



## It Sheds Water Like a "Duck's Back"

We mean our "Chrome Top." It is so far superior to any other Leather Top that there is no comparison. It is **soft and pliable**, but is the **toughest leather** made and will out-wear oil grain. Where it has been used **it has displaced all other kinds** and you can't afford to be without it. In combination with **Beacon Falls Rubbers** it stands supreme. Samples sent prepaid.

**The Beacon Falls Rubber Shoe Co.,**

207 and 209 Monroe Street,  
Chicago, Illinois

Rubbers from Manufacturer to Retailer Direct.



## ....Up-to-Date....

Nobody has been able to duplicate

**Royal Tiger 10c**

**Tigerettes 5c**

A Smoker's Smoke

and until they can would it not be wise for you to **PUSH THEM** and give your trade **FULL VALUE FOR THEIR MONEY?**

**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.

BETTER THAN EVER

**Star Brand**

50 CIGAR SOLD BY ALL JOBBERS

**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.**

**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.**

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.

**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

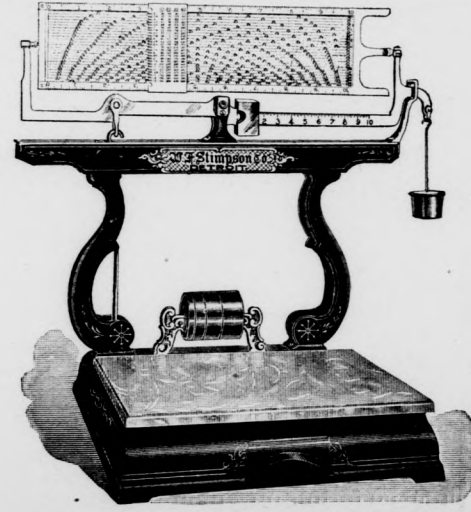
# Capital and Brains

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

## Stimpson Computing Grocers' Scale

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

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





# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MARCH 13, 1901.

Number 912

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, Mar. 28 to Apr. 2, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

## A. BOMERS, Commercial Broker.

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

### Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

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

## 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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22. Butter and Eggs.
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26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
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30. Grocery Price Current.
31. Clerks Can Secure Better Salaries.
32. The Universal Cry.

### THE YANKEE OF IT.

A story, the veracity of which no one presumes to question, has been related to the effect that during the voyage of the ark to Ararat the patriarch was hailed by a swimmer who asked for a ride. He was refused. "All right," was the cheery rejoinder, "you can go plump to thunder with your old ark. I guess there ain't going to be much of a storm anyway!"

For something over a year the management of the Pan-American Exposition at Buffalo have been engaged in realizing their ideals of what an exposition ought to be. With the World's Fair to spur them to their best and with the Paris failure to cheer them on, they are laboring with unremitting earnestness to surpass both in every possible way. Their chosen site is not to be excelled. With an unlimited supply of lake it will be easy to surpass the splendors of the White City, for Art and Experience are again in partnership and neither will be contented to reproduce what has been already admired. As a railroad center it is a by no means settled question that Chicago leads and deep-voiced Niagara only a few minutes away is asking in thunder tones if Chicago, among all the glories of her Fair, collectively or singly, had a Niagara as a crowning wonder to sound her everlasting praises!

To carry out their stupendous undertaking, from precedent and example the management had reason to believe that they would receive every encouragement from the Government. The Empire State saw no reason for refusal when sister states with far less claim for recognition had been generously aided and, with all the assurance of the vigorous swimmer in the story, she hailed the Ship of State and, without asking to be taken aboard, requested the loan of \$500,000 to help the project along. It was refused. "Very well," was the reply, "all the principal Exposition buildings are practically completed and for the most part paid for. The people of the State of New York, while not relishing the discrimination against the State, are abundantly able to carry for-

ward a work that will not only be highly creditable to that State, but to the United States and the whole New World. In other words, you may go plump to thunder with your old Ship of State, but Buffalo, in spite of you, is going to have the biggest show on earth! She is going to go ahead of the Dream City—so far ahead that her effort will be a nightmare in comparison with the fairyland that Buffalo will realize."

The Yankee has been waked up and the success that is ahead will be a credit "to the State, to the United States and to the whole New World." With that fact disposed of, it remains to be said that the spirit which met the decided setback is one, common enough in the United States, which the Old World has never been able to understand. When authority, and especially legal authority, puts its foot down that ends it. No means No and that's the end on't. The coming down of the Congressional sole upon the project elsewhere would have been a serious business. The "practically completed" Exposition buildings would have been crushed by the descending footfall, somebody would have been so much out, ridicule would have turned the thing into a tremendous laugh and the affair would have been forgotten. Not so here. Buffalo has decided to have a Fair that shall be a credit to the country. It will cost millions. That is not the consideration. That Fair is coming off at the appointed time and it will be one of the glorious events of the entire century. The Government may have refused the loan of half a million, but Buffalo happens to have a little money of her own and, if the amount asked for had been a full million, a nickel in the slot would have brought it up had it been necessary. It is not so much the money as it is the push, the will, the energy, the tact, the genius—that invincible something that makes things go. It is just "the Yankee of it" from beginning to end, the fact and the idea that will permeate the Exposition from entrance to exit. That was what made the Chicago Exposition a success. The wonders of the world were gathered from its remotest corners. With uplifted hands the visitor saw and marveled; but the greatest marvel was the spirit that found the scattered wonders and gathered them there, that could conceive and plan and execute, and finally crowd the gates with peoples from climes and countries the wide world over.

That same spirit is at work in Buffalo to-day. The "I can" and "I will" of the Yankee wit and grit have been aroused. What was planned will be carried out; and, when the affair is over and the accounts are reckoned, that same old spirit which hurled defiance at Noah and his ark will say: "Just as I said. I told you there wasn't going to be much of a storm!"

The man who aims to be good in this world may miss fire in the next.

Every bargain you pick up at an auction sale must be knocked down to you.

### GENERAL TRADE REVIEW.

The business changes during the week have nearly all been in the apparent direction of healthier conditions, promising an indefinite continuation of the present activity. Thus cotton has long been a disturbing factor in the textile trade on account of the high level it has maintained. Changing to less than 9 cents, manufacturers begin to see some encouragement for their work. A reduction in cotton is of more value than an advance in the price of goods would be, for this could only result in restricting markets.

Transportation stocks being less affected by speculative combination than the industrials is a fairer criterion of the general conditions. As a result of the continued high earnings, shares of sixty of the leading roads have advanced to an average of \$89.69, making a new high record for that class of securities. Gas and traction stocks show a still stronger advance. In the industrials the pending steel combination is the dominating factor and operations are irregular during the transition, so that the average of all leading industrials is slightly lower.

The iron and steel markets are still under the heavy pressure of demand. Of course, with this factor price changes when made are upward, but the lesson of two years ago is still fresh in the minds of operators. Minor metals are not faring so well, decline in demand, especially foreign, affecting the list.

In textiles the improved condition of cotton, as to its parity, is giving a better tone all along the line. Production is not urged as there is a heavy accumulation to be got rid of, but there is a better foreign demand and operators are much encouraged. Woolen manufacture shares in the improved feeling, although most improvement is in outing goods. Buying of the raw staple is less active in Eastern markets.

Boots and shoes continue steady and leather is well sustained, but hides are not faring as well.

Now that the period of greatest activity in butter and eggs is approaching, country shippers will soon be flooded with the circular letters of a new crop of fraudulent commission merchants which invariably matures during the spring months. The Tradesman has positive information that New York and Chicago will furnish their full quota of swindling operators the coming season and Cleveland, Detroit and Cincinnati may be expected to keep up their past reputation in this respect, although the exposure of Crawford, Tucker and Bush—and the prosecution of the latter—will have a salutary effect at the Detroit market.

Complaints come to the Tradesman regarding the questionable methods pursued by the American Queensware Co., of East Liverpool, Ohio. The concern evidently has little or no capital and, unless the merchants who have purchased goods of the house are misinformed, duplicate orders will not tumble into East Liverpool faster than the American Queensware Co. can handle them.



## Getting the People

### The Use of Language Which Has Meaning.

I have frequently referred in this department to the injurious effects of the use of extravagance in expression and the use of overstatement and I am impelled to refer to them, for they are a matter of such vital importance and of such extensive prevalence that too much attention can hardly be given them.

An overstatement in advertising is always injurious. There may be other elements of value sufficient to overbalance a moderate degree of it, or the discriminating reader may have learned to find the valuable features among the rubbish, and so the space is not entirely lost, but it would be better to leave the rubbish out.

I think the use of extravagance and overstatement is caused by either an instinctive striving after strength of expression, or an instinctive—that is unconsidered—impression that people are constantly looking for something of exceptional character. If this were true the discriminating reader would be sadly puzzled to look over many pages of the average classified magazine advertising now current. Each of four quarter pages for instance will describe the same article in terms only limited by the possibilities of language as superlatively the best. If there is any difference some of the claims must be inaccurate. Now the facts in the case are that the intelligent reader—which means the average reader—gives such expressions no consideration—they are without meaning or effect except as they cumber the space with conventional clap trap. I do not mean to say that such advertising is useless, but it would be much better and more effective with the rubbish eliminated. Or take a broadside from a department store. Every article is the most wonderful of its kind that language can describe—the most exceptional values, positively unapproachable bargains of unequalled quality. What is the use of cumbering up the space in this way when the expressions have no meaning? There is value in the advertising, if it is not wholly buried in rubbish, but how much better if the rubbish were not there. The lists of articles in which the people are interested are hunted out among the meaningless encumbrances, such definite prices as are given are a help, so the space is not entirely wasted, but it is in spite of the extravagance, not by its aid.

There is enough to be said of meaning to interest the customer. If nothing more the name of the firm and its business constitutes a valuable advertisement—a better one than when the space is cumbered by extravagance or meaningless conventionalities—but this can always be supplemented by statements that will interest. Names of articles are always good. Names of articles with prices still better. A description of the article that is most apt to be wanted, with the price, makes many sales before the customer ever enters the store. Such advertising is valuable.

When a community is educated to the proposition that an advertiser is candid and that his statements mean something it becomes possible to describe exceptional advantages in the goods offered. If he brings the largest consignment in any line it may be a matter of interest,

but he should be able to demonstrate its truth.

The day is coming when adjectives in advertising will have their meaning restored. A glance over the work of the best publicists proves this statement. Every word of such advertising has meaning. Its use is increasing and it will not be long before it will drive out the meaningless extravagance which now litters up the press.

\* \* \*

I don't think that L. E. Stauffer gave enough consideration to the fitness of things when he selected the comic stock Y for his initial. The class of trade catered to by Mr. Stauffer will not be favorably impressed by the undignified figure; there is an incongruousness which goes far to neutralize an otherwise well written and composed advertisement. I think the mentioning of more prices including the standard one for the most salable quality would increase the value. It is a mistake to name only the lowest price of a line, for it will either have the effect of bringing the customer with his ideas too low or it will have no meaning. Give the people the prices they should pay for the goods they want.

I presume G. C. Abraham's advertisement of bicycles will have effect, but it could be better. Names of wheels and prices would have added value. The printer's work would have been improved by changing place with the name and address.

Grant H. Otis either has an exceptional position in the trade or the expression "best market" has not so much meaning as a more modest one would have. "To customers only" has a humorous quality. The display is too heavy and too many disfiguring ornaments are lugged in. Definiteness of prices gives the advertisement a value in spite of many defects.

Green Bros. Hardware Co. writes an advertisement with many good features and some that could be improved. The first line has no advertising meaning. The rest is better, but too much indefiniteness prevails throughout.

Austin, the photographer, is unfortunate in falling into the hands of a printer with too much new material and not enough regard for fitness in using it. The business and wording require a light artistic display. This production is simply ugly.

F. A. Wright gives an example of a well worded announcement which has been handled judiciously by the printer. The result is a good one.

### Can You Answer These?

Here are some queries for young people who have read history:

1. Who was known as the "Daughter of the Confederacy?"
2. Who was called "The Cincinnatus of the West?"
3. Who was called "The Mill Boy of the Slashes?"
4. Who was named "The Sorceress of the Nile?"
5. Who was "Old Hickory?"
6. Who said in the midst of a great naval battle: "Don't cheer, boys; the poor fellows are dying?"
7. Who said, "I only regret that I have but one life to lose for my country?"
8. Who said, "I will fight it out on this line if it takes all summer?"
9. Who said, "Go west, young man, and grow up with the country?"
10. Who was known as "The Pathfinder?"

