¢ 3					
Anisi	2 10¢ 2 20	Smlax Officinalis	50	Magnesia, Sulph.	1 1/4					
Aurant Cortex	2 25¢ 2 30	Senega	50	Magnesia, Sulph, bbl	60					
Bergamli	2 90¢ 3 00	Sellae	50							
Cajiputi	80¢ 85									
Caryophylli	80¢ 85									
Cedar	65¢ 90									
Chenopadii	2 75									
Cinnamoni	1 30¢ 1 40									
Citronella	35¢ 40									

## 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.



## 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

Lion Package Coffee  
Trout

## DECLINED

Condensed Milk

Index to Markets  
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	2
Butter Color.....	2
Candies.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	4
Crackers.....	4
Cream Tartar.....	5
Dried Fruits.....	5
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	6
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
Grains and Flour.....	6
Herbs.....	7
Hides and Pelts.....	13
Indigo.....	7
Jelly.....	7
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
Nuts.....	14
Oil Cans.....	15
Olives.....	7
Oyster Pails.....	7
Paper Bags.....	8
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	8
Provisions.....	8
Rice.....	8
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	9
Sauerkraut.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soda.....	9
Spices.....	10
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	11
Table Sauce.....	11
Tea.....	11
Tobacco.....	11
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wickling.....	12
Woodenware.....	12
Wrapping Paper.....	13
Yeast Cake.....	13

## 1

ALABASTINE  
White in drums..... 9  
Colors in packages..... 10  
White in packages..... 10  
Colors in packages..... 11  
Less 46 per cent discount.

AMMONIA Per Doz.  
Aretic 12 oz. ovals..... 85  
Aretic pints, round..... 1 20  
AXLE GREASE  
Aurore..... 55 6 00  
Castor Oil..... 60 7 00  
Diamond..... 50 4 25  
Frazer's..... 75 9 00  
IXL Golden, tin boxes 75 9 00



Mica, tin boxes..... 75 9 00  
Paragon..... 55 6 00

BAKING POWDER  
Acme  
1/2 lb. cans 3 doz..... 45  
1/2 lb. cans 1 doz..... 1 00  
Bulk..... 10  
Aretic  
6 oz. Eng. Tumblers..... 90  
Egg



1/2 lb. cans, 4 doz. case..... 3 75  
1/2 lb. cans, 2 doz. case..... 3 75  
1/2 lb. cans, 1 doz. case..... 3 75  
5 lb. cans, 1/2 doz. case..... 8 00

JAXON  
1/2 lb. cans, 4 doz. case..... 45  
1/2 lb. cans, 4 doz. case..... 85  
1 lb. cans, 2 doz. case..... 1 60

Queen Flake  
3 oz., 6 doz. case..... 2 70  
6 oz., 4 doz. case..... 3 20  
9 oz., 4 doz. case..... 4 80  
1 lb., 2 doz. case..... 4 00  
5 lb., 1 doz. case..... 9 00

Royal  
10 lb. size..... 90  
1/2 lb. cans 1 35  
1/2 lb. cans 1 90  
1/2 lb. cans 2 50  
1/2 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

BATH BRICK  
American..... 70  
English..... 80

BLUING  
CONDENSED PEARL  
BLUING  
Small 3 doz..... 40  
Large, 2 doz..... 75  
Aretic, 4 oz. per gross..... 4 00  
Aretic, 8 oz. per gross..... 6 00  
Aretic, pints, per gross..... 9 00

BROOMS  
No. 1 Carpet..... 2 75  
No. 2 Carpet..... 2 50  
No. 3 Carpet..... 2 25  
No. 4 Carpet..... 1 75  
Parlor Gem..... 2 50  
Common Whisk..... 90  
Fancy Whisk..... 1 20  
Warehouse..... 3 40

## 2

BRUSHES  
Scrub  
Solid Back, 8 in..... 45  
Solid Back, 11 in..... 95  
Pointed Ends..... 85

Shoe  
No. 8..... 1 00  
No. 7..... 1 30  
No. 4..... 1 70  
No. 3..... 1 90

Stove  
No. 3..... 75  
No. 2..... 1 10  
No. 1..... 1 75

BUTTER COLOR  
W. R. & Co.'s, 15c size..... 1 25  
W. R. & Co.'s, 25c size..... 2 00

CANDLES  
Electric Light, 8s..... 12  
Electric Light, 16s..... 12 1/2  
Paraffine, 6s..... 10 1/4  
Paraffine 12s..... 11  
Wickling..... 79

CANNED GOODS  
Apples  
3 lb. Standards..... 80  
Gallons, standards..... 2 30

Blackberries  
Standards..... 75  
Beans  
Baked..... 1 00 @ 1 30  
Red Kidney..... 75 @ 85  
String..... 85  
Wax..... 85

Blueberries  
Standard..... 85

Brook Trout  
2 lb. cans, Spiced..... 1 90

Clams  
Little Neck, 1 lb..... 1 00  
Little Neck, 2 lb..... 1 50

Clam Bouillon  
Burnham's, 1/2 pint..... 1 92  
Burnham's, pints..... 3 60  
Burnham's, quarts..... 7 20

Cherries  
Red Standards..... 85  
White..... 1 15

Corn  
Fair..... 75  
Good..... 85  
Fancy..... 95

French Peas  
Sur Extra Fine..... 22  
Extra Fine..... 19  
Fine..... 15  
Moyen..... 11

Gooseberries  
Standard..... 90  
Jute, 72 ft. per doz..... 95

Hominy  
Standard..... 85

Lobster  
Star, 1/2 lb..... 1 85  
Star, 1 lb..... 3 40  
Picnic Tails..... 2 35

Mackerel  
Mustard, 1 lb..... 1 75  
Mustard, 2 lb..... 2 80  
Soused, 1 lb..... 1 75  
Soused, 2 lb..... 2 80  
Tomato, 1 lb..... 1 75  
Tomato, 2 lb..... 2 80

Mushrooms  
Hotels..... 18 @ 20  
Buttons..... 22 @ 25

Oysters  
Cove, 1 lb..... 95 @ 1 00  
Cove, 2 lb..... 1 80  
Cove, 1 lb Oval..... 1 10

Peaches  
Pie Yellow..... 1 65 @ 1 85

Pears  
Standard..... 70  
Fancy..... 80

Peas  
Marrowfat..... 1 00  
Early June..... 1 00  
Early June Sifted..... 1 60

Pineapple  
Grated..... 1 25 @ 2 75  
Sliced..... 1 35 @ 2 50

Pumpkin  
Fair..... 70  
Good..... 70  
Fancy..... 85

Raspberries  
Standard..... 90  
Russian Caviar  
1/2 lb. cans..... 3 75  
1/2 lb. cans..... 7 00  
1 lb. can..... 12 00

## 3

Salmon  
Columbia River..... 2 00 @ 2 15  
Red Alaska..... 1 40  
Pink Alaska..... 1 10

Shrimps  
Standard..... 1 50

Sardines  
Domestic, 1/2s..... 4 1/2  
Domestic, 3/4s..... 8  
Domestic, Mustard..... 17  
California, 1/2s..... 22  
French, 1/2s..... 28

Strawberries  
Standard..... 85  
Fancy..... 1 25

Succotash  
Fair..... 90  
Good..... 1 00  
Fancy..... 1 20

Tomatoes  
Fair..... 90  
Good..... 95  
Fancy..... 1 15  
Gallons..... 2 50

CATSUP  
Columbia, pints..... 2 00  
Columbia, 1/2 pints..... 1 25

CARBON OILS  
Barrels  
Eocene..... @ 11  
Perfection..... @ 10  
Diamond White..... @ 9  
D. S. Gasoline..... @ 11  
Deodorized Naphtha..... @ 10  
Cylinder..... @ 29  
Engine..... @ 22  
Black, winter..... @ 10 1/4