After he gets to be 40 a man never has any sympathy for a man who gets drunk unless he is married.



## Your Attention...

### Is Most Earnestly Invited

to our new and complete stock of ready made

### Ladies' Wrappers

We have just received a large invoice of WRAPPERS in assorted colors and with prices ranging from

### 90 cents Upwards.

Come and examine them while the stock is complete and we are confident that we can please you both in style and price.

## L. E. Stauffer.

McCall's Fashion Sheets for March now in.

## WANT A WHEEL CHEAP?

You can take your pick of our 1900 models at exactly what they cost us—we are anxious to close out our entire stock of bicycles.

**G. C. ABRAHAM.**

Near corner of Saginaw and First Sts.

### BEST GOODS AT LOWEST PRICES

CAN BE FOUND AT THE...

### NEW HARDWARE STORE

We are selling a great number of

### CROSS-CUT SAWS AND WARREN AXES

and our prices are very satisfactory to the purchasers. We have a complete line of

### Carpenters' and Cabinet Makers' Tools

of the best makes and can furnish very low estimates upon them. Call and look them over.

A full line of Farming Tools and Implements have been ordered and we are making room for their delivery in the spring.

Anything that you want at living prices.

**GREEN BROS. HARDWARE CO.**

### OUR...

## Clearing Sale Continues...

With Prices as Quoted Last Week.

IN ADDITION WE WILL GIVE

Three lbs. Best 15c Coffee for 31c.

Three lbs. Best 25c Coffee for 50c.

(To customers only.)

### Wall Paper 4c per Double Roll

AND UPWARDS.

Three lbs. XXXX Coffee 25c.

Windsor, Epatants, or Simpson's Prints 4c.

### See our 5 & 10c Bargain Counter

Of Remnants and Lots to Close Out.

THE BEST MARKET FOR...

●●Butter and Eggs●●

IN BARRY COUNTY.

## GRANT H. OTIS,

Shultz, Michigan.

### The HARRY BEEBE

**STUDIO**

134 S. Burdick St.

**HIGH ART**

**Photography**

Babies' Pictures are something we like to make.

**AUSTIN**

THE PHOTOGRAPHER.

...IN...

### NEW QUARTERS

I am now in my new location and ready to attend to the spring demand for.....

### Bullders' Hardware

Your wants will receive prompt and careful attention.

**F. A. Wright.**

Corner Store; Gardner Block, North side Main St.



# SUCCESSFUL SALESMEN.

Frank Inglis, Representing the Imperial Granum Co.

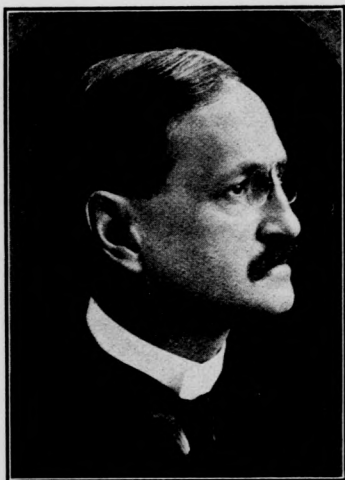
There is an old story with a moral which boyhood is given to read and which manhood after a little experience ponders, smiles at its lesson so pleasantly taught and willingly admits its truth. Its being a fable does not lessen its value, for, when maturity comes, life is looked upon as little else and the fable, like coin, is valuable because it stands for and is applicable to almost every conceivable condition. The wind and the sun wagered that each could first deprive a traveler of his cloak. The first trial was to be made by the wind, and hardly had the traveler started on his journey when the wind took him in hand. It buffeted him without mercy, but the fiercer the storm the more firmly clung the traveler to his cloak; and when the trial was over the man's skin was hardly more a part of himself than the garment the wind tried to take from him. Then the sun came out. The wind was hushed and the temperature changed. First the cloak was unbuttoned and then as the warm sun became hot and poured its beams upon the traveler's head, he halted on his journey under a tree by the roadside, took off his cloak and rested in the shade.

The wind and the sun are agents extensively engaged to-day in trade. Both are successful and both are needed to cater to the wants of their own kind of customer. Both are after the cloak, but each must follow his own peculiar methods. The hustler comes to town and forthwith the trading world assumes the aspect of a hornet-visited camp-meeting. He stirs things up. Business becomes lively. Action takes the place of indifference and, with a "Hurrah! boys!" and a long list of orders, he goes on his way rejoicing, to startle and sting the next town into life.

The sun doesn't work that way. There is no place for him to do business on the corner with a gale turning it at the rate of eighty miles an hour. He doesn't like that kind of business and he doesn't like that kind of customer and especially does he not like the class of people to whom such methods are agreeable. Gentleness is better than violence. There are green pastures of trade and still waters, and that part of the world that have a table spread for them and whose cups run over, while they are the very ones whose cloak the hustler is after, are repelled by his coarseness and rudeness and throw off their cloak of reserve only when wrought upon by gentler but more effective influences. There is an aristocracy in traffic, as there is in everything else. Somebody must trade with the all powerful four hundred and it is noticeable that those traders who also have acknowledged claims of exclusiveness, based upon education, culture, taste and ability, are very liable to cater to the cream of upper tondom's wants and wishes; and orders from that class pay. "You have only one whelp," sneered the mother fox to the lioness. "True," was the proud reply, "but that one is a lion!" So, while the sun may not bluster in the market house, the cloak he carries away with him is often of the finest texture and of the rarest workmanship.

It hardly needs to be stated here that Frank Inglis' methods are not those of the offensive hustler. He was not born so. He was not bred so. From his birthday at Detroit, May 8, 1855, to this, he has never found it desirable to play the part of the whirlwind in the

transaction of business. Educated in the excellent schools of the City of the Straits and--what is much more to the purpose--in the refining influence of the house of his father, who was ranked among the best physicians of the State, the boy began at the early age of fourteen to become acquainted with drugs. Finding soon that his acquaintance had developed into something more than a liking, he entered the employment of the long-established house of John Harvey, of Detroit, where he remained until he was ready for the next step in his career. His father, Dr. Richard Inglis, was a physician of extensive practice and the son, now in a private dispensary of his own, found his time fully taken up in filling the prescriptions which his father's patients brought him. Two years of this work went by and then, wishing to widen his commercial world and to gain a little more of its profits, he expanded his dispensary into a prescription drug store on the corner of State and Griswold streets, Detroit. At the close of the third year



he found that his health was seriously interfered with and he disposed of his business. After due time devoted to rest and recuperation, Mr. Inglis became connected with the Imperial Granum Co., of New Haven, Conn., for which house he has since been traveling.

The long period of service with a single firm tells its own suggestive story of acceptable efficiency. It tells more plainly than words can--at all events, more plainly than they often do--that it is not necessary at all times and in all places for a man to carry with him the marks of his profession. There is no loud talk of goods, of business and business methods and successes, "even where merchants most do congregate." Consciously or unconsciously, Mr. Inglis has made a success of the theory that the best day's work consists not in the largest number of little orders, but in the largest amount of a single one. One man's money is as good as another man's, but there is more profit in dealing with gilt-edged houses, as there is in gilt-edged butter. There may not be as many pounds sold, there may not be as many customers, but the profits--the main thing--are greater and there is a certain satisfaction in dealing with men who, while successful as business men, do not forget that higher life of which the most successful business returns can be only a foundation.

It would be pleasant, as it is certainly unusual, to state how thoroughly Mrs. Inglis has entered into the business ideals of her husband and heartily sec-

onded his efforts to realize them. "The daughter of a worthy line"--she was Miss Matie H. Meginnity, of Detroit--from the day of their marriage, June 6, 1877, she has added the cultured grace of the refinement to which she was born to strengthen the belief that trade is not necessarily degrading, that its gains need not bear the stamp of the parvenu and that the conversation of the drawing room is oftener brightened than made dull by the gentlemen who a few hours before were deeply engaged in business.

One son, Richard, has been born to them, a young man now a sophomore at Harvard University, who will take up the profession of his grandfather and, if predictions are verified, will take no mean place among the physicians of his day and generation. The family reside at 500 Cass avenue, Detroit. They are Presbyterians by faith.

Mr. Inglis finds his home the only club house he cares to patronize, the only organization of which he is a member being that of Masonry. Thoroughly devoted to his business and his home, he finds the one a pleasing counterpart of the other, the two making a complete and harmonious whole. May he live long to enjoy them!

## Fireproof Paper.

To render paper fireproof immerse it in a solution of ammonium sulphate, 8 parts; boric acid, 3 parts; borax, 2 parts, in 100 parts of water. After immersing, press off superfluous liquid and pass a hot iron over the surface of the paper. In manufacture on a large scale, the paper is carried, in a long band, first through the solution, from which it passes under rollers to remove surplus liquid and then under rollers kept hot by a gas flame on the inside.

## "Good as Gold" Flour Sifter and Sack Supporter

Sells like wildfire. Retail merchants make 100 per cent. profit. Every customer wants one. Write to-day for descriptive circular and prices.



The Goff Manufacturing Co., Portland, Mich.



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

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.

## Pure Lard

Our "Home Made" Brand of Lard is not packer's lard, but kettle rendered, under a patented process of slow cooling and guaranteed absolutely pure. Include a tub in your next order.

## WORDEN GROCER COMPANY

Sole Agents  
Grand Rapids, Michigan



THE PUTNAM CANDY CO.,  
GRAND RAPIDS, MICH.

Now

is the time to buy

## Easter Eggs

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

B. W. PUTNAM, President

R. R. BEAN, Secretary



## Around the State

### Movements of Merchants.

Sears—A. Crittenden, general dealer, has added a line of hardware.

Charlotte—Kinsman & DeFoe have purchased the drug stock of Frank Merritt.

Willis—Arthur Roberts has purchased the hardware stock of Jos. H. Rosenwirth.

Traverse City—Arthur Hinsdell, of Grand Rapids, has engaged in the shoe business.

Saginaw—R. H. Knapp succeeds Jacob Knapp in the cigar and tobacco business.

Romeo—Reade & Zill succeed Reade & Washer in the dry goods and shoe business.

Bay City—Feingarten & Jacobs succeed Jos. R. Feingarten in the retail book business.

Shelby—C. W. Fisher & Son is the style of the new drug firm which succeeds C. W. Fisher.

Hanover—Myron Thompson succeeds M. Thompson & Son in the hardware and grocery business.

Dowagiac—E. E. Alger & Co., dealers in groceries and produce, have sold out to Cooley & Hamblin.

Chesaning—There are five shoe stores at Chesaning, Otis Bettis being the latest addition to the colony.

Flint—Gonderman & Almroth succeed W. J. Gonderman as proprietors of the New York racket store.

Negaunee—The general stock of Thos. M. Wells has been purchased by the Negaunee Co-operative Society.

Escanaba—H. W. Coburn has removed his drug stock to his new store building at 612 Ludington street.

St. Ignace—M. D. Goldman, salesman in the dry goods store of J. H. Steinberg, has been admitted to partnership.

Clarion—A. A. Kemano has sold his stock of general merchandise to W. H. Ransom, who has consolidated it with his stock.

Saugatuck—E. L. Leland & Co. is the name of the successors of Russell Taylor in the mercantile business at this place.

Cheboygan—John H. Clune has purchased the hardware stock of the late Capt. John R. Clark, the consideration being \$1,100.

Whitehall—The boot and shoe firm of Haseltine & Veal has been dissolved, A. W. Veal retiring. The business will be continued by J. C. Haseltine.

Jackson—C. R. Loucks has resigned his position with the dry goods and clothing firm of Glasgow Bros. and has purchased an interest in the Jackson Hat Co.

Bay City—Reinhold Johnson, clerk in the grocery department of the Bay City Great Cheap store, will open a grocery store in the Norrington block March 20.

Lansing—A. M. Birney, grocer, baker and confectioner, has sold out to his brother, J. E. Birney, and engaged with Dwyer & Vhay to represent them on the road in the Thumb country.

Hamilton—John Michmershuizen, salesman in the retail department of P. Steketee & Sons, of Grand Rapids, and his sister, Mrs. R. B. Vos, will open a general merchandise store here April 1.

Kalamazoo—Jacob B. Lehman has re-engaged in the shoe business at this place, locating at the corner of Exchange place and South Burdick street.

The new quarters will be remodeled into an up-to-date shoe emporium.

Lansing—L. H. Saunders is placing a stock of boots and shoes in the store building at 222 Washington avenue north. George Armstrong will occupy a portion of the same building with his stock of musical instruments and supplies.

Battle Creek—Marr & Duff, for the past fifteen years engaged in the dry goods business at this place, have dissolved partnership, E. D. Duff selling his interest to his partner, John Marr. Mr. Duff will engage in business in California.

Ypsilanti—W. E. L. Smith, formerly clerk in the drug store of F. A. Hodges & Co., of Hillsdale, but more recently with the drug firm of Morford & Hyzer, of this city, has purchased the interest of Mr. Hyzer. The new firm is known as Morford & Smith.

Clarion—Josiah Hufford, formerly in the employ of W. H. Ransom, dealer in general merchandise at this place, has formed a copartnership with Samuel Younce, dealer in flour and feed. A line of groceries will be added. The style of the new firm is Hufford & Younce.

Battle Creek—David B. Henning has purchased what is known as the old Thompson corner, occupied for years by the grocery stock of the late C. R. Thompson. It is located at the corner of East Main and Monroe streets and has 47 feet frontage. He will immediately begin the erection of a six-story block. Mr. Henning is also owner of the Battle Creek gas plant.

Lake City—Ardis Bros. have purchased the general stock and business of their uncle, Robert Ardis, of McBain, and will take possession at once. Sim. Ardis will go to McBain and take charge of the business there, while Will will continue in charge of the Lake City store. The failing health of Mr. Ardis, of McBain, makes it necessary for him to go out of business and he will remove to his farm in the spring.

### Manufacturing Matters.

Coldwater—Adams & Davis have sold their lumber business to the Legg Lumber Co.

Athens—Reppert Bros. have commenced the manufacture of fleece lined canvas gloves.

Detroit—The style of the Boyer Machine Co., manufacturers of pneumatic tools, has been changed to the Boyer Machine Co., Limited.

Caro—The Howell & Spaulding Co. succeed Howell & Spaulding in the manufacture of steel horse collars.

Ovid—The Maple River creamery and egg business have been sold to A. M. Smith & Co., of Boston, who will begin operations April 1. Geo. E. Brokaw, who has been superintendent of the factory for the past eight years, has been engaged as manager.

Pontiac—The Pontiac Leather Supply Co. is the name of a new organization here. The incorporators are J. A. Linabury, President; C. H. Linsbury, Secretary and Treasurer; Carl Harger, Manager. Messrs. Linabury were formerly interested in the Palmer Supply Co.

Detroit—Articles of association have been filed incorporating the Epicure Baking Co., under a capital stock of \$10,000, \$2,500 of which is already paid in. The following have subscribed for 50 shares each: John Tilley, Joseph E. Brill, Charles V. Dobson, Albert J. Richards and C. Leitheiser.

Flint—The Flint Foundry & Machine Co. has been organized with a capital stock of \$5,400, of which \$3,000 is paid in. The stockholders are H. G. Royce, of Saginaw; Joseph E. Crossley, of this city; Herman Kreit, and G. E. Thompson, of Detroit. All hold 90 shares, except Mr. Crossley, who holds 180 shares.

Marine City—The Marine City Sugar Co. completed the season's run on March 6. The concern cut up 12,500 tons of beets and made 1,500,000 pounds of the finest quality of sugar. The output was about 1,000,000 pounds short of the amount anticipated. The full amount of acreage is already secured for the coming season.

Sault Ste. Marie—The Northwestern Leather Co., the Soo's leading industrial concern, is planning extensive additions to its plant. Work will be undertaken as soon as the weather will permit and \$40,000 will be expended. Another story will be added to the currying shop, making it five stories high. An addition of fifty feet to the east end of the building will have to be carried to the same height. Two new steel boilers will be put in and the vat room will be extended so that 490 new pits may be added. Several new machines will be placed in the currying shop and finishing room. The company also contemplates the erection of twenty or more cottages the coming summer.

### The Boys Behind the Counter.

Ishpeming—John Eman has taken the position of manager of the grocery department of F. Braastad & Co. Mr. Eman has been manager of the Scandinavian Co-operative store for some time past.

Escanaba—Irving McEwen has engaged with Henry W. Coburn as prescription clerk.

Kalamazoo—E. L. Harris, who was formerly engaged in the grocery business on Main street, has taken a position in the grocery store of R. H. Buckhout.

Carson City—F. P. Smith concluded not to take a position in St. Johns, but went to Flint instead to work in a meat market. Arthur LaDue took the St. Johns position.

Belding—Ed. Peck, who left here about a year ago to take a position with the grocery house of Lamb & Spencer at Charlotte, has returned and engaged with the W. S. Canfield Co.

Nashville—Charlie Green has resigned his position at the store of T. A. Welsh, and gone to Charlotte to take a position in the dry goods store of A. D. Baughman.

Clarion—Robert Regan succeeds Josiah Hufford as clerk in the general store of W. H. Ransom.

The idea of making the West Point and Annapolis academies the basis for military and naval close corporations is all wrong, and, if persisted in, will bring down a great deal of public displeasure upon themselves. The Americans are a fighting people, and they should be given every proper opportunity to develop their ability in the public defense. Moreover, they are entitled to it. There is no royal road to the Chief Magistracy of the Republic. There can be none to the command of the army and navy. Let it go to the most worthy.

Peter Jasper has removed his grocery and hardware stock from the corner of Coit and Palmer avenues to 117 Plainfield avenue.

### Broken Promise and Possibly Fraud, but Not False Pretenses.

Ashley, March 12—Being a subscriber to your valuable journal, I take the liberty to ask you a question.

A. came to B., a merchant, and said, "I am at work on the railroad section and want to get some goods of you and I will have the foreman on pay day go in the pay car, draw my pay and pay you, as I don't expect to be here then."

When pay day came he went in the car and drew the money himself and refused to pay me. Have I any redress? Can he be arrested for getting goods under false pretenses? Please reply in Tradesman and you will confer a favor. Subscriber.

The man can not be arrested for obtaining goods under false pretenses unless he made a false statement regarding the amount of wages actually due him at the time or claimed to have property which subsequent investigation proved he was not in possession of at the time he made the statement. The man simply didn't keep his promise and can therefore be sued in justice court on a civil action for debt. If he does not satisfy the judgment, his wages can be garnished.

If the merchant could show that the man intended to break his promise at the time the goods were purchased—a difficult thing to do, by the way—he could be charged with fraud and arrested on a capias, which would give the storekeeper the satisfaction of keeping him in jail until the judgment was satisfied by paying his board.

### Hides, Pelts, Furs, Tallow and Wool.

The hide market shows more firmness and is steadier. The demand is good and holders are selling freely. No change is looked for.

Pelts have accumulated. The demand is slow and at lower values. Offerings are large, without takers except at a concession of price.

Furs are weaker and prices have declined materially. The collection is small.

The tallow market is weak at a decline. Offerings are not large, but takers are not plenty or anxious.

Wool is selling in more volume at a decline in price. Many holders are anxious to realize and clear their lofts, taking their inevitable loss. Some lots have gone out of the State during the past week and other lots will be shipped on consignment. The coming clip will bring a low figure, as there is nothing in the outlook to advance prices.

Wm. T. Hess.

The example of Oneida county, N. Y., in the employment of prisoners in road building should be followed by every other county in the country. Not only jail prisoners but penitentiary prisoners should be put to work improving the public highways. In most of the jails and penitentiaries there is nothing for the prisoners to do and idleness produces evils worse than those that come from any other cause. Wherever possible the prisoners should be employed in helping along the era of good roads. It is the one industry in which prison labor may be employed without raising the cry of unfair competition with other labor. The system inaugurated in Oneida county has proved very satisfactory. It has had a good effect upon the criminal element. They dread jail sentences when they know they are likely to be called upon to toil on the public highways and they learn to conduct themselves in such a way as to render themselves free and independent.



## Grand Rapids Gossip

## The Produce Market.

Apples—The apple situation is steadily improving. Stocks are getting into smaller hands. Movement to the country has been good at higher prices than the previous week. Russets, Baldwins and Ben Davis have advanced to \$3.50 @4 per bbl.

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

Beans—Market has just about held its own. Offering just about sufficient to supply demand, without any stiffening in prices. Imports continue large, 13,700 bags having arrived at New York last week. The Eastern market has broken under these receipts.

Beets—\$1 per bbl.

Butter—Creamery is in moderate demand at 22c. Dairy grades range from 14 @ 15c for choice roll down to 11 @ 12c for packing stock. There is no accumulation of stock whatever.

Cabbage—Home grown commands \$1.75 @ 1.90 per 3 bu. bbl.

Carrots—\$1 per bbl.

Celery—California white plume has declined to 65 @ 75c per doz. bunches.

Cheese—Stocks of cheese are small. There is very little old stock, and what is here is selling at high prices. But very few makes are now to be had at the factories. It will be at least two months before new cheese will be in market.

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

Eggs—Local dealers are endeavoring to hold the price steady at 14c, but will probably be compelled to drop down a peg before the end of the week. Country merchants should remember that Grand Rapids is paying above the parity of other markets and get their paying prices down as close to 10c per doz. as possible.

Grape Fruit—Grape fruit is getting a wonderful start in Florida. A few years ago the man who was about to go into the business of raising oranges and grape fruit would set out 25 per cent. of his land in grape fruit and 75 in oranges. But the proportion is different now. The public has developed a taste for the big fellows which, hanging from a tree, look as big as pumpkins.

Grapes—Almeria grapes have advanced another \$1 per barrel on strictly fancy pink stock, which is very scarce and will soon be entirely out of the market. Inferior stock is 50c a barrel higher.

Green Onions—15c per doz.

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—Messina 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 pound for leaf.

Limes—\$1.25 per 100; \$1 @ 1.25 per box.

Lima Beans—7c per lb.

Onions—The market is strong at \$1.50 per bu. for home grown. Bermudas command \$3.25 per crate.

Oranges—Californias fetch \$2.50 for the larger sizes and \$2.75 for the smaller sizes.

Parsley—40c per doz. bunches.

Pieplant—10c per lb.

Potatoes—The market is in better shape than a week ago and prices are slightly higher.

Poultry—The demand has been enough to clean up all arrivals, and good stock brought high prices. The market for dressed poultry is decidedly firmer for all kinds. There is also a good demand for all nicely dressed fresh killed stock. Local dealers pay as follows for dressed: Spring turkeys, 11 @ 12c; old, 8 @ 9c; spring chickens, 10 1/2 @ 11 1/2c; fowls, 10 @ 11c; spring ducks, 11 1/2 @ 12 1/2c—old not wanted at any price; spring geese, 9 @ 10c—old not wanted. For live poultry local dealers pay as follows: Chickens, 8 @ 9c; medium and small hens, 7 @

8c; large hens, 6 1/2 @ 7c; young turkeys, 9 @ 10c; old turkeys, 8 @ 9c; young ducks, 9 1/2 @ 10 1/2c.

Radishes—25c per doz. bunches for hothouse stock.

Seeds—The demand is beginning to increase. Jobbers hold prime timothy at \$2.75 and clover seed as follows: Medium, \$6.25 @ 6.75; mammoth, \$6.50 @ 6.75; alsyke, \$7.50 @ 8.

Sweet Potatoes—Kiln dried Jerseys command \$3.50.

Squash—2c per lb. for Hubbard.

Strawberries—40c per quart.

Turnips—\$1 per bbl.

Veal—Local dealers pay 7 @ 8c.

## The Grain Market.

Wheat has ruled very steady. A slight advance was noted during the week. Prices for cash and May option closed the same as one week ago. May option in Chicago was 75 1/4c. The market has been in a waiting mood for the Government crop report, or, rather, the report of what wheat was held by farmers. The final report was 128,000,000 bushels, against 158,000,000 bushels last year, a difference of 30,000,000 bushels less. The report seems to be doubted, as it is claimed that the figures are overestimated. Michigan, Indiana, Ohio and Illinois, or the winter wheat States, are bare of wheat, while North and South Dakota and Minnesota are likewise short—so much so that seed will have to be shipped into the interior from Minneapolis. We look on this showing as rather favoring holders. Notwithstanding that farmers' deliveries were of fair size, owing to the good roads, also on account of the farmers selling wheat to save paying taxes on same, still the visible showed a decrease of 1,342,000 bushels, leaving the visible at 55,893,000 bushels, as against 55,608,000 bushels at the same time last year. As stated before, this large visible will soon be a thing of the past.

Corn showed another increase of 1,253,000 bushels, leaving the visible at over 21,000,000 bushels, or about the same as last year, while the price is about 4c higher than a year ago.