CHEESE  
Acme..... @ 12 1/2  
Amboy..... @ 12 1/2  
Elsie..... @ 13  
Emblem..... @ 13  
Gem..... @ 12  
Gold Medal..... @ 12  
Ideal..... @ 12  
Jersey..... @ 12  
Riverside..... @ 12  
Brick..... 14 @ 15  
Edam..... @ 20  
Lelden..... @ 17  
Limburger..... 13 @ 14  
Pineapple..... 50 @ 75  
Sap Sago..... 19 @ 20

CHEWING GUM  
American Flag Spruce..... 50  
Beeman's Pepsin..... 60  
Black Jack..... 50  
Largest Gum Made..... 55  
Sen Sen..... 55  
Sen Sen Breath Perfume..... 1 00  
Sugar Loaf..... 45  
Yucatan..... 55

CHICORY  
Bulk..... 5  
Red..... 7  
Eagle..... 4  
Frank's..... 6 1/4  
Schener's..... 6

CHOCOLATE  
Ambrosia..... 21  
Household Sweet..... 19  
Ambrosia Premium..... 32  
Yankee Premium..... 31

Walter Baker & Co.'s  
German Sweet..... 22  
Premium..... 34  
Breakfast Cocoa..... 45

Runkel Bros.  
Vienna Sweet..... 21  
Vanilla..... 28  
Premium..... 31

CLOTHES LINES  
Cotton, 40 ft. per doz..... 1 00  
Cotton, 50 ft. per doz..... 1 20  
Cotton, 60 ft. per doz..... 1 40  
Cotton, 70 ft. per doz..... 1 60  
Cotton, 80 ft. per doz..... 1 80  
Jute, 60 ft. per doz..... 80  
Jute, 72 ft. per doz..... 95

COCOA  
Ambrosia, 1/2 lb. tin cans..... 42  
Ambrosia, 1/4 lb. tin cans..... 44  
Cleveland..... 41  
Colonial, 1/2s..... 35  
Colonial, 1/4s..... 33  
Epps..... 42  
Huyler..... 45  
Van Houten, 1/2s..... 12  
Van Houten, 1/4s..... 20  
Van Houten, 1/2s..... 38  
Van Houten, 1/4s..... 18  
Webb..... 30  
Wilbur, 1/2s..... 41  
Wilbur, 1/4s..... 42

COCOA SHELLS  
20 lb. bags..... 2 1/4  
Less quantity..... 3  
Pound packages..... 4

COFFEE  
Roasted  
A-T-C  
HIGH GRADE  
COFFEES

Special Combination..... 15  
French Breakfast..... 17 1/2  
Lenox, Mocha & Java..... 21  
Old Gov't Java and Mocha..... 34  
Private Estate, Java & Mocha..... 26  
Supreme, Java and Mocha..... 27

Rio  
Common..... 10 1/2  
Fair..... 11  
Choke..... 13  
Fancy..... 15

## 4

Santos  
Common..... 11  
Fair..... 14  
Choice..... 15  
Fancy..... 17  
Peaberry..... 13

Maracaibo  
Fair..... 12  
Choice..... 16

Mexican  
Choice..... 16  
Fancy..... 17

Guatemala  
Choice..... 16

Java  
African..... 12 1/4  
Fancy African..... 17  
O. G..... 25  
P. G..... 29

Mocha  
Arabian..... 21

Package  
New York Basis.  
Arbuckle..... 12 50  
Dillworth..... 12 50  
Jersey..... 12 50  
Lion..... 12 50

McLaughlin's XXXX  
McLaughlin's XXXX sold to  
retailers only. Mail all orders  
direct to W. F. McLaughlin &  
Co., Chicago.

Extract  
Valley City 1/2 gross..... 75  
Felix 1/2 gross..... 1 15  
Hummel's foil 1/2 gross..... 85  
Hummel's tin 1/2 gross..... 1 43

Substitutes  
Crushed Cereal Coffee Cake  
12 packages, 1/2 case..... 1 75  
24 packages, 1 case..... 3 50

CONDENSED MILK  
4 doz in case.  
Gall Borden Eagle..... 8 25  
Crown..... 8 25  
Daisy..... 8 25  
Champion..... 4 50  
Magnolia..... 4 25  
Challenge..... 3 75  
Dime..... 3 35  
Leader..... 3 80

COUPON BOOKS  
50 books, any denom..... 1 50  
100 books, any denom..... 2 50  
500 books, any denom..... 11 50  
1,000 books, any denom..... 20 00

Above quotations are for either  
Tradesman, Superior, Economic  
or Universal grades. Where  
1,000 books are ordered at a time  
customer receives specially  
printed cover without extra  
charge.

Coupon Pass Books  
Can be made to represent any  
denomination from \$10 down.  
50 books..... 1 50  
100 books..... 2 50  
500 books..... 11 50  
1,000 books..... 20 00

Credit Checks  
500, any one denom..... 2 00  
1,000, any one denom..... 3 00  
2,000, any one denom..... 5 00  
Steel punch..... 75

CRACKERS  
The National Biscuit Co. quotes  
as follows:

Butter  
Seymour..... 6  
New York..... 6  
Family..... 6  
Salted..... 6  
Wolverine..... 6 1/2

Soda  
Soda XXX..... 6 1/2  
Soda, City..... 8  
Long Island Wafers..... 12  
Lyphrette..... 10

Oyster  
Faust..... 7 1/2  
Farina..... 6  
Extra Farina..... 6 1/4  
Saltine Oyster..... 6

Sweet Goods-Boxes  
Animals..... 10  
Assorted Cake..... 10  
Belle Rose..... 8  
Bent's Water..... 16  
Cinnamon Bar..... 9  
Coffee Cake, Iced..... 10  
Coffee Cake, Java..... 10  
Cocoanut Macaroons..... 18  
Cocoanut Taffy..... 10  
Cracknells..... 16  
Creams, Iced..... 8  
Cream Crisp..... 10  
Cubans..... 11 1/4  
Currant Fruit..... 12  
Frosted Honey..... 12  
Frosted Cream..... 9  
Ginger Gems, large or small..... 8  
Ginger Snaps, N. B. C..... 8  
Gladiator..... 10  
Grandma Cakes..... 9  
Graham Crackers..... 8  
Graham Wafers..... 12  
Grand Rapids Tea..... 16  
Honey Fingers..... 12  
Iced Honey Crumpets..... 10  
Imperial..... 8  
Jumbles, Honey..... 12  
Lady Fingers..... 12  
Lemon Wafers..... 12  
Marshmallow..... 16  
Marshmallow Creams..... 16  
Marshmallow Walnuts..... 16  
Mary Ann..... 8  
Mixed Picnic..... 11 1/4  
Milk Biscuit..... 7 1/2  
Molasses Cake..... 8  
Molasses Bar..... 8  
Moss Jelly Bar..... 12 1/2

## 5

Newton..... 12  
Oatmeal Crackers..... 8  
Oatmeal Wafers..... 12  
Orange Crisp..... 9  
Orange Gem..... 8  
Penny Cake..... 8  
Pilot Bread, XXX..... 7 1/4  
Pretzettes, hand made..... 8  
Pretzels, hand made..... 8  
Scotch Cookies..... 9  
Sears' Lunch..... 7 1/4  
Sugar Cake, XXX..... 8  
Sugar Cream, XXX..... 8  
Sugar Squares..... 8  
Sultanas..... 16  
Tutti Frutti..... 13  
Vanilla Wafers..... 16  
Vienna Crimp..... 8

CREAM TARTAR  
5 and 10 lb. wooden boxes..... 30  
Bulk in sacks..... 29

DRIED FRUITS  
Apples  
Sundried..... @ 4 1/4  
Evaporated, 50 lb. boxes..... @ 5 1/4

California Fruits  
Apricots..... 8 @ 10  
Blackberries..... 8 @ 11  
Nectarines..... 8 @ 11  
Peaches..... 8 @ 11  
Pears..... 7 1/2  
Prunelles..... 7 1/2  
Raspberries..... 8

California Prunes  
100-120 25 lb. boxes..... @  
90-100 25 lb. boxes..... @ 4 1/4  
80-90 25 lb. boxes..... @ 5  
70-80 25 lb. boxes..... @ 5 1/4  
60-70 25 lb. boxes..... @ 6  
50-60 25 lb. boxes..... @ 6 1/4  
40-50 25 lb. boxes..... @ 7  
30-40 25 lb. boxes..... @ 8 1/4  
1/2 cent less in 50 lb. cases

Citron  
Leghorn..... 11  
Coriscan..... 12

Currants  
California, 1 lb. package..... 11 1/4  
Imported, 1 lb. package..... 12  
Imported, bulk..... 11 1/4

Peel  
Citron American 19 lb. bx..... 13  
Lemon American 10 lb. bx..... 10 1/4  
Orange American 10 lb. bx..... 10 1/4

Raisins  
London Layers 2 Crown..... 2 15  
London Layers 3 Crown..... 2 15  
Cluster 4 Crown..... 2 15  
Loose Muscatels 2 Crown..... 6 1/4  
Loose Muscatels 3 Crown..... 7 1/4  
Loose Muscatels 4 Crown..... 8 1/4  
L. M., Seeded, 1 lb..... 9 1/4  
L. M., Seeded, 1/2 lb..... 8 @  
Sultanas, bulk..... 10 1/4  
Sultanas, package..... 12

FARINACEOUS GOODS  
Beans  
Dried Lima..... 7  
Medium Hand Picked..... 2 10  
Brown Holland..... 2 10

Cereals  
Cream of Cereal..... 90  
Grain-O, small..... 1 35  
Grain-O, large..... 2 25  
Grape Nuts..... 1 35  
Postum Cereal, small..... 1 35  
Postum Cereal, large..... 2 25

Farina  
24 1 lb. packages..... 1 50  
Bulk, per 100 lbs..... 3 00  
Haskell's Wheat Flakes  
36 2 lb. packages..... 3 00

Hominy  
Flake, 50 lb. sack..... 80  
Pearl, 200 lb. bbl..... 2 40  
Pearl, 100 lb. sack..... 1 17

Maccaroni and Vermicelli  
Domestic, 10 lb. box..... 60  
Imported, 25 lb. box..... 2 50

Pearl Barley  
Common..... 2 50  
Chester..... 3 00  
Empire..... 3 50

Grits  
Walsh-DeRoo Co.'s Brand.

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

Peas  
Green, Wisconsin, bu..... 1 30  
Green, Scotch, bu..... 1 40  
Split, lb..... 3

Rolled Oats  
Rolled Avena, bbl..... 3 85  
Steel Cut, 100 lb. sacks..... 2 00  
Monarch, bbl..... 3 50  
Monarch, 1/2 bbl..... 1 90  
Monarch, 10 lb. sacks..... 1 70  
Quaker, cases..... 3 20

Sago  
East India..... 2 1/2  
German, sacks..... 3 1/2  
German, broken package..... 4

Tapoca  
Flake, 110 lb. sacks..... 4 1/4  
Pearl, 130 lb. sacks..... 3 1/2  
Pearl, 24 1 lb. packages..... 6





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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 CLASS  
EXTRACTS

Vanilla Lemon  
2 oz panel. 1 20 2 oz panel. 75  
3 oz taper. 2 00 4 oz taper. 1 50

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

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

JENNINGS  
FLAVORING EXTRACTS

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

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

Northrop Brand  
Lem. Van.  
2 oz. Taper Panel..... 75 1 20  
2 oz. Oval..... 75 1 20  
3 oz. Taper Panel..... 1 35 2 00  
4 oz. Taper Panel..... 1 60 2 25

Ferrigo's  
Van. Lem. doz. doz.  
XXX, 2 oz. obert..... 1 25 75  
XXX, 4 oz. taper..... 2 25 1 25  
XX, 2 oz. obert..... 1 00  
No. 2, 2 oz. obert..... 75  
XXX D D pitcher, 6 oz..... 2 25  
XXX D D pitcher, 4 oz..... 1 75  
K. P. pitcher, 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 @ 6  
Hindquarters..... 7 @ 9  
Loins No. 3..... 9 @ 14  
Ribs..... 9 @ 12  
Rounds..... 6 1/2 @ 7  
Chuck..... 5 1/2 @ 6  
Plates..... 4 @ 5

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

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

Veal  
Carcass..... 8 @ 9

GRAINS AND FLOUR  
Wheat  
Wheat..... 75

Winter Wheat Flour  
Local Brands  
Patents..... 4 50  
Second Patent..... 3 85  
Straight..... 3 65  
Clear..... 3 25  
Graham..... 3 30  
Buckwheat..... 4 50  
Rye..... 3 25  
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.  
Ball-Barnhart-Putman's Brand  
Diamond 1/2s..... 3 75  
Diamond 1/4s..... 3 75  
Diamond 1/8s..... 3 75  
Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 90  
Quaker 1/4s..... 3 90  
Quaker 1/8s..... 3 90

Spring Wheat Flour  
Clark-Jewell-Wellis Co.'s Brand  
Pillsbury's Best 1/2s..... 4 60  
Pillsbury's Best 1/4s..... 4 50  
Pillsbury's Best 1/8s..... 4 40  
Pillsbury's Best 1/2s paper..... 4 40  
Pillsbury's Best 1/4s paper..... 4 40  
Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2s..... 4 40  
Duluth Imperial 1/4s..... 4 30  
Duluth Imperial 1/8s..... 4 20  
Lemon & Wheeler Co.'s Brand  
Wingold 1/2s..... 4 50  
Wingold 1/4s..... 4 40  
Wingold 1/8s..... 4 30

Olney & Judson's Brand  
Ceresota 1/2s..... 4 65  
Ceresota 1/4s..... 4 55  
Ceresota 1/8s..... 4 45  
Worden Grocer Co.'s Brand  
Laurel 1/2s..... 4 60  
Laurel 1/4s..... 4 50  
Laurel 1/8s..... 4 40  
Laurel 1/2s and 1/4s paper..... 4 40

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Washburn-Crosby Co.'s Brand.



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

Meal  
Bolted..... 2 00  
Granulated..... 2 10

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

Corn  
Corn, car lots..... 41 1/2  
Car lots..... 30  
Car lots, clipped..... 32 1/2  
Less than car lots.....

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

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  
Stelly..... 14  
Root..... 10

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

MATCHES  
PARK MATCH CO.

Lookout, 144 bx..... 1 25  
No. 500 Select Society, 144..... 4 00  
No. 20 Williams Perfect, 144..... 3 00  
No. 2 Lilly, 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 50  
No. 2 Home..... 1 30  
Export Parlor..... 1 00  
Wolverine..... 1 50

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

MOLASSES  
New Orleans  
Fancy Open Kettle..... 40  
Choice..... 35  
Fair..... 26  
Good..... 22

Half-barrels 2c extra  
MUSTARD  
Horse Radish, 1 doz..... 1 75  
Horse Radish, 2 doz..... 3 50  
Bayle's Celery, 1 doz..... 1 75

OLIVES  
Bulk, 1 gal. kegs..... 1 25  
Bulk, 3 gal. kegs..... 1 10  
Bulk, 5 gal. kegs..... 1 00  
Manzanilla, 7 oz..... 80  
Queen, pints..... 2 35  
Queen, 19 oz..... 4 50  
Queen, 28 oz..... 7 00  
Stuffed, 5 oz..... 90  
Stuffed, 8 oz..... 1 45  
Stuffed, 10 oz..... 2 30

OYSTER PAILS  
Victor, pints..... 10 00  
Victor, quarts..... 15 00  
Victor, 2 quarts..... 20 00

PAPER BAGS  
Ask your Jobber for them.

Glory Mayflower  
Satchel & Pacific  
Bottom Square

Victor, pints..... 10 00  
Victor, quarts..... 15 00  
Victor, 2 quarts..... 20 00

PAPER BAGS  
Ask your Jobber for them.