Oats were a trifle higher, with a large visible of 10,838,000 bushels, against 6,404,000 bushels at the corresponding time last year, which confirms our opinion that the price is too high, compared with wheat and corn. While the visible is nearly double, the price is 2c higher than last year.

Rye is flat and there is no trading in it of any consequence. There are more sellers than buyers and no material change can be noted in the price.

In flour there is more enquiry. Prices are very steady. The millers are running their usual capacity.

Mill feed has advanced 50c a ton, owing to the large demand, which seems to be gaining. There will probably be no change in this until there will be pasturage for the cattle.

Beans appear to be selling somewhat lower, probably owing to the large imports from Germany, as they can be imported for less than present prices. The market to-day closed at \$1.80 for March and \$1.78 for April—hand-picked beans.

Receipts of grain were as follows: 48 cars of wheat, 16 cars of corn, 4 cars of oats, 2 cars of flour, 5 cars of beans, 4 cars of hay, 6 cars of potatoes.

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

Adrian Kik has engaged in the grocery business at 25 West Leonard street. The Ball-Barnhart-Putman Co. furnished the stock.

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

## The Grocery Market.

Sugar—The raw sugar market continues weak and prices show a further decline, 96 deg. test centrifugals now being quoted at 4c. Purchases, however, have been rather light, as refiners apparently have fairly good supplies on hand and are not anxious buyers. In sympathy with the raw sugar market the refined market is weaker also. On the 8th the National Sugar Refining Co. reduced its list prices 10 points and on the next day an additional 15 points and the other refiners 25, thus bringing all down to the same basis. As raw sugars will probably not decline much, if any, lower, we think that refined sugar is a good purchase at the present basis and the general opinion is that it has now touched bottom. The stock held in dealers' hands throughout the country is light and a large demand is expected at the present basis.

Canned Goods—While the entire canned goods market is not as active as it usually is during the first half of March, yet there is a feeling of security among holders, as they think there must be a reaction before long. It is a certainty that they are losing money on almost everything they sell and just so long as any industry is showing a loss, it is certain sooner or later to react. There seems to be a slightly firmer feeling in tomatoes, but yet a good many people take a very gloomy view of the future. It is true spot tomatoes do not advance, notwithstanding the enormous consumption since last September, and it is equally true that the stocks held by all large jobbers are insignificant when compared to their holdings at this time in previous years. The corn market is considerably stronger and we think that this article now has a tendency toward higher prices. There is some enquiry for the better grades of peas, but to do business sellers are obliged to make substantial concessions. There is nothing new to say about futures. No one can tell what the coming crop will be, nor will any of the packers venture to make prices in the present unsettled condition of the market for the raw material. String beans are quiet, with light demand and no change in price. There is nothing of interest yet in the pineapple situation. No prices have been made for the new pack except by one house who are agents for Johnson's pineapple, which is packed in the Bahama Islands. The crop is said to be in excellent condition. There has been some demand for peaches at previous prices, but the orders have been mostly for small lots. Oysters are rather scarce and in good demand, but prices remain unchanged. The Seacoast Packing Co. has reduced the price of 3/4 mustard sardines and they are moving out quite well at the reduced price. While the pack of 1/4 oils in 1900 was unusually small, the fish ran large enough to pack an ample supply of 3/4 mustards, which heretofore have not been moving out very well, hence the decline in price. In addition to its advance of \$1 on 1/4 oils reported last week, the Seacoast Packing Co. announces that a further advance of 50c will be made on March 15. It claims that stocks of 1/4 oils in the hands of packers, commission merchants, jobbers and retailers are smaller than they have been at any time during the past ten years and it is feared the stock of 1/4 oils in first hands will not last more than 60 days.

Dried Fruits—Trade in dried fruits is slow, except for prunes, for which demand continues active and encouraging for nearly all sizes, 50-60s being the firmest on the list, while 60-70s and 90-100s are also in good demand. Raisins are quiet and easy, with practically no demand for any kind. Apricots and peaches are both quiet, with but small demand. Currants are meeting with a small demand at unchanged prices. Figs are in better request and stocks are reported steadily diminishing. March being one of the best of the spring months for the consumption of figs, dealers say that should the present demand continue, it is probable existing stocks will be well cleared by the beginning of April. Fard dates are 1/2c lower. Stocks are heavier than generally is the case at this season. Importations of Fard dates have been rather larger than in previous years and, on account of the lateness of arrivals during the fall months, a period of consumption was lost, the result being that existing stocks are more than usual at this season of the year and prices are lower—in fact, less than have been seen in many years—and practically the lowest known in the history of the trade. At the present level, a large consumption is expected during the present month. Evaporated apples are dull and easy.

Rice—The rice market continues decidedly strong. The regular heavy spring demand has apparently commenced, as heavy purchases have been made during the past week. If this demand continues, higher prices will rule.

Tea—The tea market continues rather quiet. Market conditions are rather disappointing, as the anticipated renewed demand has not yet materialized. The trade is still disinclined to anticipate future wants. Stocks show no material decrease, but, despite this fact and the low prices ruling, holders remain confident and are not pressing supplies for sale, and most grades rule steady.

Molasses and Syrups—The molasses market is very strong, particularly for the lower grades, which are in light supply and show an advance of 1/2c. Owing to the small spot stock, dealers are very confident and will not shade prices at all. There is a good demand for corn syrup at previous prices.

Fish—The fish market is very strong and there is a slight advance on codfish. Fish of all grades are very scarce and in good demand.

Nuts—The demand for nuts is light. Some grades of walnuts are a little higher. Almonds are unsettled, owing to the uncertainty regarding frost abroad. Peanuts are in fair demand, with no change in prices.

Pickles—The pickle market is very firm because of the heavy early spring demand and the small visible supply. We would advise keeping a good stock on hand as prices are liable to show another advance very soon.

Local meat dealers are not at all pleased over the attempt of the Michigan Butchers' Protective Association to secure the enactment of House bill No. 676, providing for the closing of all meat markets on Sunday, except during the months of June, July August and September, when it shall be lawful to keep shop open until 9 o'clock in the morning. The grounds for opposition to the measure are that the proposed enactment is considered to be a step backward, instead of a step forward, inasmuch as there is now a law on the statute books requiring all classes of stores to suspend business on the Sabbath, which can be enforced wherever public sentiment is strong enough to sustain the officers of the law.



## Village Improvement

Some Results of the Village Improvement Society's Work.

Something over twenty years ago there was a great deal of interest excited all over the country by an article on "Village Improvement Societies" from the pen of J. G. Holland. Every part of the country responded to it, seconding the idea and asking for information in regard to organization and methods of work. What has been done in these lines can not now be accurately stated, but from facts which are constantly appearing it is evident that no failure has been recorded where intelligence has been heartily at work and where prudence exercised due caution, not looking forward to early and over-flattering results. It took six good days' work to create "the world and all that therein is" and wisdom wisely foresaw that it would take humanity a much longer time to improve a little corner of it when humanity had to contend not only against nature but against that part of humanity who had purchased control of so much of nature as a certain number of certain village lots covered. Time, it was early foreseen, would be an element entering largely into every calculation, while patience, at the ordinary and extraordinary display of human nature, would be an attribute needed in season and out of season for keeping the Society machinery at work with the least possible friction. As a whole it is safe to conclude that satisfactory results have been generally secured and that some of these are well worth dwelling upon:

The first to appear have been those of a physical nature, and this department has been glad to record them. Pen and engraving have both been depended upon and both have told pleasing stories. The mental and moral results come more slowly. It takes time for the beautiful to be absorbed—longer for it to become a controlling part of the organized whole, and until that change takes place there can hardly be said to be any change.

The Society's experience has been the common one: hard work, with little to encourage and still less to help. A band of brave hearts were at the helm, however, and kept the frail bark true to its course. The village had grown beautiful under their control in streets and walks and yards. The life of the villagers was toned up and the better condition of things had made its appearance in many other ways. The church choirs organized a musical society. The school master, who had been the choice of the Improvement Society, "got up" a "Literary" and was already at work with a reading circle. The church circles combined and, having something besides their grievances and their neighbors to talk about—they were all present!—they began to feel a neighborly interest in one another which before had been foreign to them. Harmony had driven out discord and prosperity reigned.

At this point the Society was surprised one Saturday afternoon to receive a visit from a farmer's wife, whose home was five miles away. She had all the features of her class: the lingering evidences of youthful beauty, clinging still to the thin, colorless, careworn face; a pair of frail looking hands that were daily doing the work of two pairs without a murmur from their still ambitious owner; garments whole and

clean with here and there a womanly touch showing that she still "knew how" and was determined not to give up yet; but what went straight to the hearts of the Society officials was the longing after something better in her hard daily life that looked out from every feature and appeared in every movement. With her came a boy of 12 who had received without question his mother's oval face and black eyes and hair, and had something of the patrician in his bearing that hinted strongly of a worthy ancestry. Might she enroll as a member of the Society and as a member would she have much to do? Farm life for women had little leisure, but, for the sake of being in touch with the world outside, on the children's account as well as on her own she would—she must—manage some way to accomplish her purpose. "It is very lonesome on the farm," she said, "and unless there is something else to think of one soon settles down into working and eating and sleeping like the rest of the animals, and that isn't human living. Being a member may give me a little more to do, but if it gives me more strength to do it we shall all of us be so much the better off. You may not know it, but, now that the improved road has reached our farm, the weather, bad as it is sometimes, need not prevent our coming to the village, and knowing that we can come will make it seem less like utter isolation when we conclude to stay at home. Now the children can get the benefit of the reading room and what there is of the library and my husband, who has a good voice, can join the musical society. Church going can again become a settled thing and the farm life will be no longer the dreadful living it has been for so long. Unless one has tried it he does not know how utterly desolate the hard, grinding life on the farm can be!" and then the old tired look came back to the eyes that had brightened as the farm woman spoke.

If the chronicle is correct this circumstance took place ten or twelve years ago. The Improvement Society not only heartily welcomed the farmer's tired wife as a fellow member, but made it a point to see what could be done to bring her back to the old life which, it was easy to see, she once had been living. They called at the farm, and so brightened the life there, and they insisted that her husband, "just as he was," should come in and see them. They found him, like his wife, early going to seed because there was nothing in the life he was living to prevent it. They invited both "to tea" in town and urged, if it could be arranged, that they should spend the evening. A few neighbors came in and when the evening was over and the guests were homeward bound the farmer had secured a new lease of life and the happy little woman at his side had a light in her eyes that strengthened the resolution in his heart to get up to date as soon as possible and to keep there. There might not be quite so much money in it, but there was much more life—real, genuine life—in it, and is not the life more than money? He began to take better care of himself and of the children. He looked after the comfort of them all more carefully. He found means to bring the water into the kitchen and so save the daily drudgery of drawing water. He rigged up something which answered the purpose of a bathtub and so little by little the conveniences of life came from the village

to brighten the farm and lighten its labor.

The result need not be given in detail. There was just as much work to be done—maybe more—but for all that the weariness that once drove them to bed at nightfall drove them there no more. Something had come in to break it up. A magazine, a newspaper, a bit of music, a friend from the village had driven over—there was always something now to prevent the following of the chickens to bed, and sleep was found to be much sweeter after the mind had been given a little rein. Whoever is at all familiar with farmers knows that this did not remain a single instance. Others did the same. The good road made communication easy and the farmers, finding out how much they had lost, seemed determined to make up for it. There was more neighborliness among them. The women were found oftener in each others' houses. There was less hurrying home "to do the chores." Organs and pianos ceased being a novelty in the farm houses and many a plump white hand which was busy with the dishes and the butter in

the morning showed some skill with the keyboard in the afternoon and evening. With the making of that road the nature of the neighborhood seemed changed. It was changed. Before that the boys and young men played ball all day Sunday. They were rough and coarse and uncleanly. They thought it manly to smoke and swear and fight. A fellow who brushed his hair and cleaned his finger nails was a dude; but with the coming of the road the old passed away and real civilization began. The change did not come all at once and it was not rapid; but it was sure—a fact which is written here for the encouragement of any aspiring Village Improvement Society.

When a man approaches you and begins telling how honest he is, hold your hands on your pocketbook.