Glory Mayflower  
Satchel & Pacific  
Bottom Square

Victor, pints..... 10 00  
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Glory Mayflower  
Satchel & Pacific  
Bottom Square

Victor, pints..... 10 00  
Victor, quarts..... 15 00  
Victor, 2 quarts..... 20 00

PAPER BAGS  
Ask your Jobber for them.

Glory Mayflower  
Satchel & Pacific  
Bottom Square

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PARIS GREEN

Bulk..... 14  
Packages, 1/2 lb., each..... 17  
Packages, 1 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

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

POTASH

48 cans in case..... 4 00  
Babbitt's..... 3 00  
Penna Salt Co.'s..... 3 00

PROVISIONS

Barreled Pork  
Mess..... @  
Back..... @ 14 50  
Clear back..... @ 14 50  
Short cut..... @ 14 00  
Pig..... @ 15 75  
Bean..... @  
Family Mess..... @ 14 50

Dry Salt Meats

Beef..... 8 1/2  
Briskets..... 8 1/2  
Extra shorts..... @ 10 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 1/2  
California hams..... @ 7 1/2  
Boned hams..... @ 11  
Boiled hams..... @ 15  
Picnic Boiled Hams..... @ 10 1/2  
Berlin Hams..... @ 8 1/2  
Mince Hams..... @ 9

Lards-In Tierces

Compound..... 5 1/2  
Kettle..... 8 1/2  
Vegetable..... 6  
60 lb. Tubs, advance..... 1/2  
60 lb. Tubs, advance..... 1/2  
50 lb. Tins, advance..... 1/2  
20 lb. Palls, advance..... 1/2  
10 lb. Palls, advance..... 1/2  
5 lb. Palls, advance..... 1/2  
3 lb. Palls, advance..... 1/2

Sausages

Bologna..... 5 1/2  
Liver..... 6 1/2  
Frankfort..... 7 1/2  
Pork..... 6 1/2  
Blood..... 9  
Tongue..... 9  
Headcheese..... 6

Beef

Extra Mess..... 10 75  
Boneless..... 11 50  
Rump..... 11 50

Pigs' Feet

1/2 bbls., 40 lbs..... 1 00  
1/2 bbls., 80 lbs..... 3 75

Tripe

Kits, 15 lbs..... 70  
1/2 bbls., 40 lbs..... 1 25  
1/2 bbls., 80 lbs..... 2 25

Casings

Pork..... 21  
Beef rounds..... 3  
Beef middles..... 10  
Sheep..... 60

Butterine

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

Canned Meats

Corned beef, 2 lb..... 2 75  
Corned beef, 14 lb..... 17 50  
Roast beef, 2 lb..... 2 75  
Potted ham, 1/2s..... 50  
Potted ham, 1/4s..... 90  
Deviled ham, 1/2s..... 50  
Deviled ham, 1/4s..... 90  
Potted tongue, 1/2s..... 50  
Potted tongue, 1/4s..... 90

RICE

Domestic  
Carolina head..... 7  
Carolina No. 1..... 5 1/2  
Carolina No. 2..... 4 1/2  
Broken..... 4 1/2

Imported

Japan, No. 1..... 5 1/2 @ 6  
Japan, No. 2..... 4 1/2 @ 5  
Java, fancy head..... 5 @ 5 1/2  
Java, No. 1..... 5 @ 5  
Table..... @

SALEBRATUS

Packed 60 lbs. in box.  
Church's Arm and Hammer..... 3 15  
Deland's..... 3 00  
Dwight's Cow..... 3 15  
Emblem..... 2 10  
L. P..... 3 00  
Sollo..... 3 00  
Wyandotte, 100 1/2s..... 3 00

SAL SODA

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

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

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Common Grades

100 3 lb. sacks..... 2 25  
60 5 lb. sacks..... 2 15  
28 10 lb. sacks..... 2 05  
56 lb. sacks..... 20  
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  
Pollock..... @ 3 1/2

Halibut

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

Herring

Holland white hoops, bbl..... 11 00  
Holland white hoops, 1/2 bbl..... 6 00  
Holland white hoop, keg..... 80  
Holland white hoop mechs..... 85

Norwegian

Round 100 lbs..... 3 00  
Round 40 lbs..... 1 50  
Scaled..... 16  
Bloaters..... 1 60

Mackerel

Mess 100 lbs..... 12 25  
Mess 40 lbs..... 5 70  
Mess 10 lbs..... 1 35  
Mess 8 lbs..... 1 13  
No. 1 100 lbs..... 10 60  
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 75  
No. 1 40 lbs..... 2 60  
No. 1 10 lbs..... 75  
No. 1 8 lbs..... 61

Whitefish

No. 1 No. 2 Fam  
100 lbs..... 7 00 2 75  
40 lbs..... 3 10 1 40  
10 lbs..... 85 43  
8 lbs..... 71 37

SAUERKRAUT

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

SEEDS

Anise..... 9  
Canary, Smyrna..... 4  
Caraway..... 8  
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..... 75

SNUFF

Scotch, in bladders..... 37  
Maccaboy, in jars..... 35  
French Rappee, in jars..... 43

SOAP

Single box..... 3 00  
5 box lots, delivered..... 2 95  
10 box lots, delivered..... 2 90

Bell & Bogart brands—  
Coal Oil Johnny..... 3 90  
Peekin..... 4 00

Lautz Bros. brands—  
Big Aome..... 4 00  
Aome 5c..... 3 25  
Marselles..... 4 00  
Master..... 3 70  
Proctor & Gamble brands—  
Lenox..... 3 00  
Ivory, 6 oz..... 4 00  
Ivory, 10 oz..... 6 75  
N. K. Fairbanks brands—  
Santa Claus..... 3 20  
Brown..... 3 95  
Fairly..... 3 95

Detroit Soap Co. brands—  
Singer Anne..... 3 15  
Big Bargain..... 1 75  
Umpire..... 2 15  
German Family..... 2 45

A. B. Whisley brands—  
Good Cheer..... 3 80  
Old Country..... 3 20

Johnson Soap Co. brands—  
Silver King..... 3 60  
Calumet Family..... 2 70  
Scotch Family..... 2 50  
Cuba..... 2 40

Gowans & Sons brands—  
Oak Leaf..... 3 25  
Oak Leaf, big 5..... 4 00

Beaver Soap Co. brands—

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Grandpa Wonder, large..... 3 25  
Grandpa Wonder, small..... 3 85  
Grandpa Wonder, small..... 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—  
Naptha..... 4 00

Scouring  
Sapolio, kitchen, 3 doz..... 2 40  
Sapolio, 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, Amboy..... 17  
Cloves, Zanzibar..... 55  
Mace..... 55  
Nutmegs, 75-80..... 50  
Nutmegs, 105-110..... 40  
Nutmegs, 115-120..... 35  
Pepper, Singapore, black..... 18  
Pepper, Singapore, white..... 28  
Pepper, shot..... 20

Pure Ground in Bulk

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

STARCH

Kingsford's Corn  
40 1-lb. packages..... 6 1/2  
20 1-lb. packages..... 6 1/2  
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  
3 barrels..... 3 1/2

STOVE POLISH

Enameline  
No. 4, 3 doz in case, gross..... 4 50  
No. 5, 3 doz in case, gross..... 7 20

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino..... 6 00  
Cut Leaf..... 6 00  
Crushed..... 6 00  
Cubes..... 5 75  
Powdered..... 5 60  
Royal Tigers..... 5 60  
Royal Tigerettes..... 5 60  
Book Filled Tigerettes..... 35 00  
Female Tigerettes..... 35 00  
Night Hawk, concha..... 35 00  
Night Hawk, navel..... 35 00  
Vicente Portuondo..... 35 00  
Rube Bros. Co..... 35 00  
Hilson Co..... 35 00  
T. J. Dunn & Co..... 35 00  
McCoy & Co..... 35 00  
The Collins Cigar Co..... 10 00  
Brown Bros..... 15 00  
Bernard Stahl Co..... 35 00  
Banner Cigar Co..... 10 00  
Seldenberg & Co..... 10 00  
Fulton Cigar Co..... 10 00  
A. B. Ballard & Co..... 35 00  
E. M. Schwarz & Co..... 35 00