## 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.

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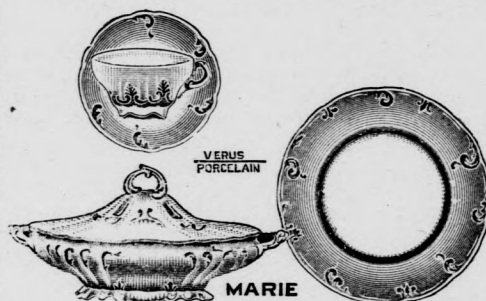
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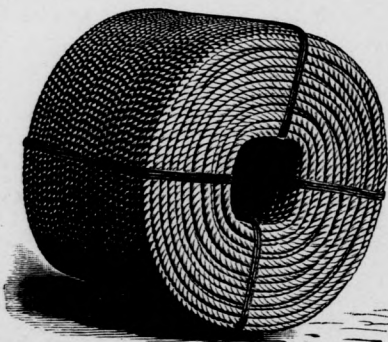
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Importers and Manufacturers' Agents for Crockery, Glassware and Lamps  
112 Monroe Street, Grand Rapids, Mich.



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



# GIVING GOODS AWAY.

## The Wise Merchant Sells His Goods at a Profit.

There was a merry war in the sale of men's hose last week between two rival men's clothing and furnishing dealers in Holyoke, Mass. It seems one firm started a special offer at nine cents a pair at the time that the other put out a special line at ten cents a pair. No. 1 promptly reduced the price to eight cents a pair and No. 2 went one better at seven cents. There were one or two more reductions and suddenly one dropped the price to one cent a pair. This was followed by a reduction to two pairs for one cent, which was met by the rival firm, and for quite a time the stores were crowded with purchasers of hose at two pairs for one cent. Finally the stock became pretty well run out and both signs were withdrawn and men's hose took the normal prices again. There was much waving of stockings by happy purchasers on the street corners during the fray and much excitement prevailed.

The above clipping from an Eastern daily paper affords an illustration of the policy pursued by some traders. No wonder purchasers were jubilant! But how about the merchants? Was the satisfaction in having met a rival halfway in a piece of rank foolishness sufficient to make up for sacrificing even the smallest item of merchandise at such ruinous prices? This sort of thing is not merchandising. Anyone can give away goods, but it is not necessary to pay store rent and clerk hire to do so. If a man desires to be a philanthropist, well and good, but why go to the expense of maintaining a place of business in order to carry out his charitable ideas? A dry goods box in an alley would serve as well, and the money that the generous merchant spends to run his store could be used to purchase more goods to give away.

Seriously, though, what excuse is there for cutting prices in such a ridiculous manner? It can not even be considered good advertising, for when a run is started by two concerns at the same time on some special article, as in the case referred to above, the effect of the low prices is lost, because one store advertises its competitor as much as it does itself. True, the sensational sales may fill the stores for a time and purchasers may fall over each other in a frantic effort to secure the bargains, but are these the class of customers a merchant can depend upon for his regular business? If these sales do not serve as good advertisements, then of what value are they? Of course, the fundamental idea is not to be outdone by a rival even if you do lose the profits on a day's business. The idea is not good business.

It is well enough to keep your eyes on your competitors, but it is never wise to utterly ignore the profit side of the ledger because some other fellow is willing to forget there are such things as profits. In any business it is necessary for the dealer to make a reasonable profit, and the buying public is aware of the fact. Then, why is it some retailers will persist in trying to sell goods below cost merely to gratify a sense of rivalry? If a competitor wants to sacrifice his merchandise and his profits at the same time, let him do so. He will get tired of it in time and the bargain hunters, who may have crowded his store when they could get something for nothing, will cease to come when the tempting prices are no longer used as a bait. Endeavor to popularize your establishment by some more enduring method than ruinous prices. For in-

stance, have your store known as the one where clerks are always polite and attentive, where things are never misrepresented, where the man who wants a collar button receives as much attention as the one who purchases an expensive suit, and where, if a purchase is made, the buyer feels that his trade is really valued. Let it be known that you will gladly make an exchange or refund the buyer's money in case he is not satisfied, and, in fact, have your customers know that you are in trade to cater to their wants, and you will be doing business long after the price cutter has taken advantage of the bankruptcy act and is remembered only for his folly.—Apparel Gazette.

## Pillsbury's Recipe for Success.

John S. Pillsbury, founder of the Pillsbury flouring interests at Minneapolis, when asked to give the secret of the large measure of success which he has achieved, itemized the ingredients as follows:

1. Have a definite object in view. Having this object, study it closely and continuously on all sides. Day by day enlarge your own horizon by reading.
2. Good judgment is imperative; study men's failures no less than their successes.
3. Be polite to all men, no matter how great the provocation to be otherwise; good manners are indispensable.
4. Earn your money before you spend it; success can not come to the man who does not live within his means.
5. Turn your glass down at the banquet; drink no intoxicating liquors of any kind as a beverage.
6. Keep your personal habits pure; keep good company and see that the company is good before you keep it.
7. Avoid temptation; if you see it coming, don't invite it on, but run from it.
8. Be kind to those in trouble; if you can't help them with money, give them a helpful word, anyway.
9. Never speak evil of any one.
10. Save when you are young and spend when you are old.
11. Duty, truth and honor yield the greatest satisfaction; be absolutely honest in your dealings with all men.

## You Will Never Be Sorry

- For living a pure life.
- For doing your level best.
- For looking before leaping.
- For being kind to the poor.
- For hearing before judging.
- For thinking before speaking.
- For harboring clean thoughts.
- For standing by your principles.
- For stopping your ears to gossip.
- For being generous to an enemy.
- For being courteous to all.
- For asking pardon when in error.
- For being honest in business dealings.
- For giving an unfortunate person a lift.
- For promptness in keeping your promises.
- For putting the best meaning on the acts of others.

## GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3.

Suitable for offices and stores as well.

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

## The Lamp from a Hygienic Standpoint.

From an editorial in the New York Journal of Health, March 1, 1901.

Recently the editorial management of the New York Journal of Health made a series of exhaustive scientific experiments with a score or more of the leading lamps offered for sale with a view to determining their effects upon the optic nerves, their inclination to fatigue the eyes, and, in fact, the relative advantages or disadvantages of each. Having concluded such examination we are in a position to make an unbiased report which will be of service to every housekeeper who desires to protect the eyesight and health of everyone in the home. Our investigations showed conclusively that the lamp offered by the Pentone Gas Lamp Company, of Grand Rapids, Michigan, more fully meets all hygienic requirements than does any other lamp coming under our observation, and its superiority in every health feature has been so thoroughly demonstrated that we have no hesitation in assigning it to a position of pre-eminence. While affording a clear, steady and brilliant flame the Pentone gas lamp does not dazzle the eyes as is so commonly the case with other lamps, and one can read or study longer without any symptoms of eye-strain than was found to be possible with any of the other lights. Again, no offensive or unhealthful odors come from this lamp, it can not possibly explode, and is, indeed, thoroughly hygienic in every respect.

We have frequently referred to the injuries to eyesight caused by some of the extensively advertised mantle gas-lights, and condemned their use. All such dangers can be avoided by using the Pentone lamp, which is free from such objections.

Pentone Gas Lamp Co., 240 S. Front St.,  
Grand Rapids, Mich.  
Near Fulton St. Bridge. Bell phone W. 595.

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.

## 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.

## 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.

## We want you

to write us for any kind of boxes you need.

Kalamazoo Paper Box Co.,  
Kalamazoo, Mich.



## 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.



## 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.





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 13, 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 March 6, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this ninth day of March, 1901.

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

#### THE SMOOTH STRANGER.

There is no more common subject for general ridicule than the unsophisticated countryman who falls into the hand of the city sharpers. The rural "Reuben" is made the butt of jokes in daily newspapers and he is a common topic for the pictorial humorists of the comic weeklies, and when the police court reports show up with their almost daily discomfiture of the hapless "hay-seeds" at the hands of the city swindlers, everybody is ready to repeat the threadbare adage that a sucker is born every minute in the year.

But how about the city men who are supposed to have reached the height of shrewdness and are acquainted with all the tricks of those who practice sinful games? They are monuments of worldly wisdom, the bankers and large merchants of cities, and yet they are as wax in the hands of the "smooth stranger." This individual always comes in the guise and garb of a man of business. He seems familiar with the phrases in vogue among financiers and can converse in the jargon of commerce. A few minutes spent in the private office of the capitalist or a brief conversation over the counter of the merchant are enough, and the pleasant visitor departs with his pockets full of money which was secured without his being required to show any credentials or to present an indorser.

A local customer, before being granted credit, would have been required to put up collateral, or some other form of approved security, but the "smooth stranger" goes through the marts of business, swindling right and left, touching only capitalists and prominent commercial concerns, and he, or some representative of his class, does this successfully every day, somewhere, and the depredations of these wonderful robbers are carried

on from New York to San Francisco, and from Chicago to New Orleans, and seldom is any man of business too shrewd to be proof against their wiles.

The "smooth stranger" is not a new-comer. He is as old as commerce itself. He has operated in every age and every country, and the ill-gotten gains abstracted by him from his willing victims in all the vast period in which he has been operating would aggregate, if it were possible to take account of them, more millions than could be figured up with nine places of numerals; and the business will still go on.

The victims of these sinful games are not the blockheads and stupids of business. They are, on the contrary, the brightest, the shrewdest and the most successful men in trade and finance. The only explanation of their surrender to the wiles of the "smooth stranger" is that they are hypnotized, mesmerized, for the hypnotic power was first brought to public attention by the German psychologist, Mesmer, and was for a long time called after him. The ability to hypnotize, to control the minds of others, to compel them to think and see and feel as the operator wills, is undoubted. Fortunately there are few who possess it, or at least know how to use it. Every successful confidence man or woman is, without doubt, the possessor of more or less of that sort of power, and that is the secret of the ability so successfully exerted in swindling the sharpest and shrewdest business men in the country.

When the country "joskin" falls into the hands of the first cheap swindler who accosts him on his arrival in the city, he is really no more a fit subject of ridicule than is the big business man who is victimized by the "smooth stranger." It is precisely the same sort of transaction, only different in degrees of artistic skill and scientific method. That is all. We may all beware of the rascal who cheated us yesterday, but we have no security against the one who may come to-morrow.

Grand Rapids now has an opportunity to demonstrate how highly she values deep water transportation by voting to bond the city for \$100,000 or more for the purpose of purchasing and operating a dredge on Grand River. There is only about \$22,000 available for further work on the River, which will give a five foot channel from Grand Rapids to Grand Haven. It will require at least eighteen months to obtain another appropriation from the Government and in the meantime it devolves upon Grand Rapids to keep the five foot channel open and also to enter upon the work of securing a ten foot channel for lake draft vessels.

It is reported that the Southern California Fruit Exchange is trying the experiment of sending a messenger with every trainload of oranges shipped to the East. The messenger is supposed to attend to the icing of the cars, watch the temperature carefully, and co-operate with the distributing agents at destination in disposing of the fruit. A number of vegetable associations in the South will adopt the same method this season. Strawberry growers are going to practice it to some extent.

A cigarette bill which has found favor in the North Dakota House provide that all packages of cigarettes sold in the State shall be ornamented with a skull and crossbones, and the word "poison" printed in red ink.

#### SOCIALISTIC PHILOSOPHY.

Socialistic philosophy is as old as human society. Plato and others of the most eminent of the Greeks wrote voluminously about it; but their theories, which were extremely elaborate and proposed equality of rights and property, and even a community of property and women, could never be put in operation, because, in the first place, no governing power could be found that was sufficiently honest and sufficiently devoted to the common interest to be intrusted with the care of all the community property and rights.

In the next place, there has never been a time when the owners of property were willing to give up their possessions to those who had nothing, nor could they see any justice in being required to surrender the results of their labor, or of their superior intelligence, to the loafer and the drone. It follows that, if no governing power sufficiently honest and faithful to the public trust has been found to control and operate a national social system, and that has been the experience of the human race ever since there has been any record of it, the prospect of any early accomplishing of such a consummation must be held as extremely remote, and for the present impossible. As to intrusting the division of wealth, and the distribution of the burdens of labor to the people at large, that would result merely in wresting property and power from one class to give it to another. Mob rule can not be expected to be either equitable or unselfish.

It is true that the United States Government could take control of the railroads and telegraphs by paying the present owners for them; but that would not go very far in satisfying those classes whose chief complaint is the amassing by individuals of great private wealth and using of it, not only to live in luxury, while many others are ground down by poverty, but also to employ it to control great industries.

It is not the fact that the railways and the manufacture of most articles of consumption are controlled by private parties that has aroused a strong spirit of opposition to capitalists. It is the unequal distribution of wealth. Take the article of petroleum. All the millions of people who do not live in cities use oil for all the purposes of lighting. Oil has never been so cheap as since it has been controlled by a monopoly. Nobody complains of the cost of this necessary because it is to be had everywhere at reasonably low prices. What has aroused the general indignation is that a few men have gotten control of a great treasure which God created and stored up in the earth for the general welfare and that those few men have used their opportunity to accumulate the vastest wealth that has ever fallen to the same number of individuals.

The entire problem of socialistic philosophy is how to divide equally among all the people the entire wealth that exists and the burden of creating and caring for it. That philosophers in every age have speculated upon it is true, but that they could never find the means to put it in practice is also true, and it has been this impossibility in every age that has aroused the people to bloody revolutions against property and privilege. There have been many such revolutions, at least two of them in France in the last century, but none of them have been successful in making the individuals of a population all equal in wealth, position and influence. Such

equality is impossible, because God, in the first place, has not made all men, and not even all the members of a single family, equal morally, intellectually or physically.

The true democratic idea, the basic principle involved in the doctrines of the republican and democratic parties, is that every individual should have an equal opportunity to do his best with such talents or means as he may possess. This is all the equality that can be possible in any practicable system of human politics. The true democratic system demands that those who have the means shall bear the burden of government in due proportion, and all governments will have to be reformed upon that basis. The man who has an annual income of a million dollars should be required to pay one million times more of the taxes than is assessed to the man who has an income of only one dollar. Such a scheme is practicable, because it is equitable; but the idea of seizing on all private property and dividing it among the mob would be precisely the contrary.

Every form of government requires the highest degree of honesty to administer it fairly, but a government which would undertake to control and administer all the public and private property in the nation would have a greater responsibility than was ever imposed on a governing power on the globe, and then who would watch the government and insure its honesty?

#### ENVIED BY AN EMPEROR.

The cable brings under the ocean an interesting incident that is said to have happened in Vienna a few days ago. Emperor Francis Joseph visited a workingmen's restaurant and partook of a six cent lunch served there. He is said to have sat at the same table with a laborer, who, in response to questions, related the simple way in which he lived. The Emperor listened with apparent interest and then feelingly remarked, "Oh, how I envy you!" Doubtless it was difficult for the laborer to understand why the Emperor should regard him with envy. Very likely he could justify himself in envying the Emperor and would very gladly change places with him. That, of course, could not be. Fate permits no exchange of places, whether king or subject desires it. The Emperor of Austria is an old man. His people are in a turbulent state. But for his personal influence a revolution might occur. The riotous scenes that are continually being enacted in the Reichsrath must one day culminate in chaos. It is not therefore altogether strange that the Emperor envies the lot of the poorest laborer in his land. "Uneasy lies the head that wears a crown," is an old saying and the history of every ruler affirms its truth. Younger and happier monarchs than Francis Joseph have uttered laments exactly like his. It is human nature always to wish for a different station than that to which one is born or has attained. Not always does it find expression in words, but always its existence is betrayed. There seems a vast gulf between the Emperor and the laborer. Really they are not far apart. The things that are essential in life are the simple things. The simplest lives are the happiest. All can not live simply. Some are compelled to accept complex conditions. The more honors men have, the more burdens they must bear. If each knew the other's opinion of his lot, envy would rarely be excited.



## THE STAR OF BETHLEHEM.

Some weeks ago a new star was noticed by the astronomers in the constellation of Perseus, one of the star groups in the sky of the Northern Hemisphere.

This newcomer in the heavens was of small magnitude; but the fact that it had made its appearance in a spot where previously there was no such luminary gave it considerable consequence in the eyes of the professional stargazers. It is worth while to mention that the sky has been carefully mapped and the location of the more important heavenly bodies is well known, and, therefore, when some object for the first time presents itself in the field of view, it is pretty apt to be seen by some of the vigilant sentinels in the watch towers of the astronomical observatories.

Every clear night there are hundreds of telescopes, big and little, pointed heavenward, engaged in scanning the various objects in the field of view, and, while in the entire concave of the skies some six thousand stars are visible to the unassisted eye, the telescopes have revealed the presence of millions whose light is too dim to disclose them to ordinary vision.

The appearance of new stars, while not of common occurrence, is by no means unknown. These bodies come and go, much as do the comets, and probably are subject to movements of rotation which bring them in view of our earth and subsequently remove them out of sight of the most powerful telescopes. Then there are variable stars, which wax and wane, but never disappear. The most remarkable of these is Algol, a star of the second magnitude, in the constellation of Perseus, the one in which the newcomer has appeared. Algol can change the degree of its light from the second to the fourth magnitude in a very few hours and then regain in the same period its former brilliancy, so that it was declared by the Arabian astronomers, who gave it its name, to be the eye of some mighty demon of the celestial dome, winking in malicious glee at the people of our earth.

The new-comer is apparently not a variable star, but a transient visitor to our view. The most famous of all the transient stars is the one discovered by Tycho Brahe, the Danish astronomer, in the fall of 1573. It appeared in the constellation of Cassiopeia and rapidly grew brighter until it reached the luster of Jupiter and Venus at their best, and remained in sight for two years, when it gradually disappeared. It was believed by many to have been the bright star which warned the wise men in the Far East and led them to Bethlehem on the occasion of the nativity of Christ. The interest in that circumstance is recalled, if not revived, by the announcement that the new star in Perseus is the Star of Bethlehem.

Lieutenant C. A. L. Totten, late of the United States Army and for some time a professor in Yale University, a mathematician and astronomer, has written voluminously in interpreting the scriptural prophecies concerning future events, and has produced curious and interesting minglings of mathematics and mantology. In regard to the new luminary in the group of Perseus Prof. Totten declares his belief that the visitor in question is the Star of Bethlehem. He says:

The new star was on the meridian at midnight when the great pyramid was built. That was when its meridian, which is that of the Pleiades, was the autumnal equinoctial colure, about 2170

B. C., and that constellation marked the dawn of the Pleiadic cycle of some 25,827 years' duration.

Both astrologists and astronomers and the magi of many other classes of prophets and prognostic scientists have been on the watch for such a phenomenon as this for the last twelve years, but chiefly have they been looking for the reappearance of the so-called Star of Bethlehem, which is said to have been seen last in the days of Tycho Brahe.

It is notable that the period of the present star may fit both the date of the Tycho Brahe and that of the visit of the magi to Bethlehem 1,902 years ago, for 1,902 divided by six yields 317 years, which is just about the interval required for its periodic outbreak, which period, if assignable, puts the star in active operation in the springs of 2 B. C., 316, 633, 950, 1267, 1584 and 1901 A. D. Tycho Brahe was born in 1546, and did not die until 1601.

This star is not at all a thing of the supernatural. It may fade out just as quickly as it came into the camera. But its lesson will be all the more significant if so, because then it will prove how quickly an entire universe, perhaps a solar one, can be set at naught. The sign is in the sky, and the inspiration tells us as of old that the heavens shall melt with fervent heat.

Astronomers have paid great attention, from a scientific point of view, in trying to explain the mystery of the star which led the wise men or magi out of some Far Eastern country to the Syrian village where the Lord was first made manifest in human form and they have generally agreed that no celestial phenomenon known in science could have fulfilled the requirements possessed by the star of the nativity, and that, therefore, the luminous body which appeared to and led the magi was a special apparition. The astrologers claim that the movements and positions of the heavenly bodies were capable of giving full and accurate information to the wise men of the East, and that they had known for a long period in advance what was to occur and where. To the uninformed on the subject, speculation is vain; but the mystery which veils the subject, and the momentous event with which it was connected, makes the Star of Bethlehem an object of peculiar interest.

In most sections where rural delivery has been inaugurated it has been welcomed as the greatest possible benefit the Government could confer, but there are communities in which the system has been condemned as a positive damage to business interests. The proof, to be sure, has not been conclusive, but the statements have nevertheless been made. It is claimed that farmers do not go to town so often where they have free mail delivery and that, in consequence, the merchants at postoffice points suffer a loss of business. It is not likely that any legitimate business suffers in this way. Farmers may not so often visit the villages near them, but their real wants are just as many and they must spend just as much to gratify them. The man who reads a daily newspaper and who has messages from the outside world every day is a livelier man than one who does not. He has more interests and more wants. He has a desire to see and experience the things which are daily being brought to his attention. Free delivery is just as good for the man in the country as for the man in the city. There can be no doubt that the system has come to stay and that every year will see it extended over more territory.

Meet your bills promptly and make your collections with equal promptness.

## A FAIR POINTER.

An extract taken from a recent private letter from Colorado reads: "One of our big mining brokers 'went broke' this week and probably lost half a million. With the crash I was pinched for nearly seven hundred. 'Only that and nothing more.'"

It would not sound like the voice of friendship, but there could be no friendlier wish than that every dollar of the mining stock gambler had gone with the half million and that he had been obliged again to begin with pick and spade to get upon his financial feet. More and more is the gain-getting world becoming unsatisfied with the slow, plodding, honest way of earning a dollar, saving as much of it as circumstances allow and so, by contentedly working, frugally living and shunning excesses and the moral, mental and physical ills of lawless extravagance, live to a hale old age and die a death that Heaven is always glad to record.

The world looks with uncharitable eyes upon the victim of these mining speculations. They are too common to excite much comment. The man who indulges in that sort of enterprise knows when he undertakes it what the end is likely to be. What is the use, it asks, in wasting sympathy on a man who deliberately and persistently toils for his own destruction? None better than he knows the small percentage of those who come out of such ventures with flying colors. Every fact and every condition is against it and when, in spite of advice, in spite of warning, he deliberately empties his bucketful of hard-earned cash into the rat-hole of speculation and finds later not only that the money has been hopelessly thrown away, but that his bucketful has had a tendency to undermine the rat-hole, the fool has only his own reflections to comfort him—unless he can find a little consoling balm in the jeers of by-standers who urge him to size himself up and report!

The real mischief is by no means here, however. This man is one of many. Let him take his place in line and be lively about it or the next will scrape his heels. The harm comes in the baneful influence which makes itself felt on the legitimate business of the country and those engaged in it. "The whole system is too slow. It takes too long to realize. Time is money and modern business methods do not take this enough into account. All this talk of laying a good foundation is nonsense. What's the use of any foundation? It is only a question of yes or no. I'll bet you the Rising Sun stock will be out of sight to-morrow. Take me? No? You're no business man, it's easy to see that. What you want to do is to go out into the country and drive oxen or pick stones!"

The man of age and experience can stand that sort of stuff and resent it if it becomes too personal, but the boy who is trying on his armor is not equal to it. If that schoolmate of his who at school was too dull to win respect can come out of a deal \$50 or \$75 ahead why can not he, who was a successful schoolboy, do the same thing? It is risky, of course, but he came out ahead and what boy has done boy can do. He'll try it anyway. If one wins it is a great deal better than bothering the storekeeper for 50 cent jobs. That takes all day and it's tough work at that. All you have to do is to sit around the exchange awhile and smoke. Human nature remains unchanged and the boy, like the man,

shuns the hard when he can. He hates confinement. He dislikes work on general principles and he wants to work only at the highest wages. The other boy gets along, so can he. The logic is easy and incontrovertible. He begins studying the market and listens to the talk. This stock goes up and that goes down and they tell him why. For a while he deals in imaginary stocks, then he wonders if certain ones the names of which have attracted him will go up or down. One day he makes a bet with himself that they will go up and up they go. He holds on then, sells and the next day they tumble. That the whole was a make-believe is little to the purpose. The supposition is repeated and one sad day when he has a little spare change in his pocket the maiden venture is made and the lane with but one ending is entered. That was the venture, ten to one, and the whole story of the break that has ended in the loss of half a million.

The inevitable "What's to be done about it?" remains unanswered. Nobody cares for the broker and his half million, if he ever had that sum, but a great many care, and care very much, indeed, about the boys and the young men who get "pinched" out of \$700, or even 7 cents, in this kind of gaming. It is only necessary to be observant to get pretty fair glimpses of what is going on. Daily talk is punctuated with the prevailing idea and even the school girls emphasize what they are saying with the dollar they are ready to bet. Boys whose weekly wages amount to six dollars bet five of it many times during the day, and the clerk at the billiard table in the evening never risks less than ten. Time and occasion—and where is either wanting?—will see that the amount is duly increased, so that from childhood up, in theory and in practice, we are getting to be—if we are not already—the nation most given to betting on the face of the earth.

Without stopping to ask where the end will be, it is better to put the brakes on all along the line. The home is a good place to begin, the store is a better one and society the best of all. Club life can do much if it will to avert the impending evil and middle life, by some considerable self-restraint, may act on the principle of a "back fire." Anything will be a check and the reaction can not begin a minute too soon.