Elk's Heart..... 55 @ 70 00  
W. S. W..... 35 00  
Bald Head..... 35



12	
San Telmo.....	35¢ 70 00
Havana Cigar Co.....	18¢ 35 00
C. Costello & Co.....	35¢ 70 00
LaGiora-Fee Co.....	35¢ 70 00
S. I. Davis & Co.....	35¢ 185 00
Hene & Co.....	35¢ 90 00
Benedict & Co.....	7.50¢ 70 00
Hemmeter Cigar Co.....	35¢ 70 00
G. J. Johnson Cigar Co.....	35¢ 70 00
Maurilio Sanborn.....	50¢ 175 00
Boek & Co.....	65¢ 300 00
Manuel Garcia.....	80¢ 375 00
Neuva Mundo.....	85¢ 175 00
Henry Clay.....	85¢ 150 00
La Carolina.....	95¢ 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.....	57
Hiawatha.....	58
Telegram.....	58
Pay Car.....	58
Prairie Rose.....	60
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	39

Plug	
Flat Iron.....	36
Crete de Menthe.....	60
Stronghold.....	40
Solo.....	35
Sweet Chunk.....	35
Forge.....	35
Red Cross.....	24
Falo.....	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.....	39
Jelly Bar.....	39
Old Honesty.....	45
Toddy.....	34
J. T.....	38
Piper Heidsieck.....	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
1 X L, 6 lb.....	28
1 X L, 30 lb.....	32
Honey Dew.....	37
Gold Block.....	37
Flagman.....	40
Chips.....	35
Kiln Dried.....	23
Duke's Mixture.....	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
Plow Boy, 1 1/2 oz.....	37
Plow 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, sc.....	4 00
Pearline.....	2 90
Securine.....	3 50

WICKING	
No. 4, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	25
No. 3, per gross.....	25

WOODENWARE	
Bushels.....	1 10
Bushels, wide band.....	1 20
Market.....	30
Splint, large.....	4 00
Splint, medium.....	3 75
Splint, small.....	3 50
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 25
Willow Clothes, small.....	5 50

Butter Plates	
No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	65
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	35
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	82

13	
Mop Sticks	
Trojan spring.....	85
Eclipse patent spring.....	75
No. 1 common.....	85
No. 2 patent brush holder.....	25
12 lb. cotton mop heads.....	1 25
Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 60
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 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 25
Single Peerless.....	2 50
Northern Queen.....	3 00
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 14
Fiber Manila, white.....	3 1/2
Fiber Manila, colored.....	4 1/2
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 1/2
Wax Butter, short count.....	13
Wax Butter, full count.....	2 1/2
Wax Butter, rolls.....	15
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Cream, 1 1/2 doz.....	50
Yeast Foam, 1 1/2 doz.....	50

FISH AND OYSTERS	
Fresh Fish	
White fish.....	Per lb. 9
Trout.....	9
Black Bass.....	11 1/2
Halibut.....	16
Ciscoes or Herring.....	4
Bluefish.....	10
Live Lobster.....	20
Buffed Lobster.....	10
Cod.....	7
No. 1 Pickerei.....	8
Pike.....	7
Perch.....	4
Smoked White.....	5
Red Snapper.....	11
Col River Salmon.....	14
Mackerel.....	16

Oysters in Bulk	
Counts.....	Per gal. 1 75
Ext. Selects.....	1 60
Selects.....	1 35
Standards.....	1 15
Anchor Standards.....	1 20
Oysters in Cans	
F. H. Counts.....	35
F. J. D. Selects.....	30
Selects.....	22
F. J. D. Standards.....	22
Anchor.....	20
Standards.....	18
Favorite.....	16
Shell Goods	
Clams, per 100.....	1 00
Oysters, per 100.....	1 00

HIDES AND PELTS	
The Cappon & 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 1/2
Calfskins, green No. 1.....	9 1/2
Calfskins, green No. 2.....	8
Calfskins, cured No. 1.....	10 1/2
Calfskins, cured No. 2.....	9
Pelts	
Pelts, each.....	50¢ 1 10
Tallow	
No. 1.....	4 1/2
No. 2.....	3 1/2
Wool	
Washed, fine.....	18 20
Washed, medium.....	22 24
Unwashed, fine.....	12 14
Unwashed, medium.....	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 25
Muskrat.....	2 50
Mink.....	25¢ 2 00
Raccoon.....	10 25
Skunk.....	15¢ 1 00

14	
CANDIES	
Stick Candy	
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Loaf.....	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.....	9
Ribbon.....	9
Broken.....	8 1/2
Cut Loaf.....	9
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream.....	15
mixed.....	15 1/2
Crystal Cream mix.....	13
Fancy-In Bulk	
San Blas Goodies.....	12
Lozenges, plain.....	9 1/2
Lozenges, printed.....	10
Choc. Drops.....	11 1/2
Eclipse Chocolates.....	13 1/2
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Gum Drops.....	5
Moss Drops.....	9 1/2
Lemon Sours.....	10
Imperial.....	10
Ital. Cream Bonbons.....	12
20 lb. palls.....	12
Molasses Chews, 15 lb. palls.....	14
Pine Apple Ice.....	12 1/2
Maroons.....	12
Golden Waffles.....	12

Fancy-In 5 lb. Boxes	
Lemon Sours.....	25
Peppermint Drops.....	26
Chocolate Drops.....	25
H. M. Choc. Drops.....	25
H. M. Choc. Lt. and Dk. No. 12.....	21 60
Gum Drops.....	23
Licorice Drops.....	27
Lozenges, plain.....	25
Lozenges, printed.....	26
Imperial.....	26
Mottoes.....	26
Cream Bar.....	25
Molasses Bar.....	25
Hand Made Creams.....	80 30
Cream Buttons, Pep. and Wint.....	25
String Rock.....	25
Wintergreen Berries.....	26
Caramels	
No. 1 wrapped, 3 lb. boxes.....	25
Penny Goods.....	50¢ 20
FRUITS	
Oranges	
Florida Russett.....	2
Florida Bright.....	2 75¢ 25
Fancy Navels.....	2 50¢ 3 00
Extra Choice.....	2 50¢ 3 00
Late Valencia.....	2
Seedlings.....	2
Medi. Sweets.....	2
Jamaicas.....	2
Rodi.....	2
Lemons	
Messina, 300s.....	3 50¢ 3 75
Messina, 360s.....	3 75¢ 4 00
California 300s.....	3 50¢ 3 75
California 300s.....	3 50¢ 3 75
Bananas	
Medium bunches.....	1 50¢ 1 75
Large bunches.....	1 50¢ 1 75
Foreign Dried Fruits	
Figs	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, 10 lb. boxes.....	9
Pulled, 6 lb. boxes.....	12
Naturals, in bags.....	2
Dates	
Fards in 10 lb. boxes.....	2
Fards in 50 lb. cases.....	5 50¢ 5 1/2
lb. cases, new.....	4 1/2 5
Sairs, 60 lb. cases.....	4 1/2 5
NUTS	
Almonds, Taragona.....	18
Almonds, Ivica.....	18
Almonds, California, soft shelled.....	17 1/2 19
Brazils.....	12
Walnuts Grenobles.....	14
Walnuts, soft shelled.....	14
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.....	2
Ohio, new.....	2
Cocanuts, full sacks.....	23 75
Chestnuts, per bu.....	2
Peanuts	
Fancy, H. P., Suns.....	5 1/2 9
Fancy, H. P., Suns.....	6 1/2 7
Choice, H. P., Extras.....	6
Choice, H. P., Extras.....	6
Roasted.....	6
Span. Shld No. 1 n'w.....	6 1/2 7 1/2

15	
AKRON STONEWARE	
Butters	
gal., per doz.....	52
to 6 gal., per gal.....	6½
gal. each.....	56
gal. each.....	70
gal. each.....	84
gal. meat-tubs, each.....	1 20
gal. meat-tubs, each.....	1 60
gal. meat-tubs, each.....	2 25
gal. meat-tubs, each.....	2 70
Churns	
to 6 gal., per gal.....	7
Turn Dashers, per doz.....	84
Milkpans	



# The Meat Market

## Proposed Legislation Asked by Michigan Meat Dealers.

The Michigan Butchers' Protective Association has caused two bills to be introduced in the Legislature—one providing for the examination and licensing of butchers and the other prohibiting the purchase or sale of meats on Sunday. The first measure, which is known as House bill No. 626, is as follows:

Section 1. That the Governor shall, on or before the first day of October, A. D., 1901, appoint as nearly as may be equally from both political parties, five practical butchers, who shall be citizens of this State, and who shall have been engaged in the business as wholesale or retail butchers for a period of at least twenty years, one of whom shall be appointed for one year, one for two years, one for three years, one for four years and one for five years, who with their successors to be appointed annually thereafter and to serve for the term of five years each shall constitute a board for carrying out the provisions of this Act.

Sec. 2. Said board shall within thirty days after its appointment meet and organize by the election of a President, a Secretary and a Treasurer, from its own members, who shall be elected for the term of one year and shall perform the duties prescribed by the board.

Sec. 3. The Treasurer of said board shall before entering upon his duties give to the people of the State of Michigan a bond in the penal sum of six thousand dollars, to be approved and filed with the Secretary of State, conditioned for the faithful receipt, disbursement and accounting for all moneys that may come into his hands as such Treasurer.

Sec. 4. The members of said board shall receive the amount of their traveling expenses incurred in the performance of their official duties, and a per diem salary of three dollars when actually engaged in the business of the board: Provided, however, that the Secretary and the Treasurer may receive such further and additional compensation as may be allowed by the said board. All moneys received by said board in excess of said per diem allowance and other expenses above provided for, shall be paid into the State Treasury at the end of each year. The board shall make an annual report and render an account to the Board of State Auditors of all moneys received and disbursed by it according to the provisions of this Act.

Sec. 5. It shall be the duty of the board to examine all applications for registration submitted in the proper form; to grant certificates of registration to such persons as shall be entitled to the same under the provisions of this Act; to report annually to the Governor, which report shall contain a record of the proceedings of the board for the year, and also the names of all persons who have been registered during the year; and to keep a book in which shall be entered the names and places of business of all persons registered under this Act. The board shall make by-laws for the proper fulfillment of its duties under this Act. The board shall hold meetings for the examination of applicants for registration or for the transaction of such other business as shall pertain to its duties, at least once in three months or oftener if deemed necessary by said board, at such places as they shall designate, and shall give notice of their meetings in at least two of the newspapers of the State, at least thirty days prior to the time of meeting. The records of said board, or a copy of them, or any part thereof, certified by the Secretary to be a true copy, and attested by the seal of the board, shall be accepted as competent evidence in all courts of the State. Any three members of this board shall constitute a quorum for the transaction of business.

Sec. 6. Each person applying to said

board for a certificate, except apprentices as hereinafter provided, shall pay to the Treasurer thereof the sum of five dollars, which shall entitle him to an examination at the next meeting of the board and to a certificate if found qualified: Provided, That any person now engaged in the business of a butcher in this State and who has been so engaged for a period of three years prior to the time this Act shall take effect, shall within ninety days thereafter file with the Secretary of said board a statement, verified by his oath, showing his name, place of business and postoffice address, the length of time he has served as a butcher, and pay to said Secretary the sum of five dollars and receive and be entitled to receive from said board a certificate as a butcher, which certificate shall give him the right to engage in the business of a butcher. All certificates issued by said board shall give the holder thereof the right to engage in the business of a butcher for one year from the date the certificate is issued, and such certificate may be renewed annually thereafter by a payment of one dollar made within thirty days after the expiration of the said certificate.

Sec. 7. No person shall be entitled to register under this Act except as provided in Sec. 6, unless such person shall be a citizen of this State, of the age of twenty years, of good moral character, shall have been engaged in the business of a butcher for a period of three years, and shall have passed a satisfactory examination before the board, touching his competency to slaughter or kill cattle, calves, hogs, and sheep, to prepare fresh, salt and smoked meats and the products of meat for human food; to kill and prepare poultry for market; to make sausage; to detect disease in animals on foot or dressed, and diseases of poultry, either alive or when dressed for market: Provided, however, that the board may in its discretion grant to any person not able to pass an examination in all branches of the work a certificate giving such person the privilege of carrying on business in any branch of the work in which he is able to pass a satisfactory examination: Provided, further, that any person wishing to learn the business of a butcher may apply to the board and upon payment of one dollar, receive a certificate which will give him the right to engage in the business of a butcher as an apprentice and under the supervision of a master butcher.

Sec. 8. No person shall be allowed to carry on the business of a butcher or to sell or offer for sale either fresh, salt, or dried meats or the products of meats unless he shall have a certificate issued by said board and unless said certificate shall be displayed in a conspicuous place in the shop, store or place of business where the business of a butcher is carried on: Provided, however, that the provisions of this Act shall not apply to meats or the products of meat sold in sealed cans.

Sec. 9. Any person who shall attempt to carry on business under a certificate fraudulently obtained or who shall employ persons as butchers who have not received a certificate as herein provided, or who shall prepare for sale or offer for sale, meats or the products of meat without conforming to the provisions of this Act, shall, upon conviction, be punished by a fine of not less than ten, or more than one hundred dollars, and any convicted person who shall refuse or neglect to pay such fine, may be imprisoned in the county jail until such fine is paid, not exceeding, however, thirty days.

The Sunday closing measure, which is known as House bill No. 676, is as follows:

Section 1. That it shall be unlawful for any person or persons to buy or sell meats or the products of meats, or to engage in the business or trade of a butcher either at wholesale or retail, on the first day of the week, commonly called Sunday.

Sec. 2. That it shall be unlawful for any person or persons to keep open their shops or places of business for the purposes mentioned in Section 1 of this

Act: Provided, however, that during the months of June, July, August and September of each year it shall be lawful to keep open shops and places of business and to carry on the business mentioned in Section 1 of this Act until the hour of nine o'clock in the forenoon, and Provided, further, that it shall be lawful at all times to sell meats and provisions to ships or vessels actually engaged in the carrying trade on the lakes and which may be in any of the ports of this State on the first day of the week.

Sec. 3. That each butcher shop or place of business where the business of a butcher is carried on, shall have the interior of said place of business exposed to view so that it can be plainly seen from the street during all of the first day of the week, commonly called Sunday.

Sec. 4. Every person who shall violate the provisions of this Act shall, upon conviction thereof, be punished by a fine of not less than ten nor more than

fifty dollars for each offense, or be imprisoned in the county jail for not more than thirty days, or by both such fine and imprisonment, in the discretion of the court.

## Their Rules Coincided.

"See here, sir," exclaimed the successful manufacturer to his dilatory book-keeper, "you are not as attentive to business as you might be. It has been my rule through life to be at my desk early and late, and—" "Me, too," replied he. "Sometimes I get there early and sometimes late."

## TO THE TRADE:

We are the only manufacturers of Dynamite in Lower Michigan suitable for general Rock work and Stump Blasting; also Caps, Safety Fuse, Electric Fuse, Batteries, Dirt Augers, etc. Our goods are strictly high grade and reliable, twenty-five years in the business. Prices and goods right. Shipments made promptly on same day order is received. Try us by inquiry.

**AJAX DYNAMITE WORKS,**  
Bay City, Mich.

# ORANGES LEMONS

Direct from CALIFORNIA in car lots.  
Apples, Onions, Cabbage, Parsnips, Celery, Honey, Beans. Will bill at lowest market price.