No man should be elevated to any office unless he be found competent. If Gunner Morgan be an applicant for promotion, under the law he will have to be subjected to such examination as will test his ability and fitness for the position to which the law allows him to aspire. Whether the candidate be a cadet from the Naval Academy, or a graduate from the fore-castle, or a civilian who has no connection with the naval service, the one consideration of fitness alone is to be regarded. What is wanted is capability and courage on the deck of a warship. These being obtained, nothing more is required.

A new tea company, influenced by Dr. Shephard's success, has just bought 6,000 acres of land in Colleton county, S. C., intending to raise tea for the market. The company paid \$20,000 for the land, and will plant but 100 acres this season, as it is now rather late to begin the preparation of the ground. Next year over 5,000 acres will be planted, and the output is expected to exceed 300,000 pounds.



## Window Dressing

Photographing Show Windows—Danger from Fire.

Not long ago one of the most eminent photographers of the country, who makes a specialty of stage photographs, was describing to us the precautions that he took in photographing window exhibits. He said: "The work is almost as difficult as any that I am ever called on to do. In the first place I have to study the window, its location and the character of goods displayed, so as to determine at what time of the day the light for photographing is most favorable. That is, I try to fix upon the hour (generally in the morning) when the light shines through the pane of glass with the least reflection from its surface. Then I have to study the angle and location from which come the rays of light that at that hour would be reflected from the surface of the glass. If mirrors are used in the window backing, this complicates the problem still further. After I have decided upon all these things I have large screens of black cloth made and set up outside the window in such a way as to cut off all rays of light, from both sides and front, that strike the window at such angles as to cause reflections. Sometimes I have to build large screens, at other times I attach the ends of large sheets of black cloth to long poles which can be moved about so as to shut off the light. Sometimes I have to make scaffolding twenty feet in height to form screens that shall be large enough to intercept the rays of light that cause the reflection. But in general I find that curtains of black cotton cloth attached to the ends of poles and held properly by men are sufficient for the purpose. If a window is photographed at night it must be treated as a stage is treated. The lights in the window must be turned out and the picture taken from lights in front, or the lights themselves in the window must be invisible. I never like to photograph a shop window. Stage pictures are more satisfactory and agreeable subjects, difficult as they are." If such an artist can speak in this way of a branch of his work the amateur can not take too much pains with his work. We might add, from the point of view of the engraver, that a large photo reduced to the size required gives a plate with more distinct outlines than a small photo does, unless it be very good. All this is of course intended for the guidance of trimmers taking photos. If that scrap-book of yours is handy—the scrap-book in which you file away bits of useful information—cut this paragraph out and file it away where it can be got at readily. Then, when your next photo is about to be taken, read this over. It may save trouble.

\* \* \*

Every year a considerable number of serious fires are caused by the ignition of window draperies or articles on display. Frequently such a fire gets so good a start that it works havoc with a stock before it can be put out. The careful trimmer will never forget the danger of fire in his windows. If a window is lighted by electricity it is important that some competent person, if not the trimmer himself, should make frequent examinations of the wiring and lighting fixtures, so that it will be impossible for fixtures to get into such shape that a fire can get a start from this source. Every Christmas we hear

of some case where a window trimmed with holiday goods of inflammable character has been ignited by exposed wires and considerable damage done before it was put out. If oil lamps are used in a window extra precautions should always be taken. Leaky lamps not only spoil goods by dripping oil over them, but they are constantly liable to explode and are in many cases a source of fearful danger. If a fire in a window trimmed with flimsy cotton goods, whether they are furnishing goods or clothing, gets well started, the fire may quickly cut off egress from the store, thus endangering the lives of customers and salespeople. Cotton in any shape is one of the most inflammable of substances and too much care can not be shown in guarding it from excessive heat. Instances are known where defective window glass has acted as a burning glass for the rays of the sun and fires have been started in this manner that were exceedingly mischievous. Of late years a number of preparations have been placed on the market for fire-proofing not only wood, but fabrics, and the trimmer who is in the habit of using much light, inflammable stuff in his window trims would do well to look into the methods of fire-proofing fabrics as they are now applied by some companies organized for this purpose. If he himself or others could fire-proof the materials which he is constantly obliged to use in his windows the extra cost would probably be well worth the expenditure. Insurance companies regulate their rates largely by consideration of the chance of a fire, and if they were satisfied that the chance of fires in show windows was so minimized that it amounted to little, or that improved methods were used for the prevention of fires, the effect on the insurance rates on stores where the windows occupy much space would be thoroughly appreciated by employers. In general, too, little attention is paid by the public to the prevention of fires and this is glaringly true of some window trims. Oil lamps and cotton batting in close conjunction are constantly seen in small places about Christmas time, and the marvel is that the number of casualties resulting from recklessness in the lighting of windows is not greater than it is.

The lights of a window, like its glass inclosure, should be as nearly perfect as possible. Considerations of beauty are purely secondary. Considerations of safety and profit require that they be of the best and safest make.—Apparel Gazette.

### Stuck to His Post.

When it comes to a battle, a horse shows no fear of death, no sign of becoming overcome by panic, in all the wild tumults of the battle's roar. A horse in one of our batteries in the Murfreesboro fight was hit by a piece of shell, which split his skull so that one side was loosened. The driver turned him loose, but when he saw the team he had worked with being driven back for ammunition he ran to his old place and galloped back with the rest. When an officer pushed him aside to have another horse put in, he gazed at the new one with a most sorrowful expression in his eyes. Then he seemed to realize that the battle was no more for him, and he walked away and lay down and died. The officer declared that it was a broken heart that killed him.

### Friend of the Laboring Men.

"Is this candidate you propose to bring out the laboring man's friend?" "You bet. Why, the laboring men have been supporting him for years."



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

**National Biscuit Co.**

Grand Rapids, Mich.

**Olney & Judson Grocer Co.**

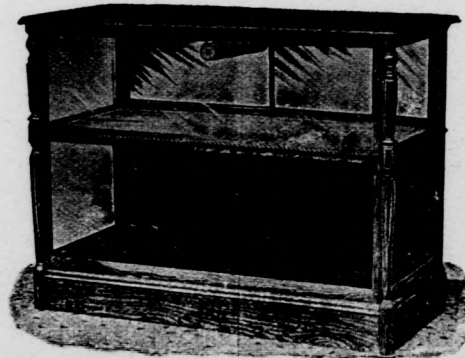
Grand Rapids, Michigan

"The Big House"

A Bright Lot of Busy Men

**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



## The Meat Market

### Advantage of Plain Talk in Newspaper Advertising.

L. J. Kramer, meat dealer at Elkader, Iowa, has sent me two samples of his "shop talk" advertisement. Limited space compels me to omit reproducing them, but I shall endeavor to so describe them as to give the reader a good idea of what they look like. They are two columns wide—just exactly the width of two of the columns you are now reading—and are five and three-quarter inches in depth. A solid black nonpareil border brings them out conspicuously, showing that Mr. Kramer has an appreciation of the value of borders in advertisements. At the top are the words "shop talk," set up in letters three-quarters of an inch in depth. Under that is a rule running the width of the advertisement, and under the rule, in small letters, "Vol. 1. Published fortnightly in the interest of our business. No. 1." Under that is another double column rule. This gives the advertisement, as you no doubt have already pictured it in your mind's eye, the appearance of a newspaper heading down to the place where the news commences.

The "shop talk" advertisement then gets to business in single column, with a white space separating them, and which I think would be better employed if a thin rule were there. At the foot of the single column items is a double column cut, reading: "Kramer's Yellow Front Market, Elkader, Iowa." Notice, there is no street number, but there should be. Doubtless the Kramer market is very well known, but there are apt to be somewhere in the city persons who have no knowledge where the market is situated, and the knowledge should be imparted to them in the advertisement. Here are some news items taken from the first number of "Shop Talk."

"We will use this space every other week to tell you in a frank manner what we have to sell.

"We know we have a great many good things to eat, but we want you to know it.

"It is surprising the amount of green vegetables consumed here during the winter season. We used to receive weekly shipments, now we get them twice a week, and it probably won't be long before we'll be receiving them fresh every day.

"When you can get fresh green onions, lettuce and radishes at five cents a bunch, in midwinter, with zero weather outside—it isn't any wonder so much is consumed.

"We've made a good purchase on sauerkraut and have several barrels that we offer at \$5 a barrel—\$3 a half barrel—20 cents a gallon or 5 cents a quart.

"In the meat line we have most any cut a buyer could wish for—all kinds of meat all the time.

"This week we're going to have some fresh Mississippi River fish—caught through the ice."

I rather like Mr. Kramer's "Shop Talk" idea, and am not surprised to have him say the result has been beneficial. Good advertising is always making money for the advertiser, and this style of doing the work is worthy of imitation. But to have them come two weeks apart is certainly a drawback, for the chances are that before No. 1 of "Shop Talk" was two days old, Mr. Kramer thought of many items that were

of more importance than the ones published. For instance, he probably wished he had edited his copy more carefully, especially in the item speaking about meat, wherein he says: "We have most any cut a buyer could wish for." I have no doubt that the Kramer market carries every cut of meat and not "most any cut." However, the fact must be considered that it was the first issue of "Shop Talk," and few publications reach anything like perfection at the first effort. The second "Shop Talk" advertisement is the same in appearance as the first, but no items are carried over from the first. The news is all fresh. Here is some of it:

"Our stock of fresh fish this week consists of fresh water whitefish, herring, pike, trout and salt water smelts, cod and mackerel. The mackerel are beauties.

"Whether it's the result of our advertising or the good quality of our sauerkraut that has sold so much of it the past two weeks—we don't know—but it is good kraut and 5 cents a quart moves it quickly.

"Cleaned pigs' feet 3 cents apiece, 35 cents a dozen.

"We always have good cuts of corned beef on hand—lean or fat, just as you like it.

"We charge 10 cents apiece for smoking hams and shoulders for other parties—10 cents for curing—sugar cure.

"We have been crowded with leaf lard orders for the past month or more, but are catching up now, and will probably have all present orders filled by next week."

I think this is an improvement over the first batch of items. I think also that the Kramers have hit upon a good thing, and that their "Shop Talk" method of talking to consumers will find many imitators throughout the country.—Jonathan Price in Butchers' Advocate.

### Meat Dealer Sued by two Girls.

Two young girls have commenced suit against Fred Wolferman, proprietor of a market on Walnut street, Kansas City, Mo., for \$10,000 damages each, alleging that they were slandered and assaulted by a clerk in the store. The two young women went into Wolferman's store on January 26 last, they say in their petitions, bought some meat and paid for it, they allege, in the presence of the clerk against whom they complain. At Twelfth and Walnut streets, they say, the clerk caught up with them, after pursuing them from the store, and accused them of stealing the meat. He took them back to the store, but the plaintiffs say they were soon released. Their embarrassment and disgrace are valued at \$20,000.

### New Kind of Woman.

"Charley, dear," said young Mrs. Torkins, "I'm not going to scold you a bit about the money you lost on the election."

"That's very good of you."

"No; it's a relief to think you had a good time with it, instead of my wasting it, as I might have done, on a new dress or a grocery bill or something like that."

### Wasn't in the Mood.

"I thought you intended to preach on the evils of profanity this morning," said the minister's wife, after the sermon. "Why did you change your mind?"

"I dropped my collar button while dressing for church, my dear, and I didn't feel that I could conscientiously do the subject justice."

After he has been married three years the average man can fool his wife as easily as he used to fool his mother.

# GRATITUDE

Is said to be a lively expectation of future favors. You have some grateful customers that will be more grateful and more watchful of your store if you introduce DIAMOND CRYSTAL SALT—"the salt that's all salt." It is the only thoroughly healthful table salt; the only perfect dairy salt.

## DIAMOND CRYSTAL SALT

There is solid satisfaction for the purchaser in every ounce of DIAMOND CRYSTAL SALT and its purity and cleanliness are a standing advertisement for the grocer who handles it. Get the people into the habit of looking to you for the best things in the trade.

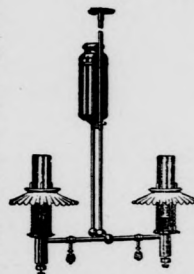
Can we send you our salt booklet?

**DIAMOND CRYSTAL SALT CO.**  
ST. CLAIR, MICHIGAN

### THE IMPROVED

## WELSBACH

### HYDRO-CARBON (GASOLENE) 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 commands 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 Company.)