**E. E. HEWITT,**

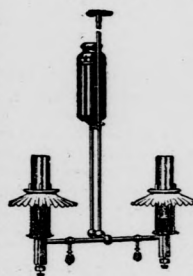
Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

## THE IMPROVED

# WELSBACH

## HYDRO-CARBON (GASOLINE) LAMPS



No odor, no dirt, no smoke, no wicks. Guaranteed to be 5 Times Cheaper than Kerosene and to give 3 Times More Light. Made in 6 different designs, suitable for home, store, hall and church. Our guarantee means satisfaction or money refunded.

**AGENTS**—There is positively nothing that can command the ready sale of these lamps. Enormous quantities are being sold by dealers throughout the United States.

Write for Illustrated Catalogue and Special Prices to

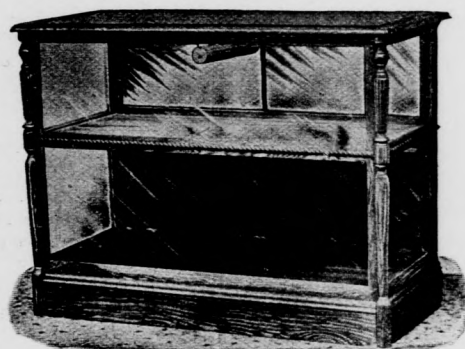
**A. T. KNOWLSON**

233-235 Griswold St., Detroit, Mich.

(Conducting Michigan Supply Depot for Welsbach Goods.)

# 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.

# Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids, Mich.**



### The Grain Market.

Wheat seems to be neglected. The news for both sides—that is, the bull and bear sides—is about evenly divided. There is a fair quantity of winter wheat being delivered, as there is exceptionally good sleighing—better than it has been for many years—the last three or four weeks. Mills have been fairly stocked. Country elevators have a little more than they had a month ago. It is generally thought that about 80 to 85 per cent. of the last crop has been marketed in the winter wheat section. In the spring wheat states, the amount marketed has been as usual of late, about one-half to two-thirds as much as it was last season. Our exports are not decreasing and the visible melts away slowly. The visible showed a decrease of 302,000 bushels, against an increase of 639,000 bushels for the corresponding week last year. The visible is about 3,000,000 bushels larger than last year, but when we count only contract grade, there is about 20,000,000 bushels less. The price for May option sagged about  $\frac{1}{2}$ c during the week, while cash, for both winter and spring, remained stationary.

Corn, contrary to all expectations, increased another 1,500,000 bushels during the week, leaving the amount in sight 19,764,000 bushels—about as large as it was last year, when prices were considerably less. Notwithstanding the large increase, prices have gained about  $\frac{1}{2}$ c per bushel since last writing and this advance can not be accounted for unless it is the small amount of contract grade that is being received.

Oats are very steady, as receipts are absorbed as fast as offered, and there are not enough coming in to more than meet the demand. Prices have not changed.

In rye, there is nothing doing, while quotations are the same.

Flour is in better demand, as stocks have been diminished. The trade have also come to the conclusion that flour is as cheap an article as there is for food.

Mill stuff is as strong and as scarce as ever and the mills are sold ahead for some time.

Receipts of grain for the week have been of the usual amount, being: wheat, 57 cars; corn, 12 cars; oats, 15 cars; rye, 1 car; flour, 3 cars; beans, 6 cars; hay, 2 cars; potatoes, 8 cars.

For the month of February the receipts were as follows: wheat, 207 cars; corn, 94 cars; oats, 41 cars; rye, 2 cars; flour, 16 cars; beans, 15 cars; hay, 8 cars; straw, 6 cars; potatoes, 31 cars.

Millers continue to pay 75c for No. 2 red wheat. C. G. A. Voigt.

### Passing of the Old-Time Drummer.

The old-time drummer seems to be getting out of business, said a merchant recently to the writer. Well, if this is the truth, times certainly have changed, and a store must seem strange without the long and seemingly endless procession of salesmen that used to commence on Monday morning and continue until Saturday night.

We hope the drummer is not going out of business, for what would the merchant do without him? Who would keep him supplied with the latest information about the trade, his neighbors or the markets? Whatever else has to be taken away from us in these changing times let us hope that we may still have the drummer.

For we can not spare him; he is and has been too valuable to be dispensed with. His cheery talk, his bustling

eagerness to sell goods, his willingness to share our joys and troubles have endeared him to us, and he would be sadly missed.

Many a merchant owes a large measure of his success to the encouragement and good advice of some drummer who became more than a drummer—a friend.

Many a merchant's credit has been preserved by the kindly word of the drummer, who, knowing all the circumstances, has put in the kindly word that meant so much at that time.

Many a merchant would be out of business to-day if it had not been for the opportune assistance of the drummer. Of the drummer as a class we can speak only good; we have grumbled at him and kicked him many a time and oft, but deep down in our heart we have ever loved him. May his shadow never grow less.

### Grand Rapids Retail Grocers' Association

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, March 5, President Dyk presided.

John R. Dykstra, 10 Prescott avenue, and John Braun, 126 North Front street, were admitted to membership in the Association.

The report of the committee on the so-called special agent bill and its final action were deferred until the next regular meeting.

An informal discussion took place in reference to the sale of Lily White and Crescent flour. A great deal of fault was found because many of the merchants were cutting the card price on same. It terminated by instructing the Secretary to confer with the Committee on Trade Interests, with the understanding that they would do all that could be done to adjust the matter between the Association and the mills.

A pleasing feature of the evening was the singing of Arthur Midwinter and Garret Johnson.

J. B. Greenway was to have appeared before the Association to make explanations relative to the attitude of the trades and labor council toward the proposed new garnishee law, but he failed to put in an appearance.

Twelve pairs of Cottle, donated by the N. K. Fairbank Co., was raffled, Homer Klap and H. M. Mull drawing the lucky numbers.

There being no further business, the meeting adjourned.

Homer Klap, Sec'y.

### Hides, Pelts, Furs, Tallow and Wool.

The hide market remains weak at the late decline. The kick is out of the trade and offerings are light. The demand seems to be fair, but not from anxious buyers. With all the depression, prices seem to have hit bottom.

Pelts have accumulated and are now being offered freely. Sales are few and small in volume. Values are uncertain and in buyers' favor.

Furs have weakened and the demand is light. Prices have gone off and the quality is poorer.

Tallow slow, sluggish; while prices have not changed, the demand is light, with ample offerings.

Wools are selling more freely on low prices. Holders see no advance of price in the near future and one after another lets go, taking the loss that seemed inevitable when the purchase was made. It is only by concession of price that any stock can be moved. The new clip will come in on a depressed market, judging by all appearances.

Wm. T. Hess.

### No Notes for Her.

"Is your daughter learning to play the piano by note?"  
"Certainly not," answered Mrs. Cumrox severely, "we always pay cash."

### How to Keep on Good Terms.

"I am sure we shall be on good terms," said the man who had just moved into the neighborhood to the grocer at the corner.

"No doubt of it, sir. Especially," he added, as an afterthought, "if the terms are cash."

## 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.

THE ROMEYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich. 735

FOR SALE—GOOD FLOOR COFFEE MILL; also cheese safe. H. C. Glasner, Centerville, Mich. 734

FOR SALE—A 20 LIGHT KENNEDY AUTOMATIC Acetylene Gas machine in good condition. C. L. Dolph, Ten ple, Mich. 733

FOR SALE—GROCERY STOCK IN BEST city 3,500 population Southern Michigan. Good brick building, central location, low rent. Address W. K. Ritchie, Three Rivers, Mich. 732

FOR SALE—THE ONLY BOOK, STATIONERY wall paper and news agency business in town 4,500; terms easy; come quick. Address No. 731, care Michigan Tradesman 731

FOR SALE, CHEAP—\$2,000, FOR STOCK OF general merchandise and house and lot. Address G. S. Box 58, Montague, Mich. 737

TWO STORES TO RENT—ONE IN CENTER of business, No. 116 North Mitchell street, the other No. 312 North Mitchell street, Cadillac. Address Dr. John Leeson. 738

COMPLETE CANNING PLANT AND STOCK of 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 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, involving 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

FOR SALE CHEAP—ONE 4x6x10 FT. HIGH Brecht patent cooler and No. 0 Buffalo chopper. For particulars write A. R. Hensler, Battle Creek, Mich. 726

TO EXCHANGE—A1 BUSINESS PROPERTY, 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

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

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

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

FOR SALE—HARDWARE STOCK, INVOLVING \$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

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

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

TIMBER AND FARM LANDS—HEMLOCK, hardwood and cedar timber for sale in large or small tracts, cheap farm lands, hardwood and pine stump lands. Don't ask what I have, but tell me what you want. E. T. Merrill, Reed City. 695

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. 706

FOR SALE—BUSINESS PROPERTY IN PETOSKEY, 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. 650

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

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 CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventing about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon, if desired. Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—GENERAL MERCHANDISE stock, involving about \$7,000; stock in A1 shape; selling about \$25,000 a year with good profits; trade established over twenty years; a fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and little perfect. Address No. 520, care Michigan Tradesman. 520

FOR SALE—DRUG STOCK INVOLVING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

### MISCELLANEOUS

WANTED—CLERK IN DRY GOODS, men's furnishing and shoe department; prefer man who speaks French. Salary \$50 per month to start on. Must be strictly temperate and furnish good references. Address No. 736, care Michigan Tradesman. 736

## American Cigar Factory

Manufacturers of

Fine Hand-Made Cigars

112 Water Street,  
Benton Harbor, Mich.

M. A. PRICE, Manager

Telephone 529.

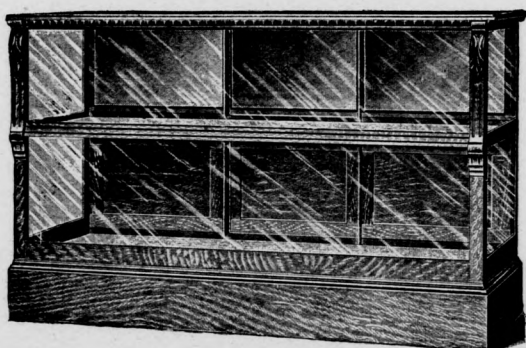
SEE QUOTATIONS



# "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

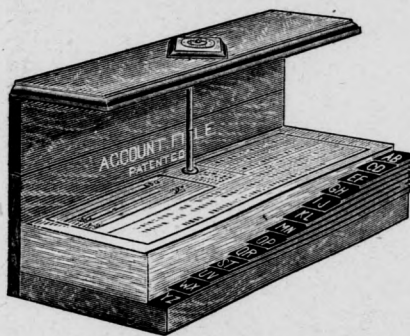


## OUR FANCY CIGAR CASE NO. 244

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

**THE BRYAN SHOW CASE WORKS, BRYAN, O.**

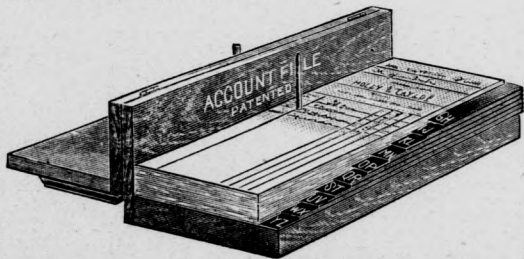
# Simple Account File



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

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

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

DARRAH BROS. CO., Big Rapids, Mich.

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$600,000.

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

### DIRECTORS.

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

## Travelers' Time Tables.

### PERE MARQUETTE

#### Railroad and Steamship Lines.

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

H. F. MOELLER, G. P. A.

W. E. WOLFENDEN, D. P. A.

### GRAND Rapids & Indiana Railway

Dec. 2, 1900.

	NORTH	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7:45am	2:10pm	10:45pm	
Ar. Cadillac	11:20am	5:40pm	2:10am	
Ar. Traverse City	1:30pm	7:50pm		
Ar. Petoskey	2:50pm	9:15pm	5:35am	
Ar. Mackinaw City	4:15pm	10:35pm	6:55am	

Local train for Cadillac leaves Grand Rapids at 5:20 p. m. daily except Sunday.

Pullman sleeping or parlor cars on all through trains.

Trains arrive from the north at 6:00 a. m., 10:45 a. m., 5:15 p. m. and 10:15 p. m. daily except Sunday.

	SOUTH	Except Sunday	Except Sunday	Daily
Lv. G'd Rapids	7:10a	12:30p	1:50p	6:50p
Ar. Kalamazoo	8:50a	1:45p	3:22p	8:35p
Ar. Ft. Wayne	12:10p	6:50p	11:45a	
Ar. Cincinnati	6:25p		7:15a	

6:50pm train carries Pullman sleeping car to Cincinnati. 11:30pm train carries through coach and Pullman sleeping car to Chicago.

Pullman parlor cars on other trains. Trains arrive from the south at 8:45 a. m. and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.

	MUSKEGON	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7:35am	2:05pm	5:40pm	
Ar. Muskegon	9:00am	3:20pm	7:00pm	

Sunday train leave Grand Rapids at 9:15am. Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

### CHICAGO TRAINS

G. R. & I and Michigan Central.

	TO CHICAGO	Except Sunday	Daily
Lv. G'd Rapids (Union depot)	12:30pm	11:30pm	
Ar. Chicago (12th St. Station)	5:25pm	6:55am	

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached. 11:30pm train has through coach and Pullman sleeping car.

	FROM CHICAGO	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5:15pm	11:30pm	
Ar. G'd Rapids (Union depot)	10:15pm	6:46am	

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached. 11:30pm train has through coach and sleeping car. Phone 606 for information.

We make a specialty of

## Pure Rye Flour

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

Olsen & Youngquist, Whitehall, Mich.

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

**Tradesman Company**  
**ENGRAVERS**  
GRAND RAPIDS, MICH.





## TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.  
Sanitary. Used the world over. Good profit to sellers.  
Order from Jobbers.

## Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers.

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

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

## BARGAIN DAY LEADERS

deserving of the name are often hard to find. If you are looking for some we would suggest that you try our



### "Special" Assortment Earthen Cuspidores

They are trade winners at 15c, but would create a sensation when offered at 10c each. Our extremely low price will enable you to do so. They are not the small size usually offered, but very large, handsomely painted in beautifully blending colors and decorated with large hand-painted flowers and leaves on body and rim. The package contains 3 dozen assorted colors and decorations and is offered at

\$2.70

H. Leonard & Sons, Grand Rapids, Mich.

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

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

WORLD'S BEST

# S.C.W.

5C. CIGAR. ALL JOBBERS AND  
G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS, MICH.

## 20000 Cords Hemlock Bark Wanted

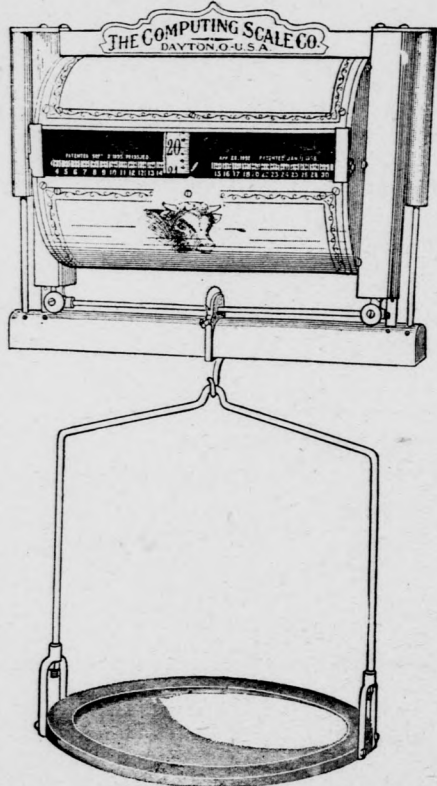


We pay cash. Write us for quotations.

### Michigan Bark & Lumber Co.

527 and 528 Widdicombs Bld.,  
Grand Rapids, Mich.

C. U. CLARK,  
President.  
W. D. WADE,  
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F. N. CLARK,  
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## 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