# BOUR'S COFFEES MAKE BUSINESS



### Possibilities Open to the Expert Foot Fitter.

Why do some clerks receive such large salaries compared with others?

This is a problem which puzzles many, but which a little investigation will solve. When you see a clerk coming in leisurely in the morning, taking perhaps twenty minutes to arrange his necktie and hair, he can hardly be classed among the hustlers. He stands an excellent chance of displacement, or else, perhaps, is receiving very small pay.

The more "resource" a clerk has, the greater his value. The man who frequently "turns over" a customer or lets him go has abundant room for improvement. Customers should be suited through honest ingenuity and exertion. Here is a case in point: A salesman was waiting on a woman who wanted a pair of blue shoes for her baby. He had gold, red, bronze and any other colored shoes, but no blue ones. He simply remarked politely, "We have no blue shoes in stock." That was a very easy thing to do. There were only seven words in the sentence, and the clerk did not exert himself to use a particle of gray matter. He adjusted his cravat, and, after the customer had stepped aside, he leaned wearily against a convenient post.

But the customer was intercepted by another clerk who had overheard the conversation. The second man stepped up promptly, remarking that he had seen a few pairs of blue shoes on the previous day which were mixed up with the others, and if she would wait a moment he would try and find a pair. She heaved a sigh of relief and her countenance showed that a grateful feeling had come into her heart that a salesman should take so much pains to please her. As it happened, he did not find any shoes of the required color, but she appreciated the attention all the same. And, while he was skirmishing around among the boxes trying to please this woman, a pair of men's kip boots caught her eye and she asked the price, saying that she had a colored boy working at her place who had been wanting a pair like those. Accordingly, she bought a pair of kip boots instead of a pair of infant's blue shoes.

The first clerk was too tired to bother much with her. The second man was alive, took an interest in the customer and made a good sale.

The foregoing is an indication of how a clerk makes himself valuable to his employers. It is not so much what he says to the customer that makes the sale. It is the way in which it is said and the disposition of the clerk to take a little trouble to please. If more clerks would take a real interest in customers, they would have more of them, and the larger personal following a clerk has the more value he is to his employer.

We published some time ago an article from a St. Louis salesman, stating that he knew a shoe clerk in St. Louis who received a salary of \$60 per week. This was disputed in another article, written by "Uno," of New York, who said he had lived in St. Louis, and did not believe a salary anywhere near that amount was ever paid.

We do not wonder that "Uno" was incredulous, for the statement seemed mythical, but the writer knows positively that this is a fact. The party referred to actually received \$60 a week for selling shoes at retail. After he left the concern by whom he was employed at

that time he engaged with another firm, and hired a clerk, paying him out of his own pocket, to do nothing but assist him in waiting on his personal trade. This man built up a trade in St. Louis that was something remarkable. He has since returned to the services of the dealer from whom he formerly received the salary of \$60 per week. What his compensation is at present we are not informed. We simply cite this instance to show the possibilities that are open to an expert "foot fitter," if he is engaged with an up-to-date firm and is determined to do his best.

There are many little points that a valuable clerk will think of that an inattentive man, whose mind is continuously "wool gathering," will never dream of. There was a case the other day, for instance, which came to our attention, that showed quick thought. A customer came in for a pair of arctics. He wore a No. 6 shoe. The clerk showed him a pair at \$1.75, but the man had only \$1.50. As the arctics cost \$1.60, they could not trade.

The first clerk was at the end of the rope. Another, but watchful, salesman stopped the customer as he was going out and told him he thought he could find a pair of sample arctics at \$1.50 that would fit. Accordingly, he brought out a pair of woman's arctics—No. 8—at \$1.50, and a sale was effected at once. Help your customer on with the old shoe in case you are to wrap up the new ones. Be attentive. Everybody likes to be treated right, and little courtesies cost nothing. Be generous with them. People remember a clerk when he is attentive, and they never look a second time for a clerk who has slighted them. Have some neat cards bearing your name, give them to customers, and if you treat them right it will not be long before you will have a good trade looking for you. It is much more pleasant to have acquaintances to wait upon than strangers. You have their confidence. They do not doubt your word. When you tell them anything, they take it for granted. Many times in this way you will be able to make an extra sale. There are always some "broken lines" that the firm would be pleased to be rid of, and by keeping posted as to just where these goods are situated you can introduce them, and you will find that your customers will be more interested than if they were shown by a perfect stranger. Oftentimes you will be able to sell a pair of slippers, after selling a pair of shoes that have been reduced. You know the size wanted, so if you will introduce them in a nice way you will find that in the course of a little while you will get rid of many pairs that otherwise would become rusty on the shelves.

Keep posted on the goods displayed in windows, so that when a customer asks for a certain style you can get it quickly, without going to two or three other clerks to find out just where such a shoe is kept. People do not like to trade with green clerks. Keep posted as to where stock is kept, and things will go much more pleasantly for you. Do not ever think you know it all. That spoils many clerks. They get too bright. They may be brazen enough sometimes to make a sale where a gentlemanly clerk might not in that certain instance, but these "smart alecks" get plenty of rebuffs and make no friends.

Clerks should always be as neat and as pleasant as possible. Do not let your temper get the best of you.—Shoe Retailer.

### How to Conduct a Shoe Department.

"How to Conduct a Shoe Department in a Department Store," is a subject of great interest, and in most cases one which requires more time and consideration than are usually given to the arranging of shoe stocks in the average department store. My experience in this connection has firmly fixed in my mind several very important features that I consider essential to the welfare and success of such a department, the first and most important of which is the subject of location.

My experience in this matter has been varied, and for that reason I am an ardent supporter of the theory that to conduct a shoe department successfully it should be given the prominence of ground floor space.

My reasons for this theory are that the average patron, whether transient or otherwise, knows that her wants in the dry goods line can be supplied in any such store, but many whose wants do not take them beyond the first floor have no way of knowing that they can also be supplied with footwear, for the reason that this department is usually put off at one side in some secluded spot on the second or third floor or, worse still, in the basement. In such case they must go upon a tour of inspection. Very few will do this, especially if they have their mind made up regarding their wants and purchases. If, however, the shoe stock is given the prominence stated, with a reasonable amount of window display, it would not only attract transients, but have a tendency to make a transient a steady or regular patron by reason of convenience. In brief, I maintain that a shoe stock in a department store to be successful must be conducted along the line of a well conducted shoe store.

While I am advocating ground floor space for this department, it is true that we are not now acting on this theory, which is due to the pressure for room needed in other departments of our steady growing business. We have, however, in the past had the experience and know that the successful building up of our shoe trade is due to the prominence of this department in the past, where we succeeded in making regular patrons of trade that would otherwise have remained transients.

A still further argument in favor of prominence and ground floor space is that a great many people, especially the male sex, regard the department store as one given to supplying the demand of the female sex exclusively, whereas, but a little more prominence in floor space and window display given up to the department will not only dispel this idea but will save the concern dollars otherwise spent in printers' ink in its efforts to give this department what some other can gain without.

To substantiate my theory I will here cite an instance in the case of one of the largest department stores in Northern Ohio. This concern has been in business for nearly twenty years, starting very small and showing a steady growth until it has become a mammoth concern. While this store has shown a steady growth the shoe department has been declared a failure from the very beginning. At the outset the concern made what I declare a fatal mistake by placing the shoe stock in the rear portion of the second floor. It rested here but a short time and was transferred to the front portion of the third floor where a very small percentage of the firm's patrons had occasion to visit. From

the third floor it was transferred to the rear part of the first floor where it was hemmed in on all sides by men's clothing, men's furnishings, and ladies' cloaks. The basement where it was necessary to burn gas or electric light all day was then declared the proper place, together with the grocery or provision department.

Right here I will venture the assertion that if with their next transfer they will place that department in the front section, ground floor, with a reasonable amount of room in the display window, it can be made to pay or earn a good dividend.

A practice in vogue with many department stores, and one which should be discouraged and discontinued, is that of an attempt to advertise the shoe department by means of displaying at the entrance or elsewhere a box or basket of cheap rubbers or some old shopkeepers. It is this practice which has left the impression with many people, especially the middle classes, that only a cheap class of goods are sold in shoe departments of department stores.

This style of advertising is good enough for your uncle whose trade mark is three balls displayed over the entrance of his shop, and can be productive of only one result, viz.: Inviting a class of trade who are looking for something for nothing. My motto is: Cater to the masses, shun the classes, and buy and sell that which serves you best.

The meaning of this must not be misconstrued. In catering to the masses I strive to keep a clean stock of goods at popular price. In shunning the classes I keep my stock free from novelties or fads, which in ninety-nine cases in every hundred are a loss by reason of odds and ends to be transferred to the bargain table.

To buy and sell what serves you best is to look to the interest of your future with your trade as much as to your profits. Strive to sell what your trade will appreciate, and you will have no cheap table goods and many friends.

An important feature which is neglected or discouraged by most managers of department stores, and one which I regard as especially essential to success, is that of catering to the trade of the male sex. Such neglect is a mistake. It has been proven to my satisfaction that this branch of the business can be made a success, but to accomplish this you must be able to supply the demand and be up to date. To have the trade and good will of the head of the family is the cornerstone in the foundation upon which rests the success of many a business man. This branch also comes under the meaning of the masses, and must not be disregarded.

In conclusion I will say that on the whole the success of a shoe department in a department store is but a matter of good business judgment on the part of its manager.

Rules and methods may be adopted that can be practical in some cases, while in others they would work to a disadvantage. One rule, however, which is essential in every well conducted business, of which the shoe department is no exception, and that is neatness, convenience and comfort. Aim to leave a good impression with your patrons, and your reward will be their confidence sooner or later, but to allow a patron to leave the department in a dissatisfied state of mind will make a task doubly hard to regain it.—Frank H. Evans in Boot and Shoe Recorder.



# TO THE TRADE



Our Premier Line of Ladies' Shoes.



Be Sure and Buy Our Double Wear Rubbers. Made in all Styles.

**B**ELIEVING that the consumers of Shoes and Rubbers are entitled to the very highest qualities they can procure, it is our constant aim to maintain the very best qualities obtainable and to keep our stock complete in every detail.

We feel confident that our many customers fully appreciate our excellent goods, our prompt shipments and our low prices.

We wish to express our hearty thanks to all for the many courtesies shown us and hope for a liberal continuance of same. We are at your command.

**Geo. H. Reeder & Co.,**  
Grand Rapids, Mich.

Full line Lycoming and Keystone Rubbers.  
Send for New Spring Catalogue of Leather Goods.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—During the last six or eight days there have been a great many enquires for both heavy brown and colored cottons, and some of these have resulted in fairly good business. Agents for heavy brown cottons are rather curious to know just what the ultimate disposition of these goods will be. Whether it is all on account of the reviving trade with China, or of something entirely different, seems to be uncertain. It is undoubtedly a fact that a big business would be immediately under way if sellers would consent to shade prices a trifle. Spot goods show considerable weakness, and the market for them is rather unsteady. Low grades of bleached cottons are weaker now than a week ago, and most of the makes are below 4½¢ for 36-inch 64 squares. Medium and finer grades show a similar condition, although to a smaller extent.

**Linings**—Although there has been considerable improvement in the market for linings during the last ten days, prices continue irregular in all lines, practically, although reports are coming to hand that show some improvement in spots, and consequently a little more steadiness. The clothier is in a position to buy rather more freely at present, and has placed orders for cotton Italians, twills, Alberts, etc., in quite fair quantities. This increase, however, has not up to the present writing meant any better prices.

**Prints and Gingham**—Printed fabrics show no particular change this week over our report of a week ago. There has been about an average demand on the spot, and through the salesmen on the road. There has been some little business in narrow specialties in mixtures of wool and silk effects, and some foulard figure effects in indigo blues, etc. In staple varieties prints, indigo blues, mourning prints and chocolates are steady, but turkey reds and other reds have shown a little irregularity during the week. Checks and other shirtings are quiet. The finer grades of printed figures in special finishes show a fair business, but without any special features. Prices remain steady. Percales are quiet, and inclined to irregularity. Gingham show no change, either in price or volume of business. Domets are irregular in both plain goods and fancies.

**Dress Goods**—The dress goods market is in a transitory state. The spring season is fading into the background, and the new fall season is looming into view. The average manufacturer of wool and worsted dress goods is not sorry that the spring season is practically a thing of the past, for in the main it has been an unproductive season for him, the return business being much smaller than agents had hoped for from the character of first orders. Wool and worsted fabrics are always more or less at a disadvantage in spring weights, and during the season now closing this fact has been especially apparent, the wash fabrics obtaining the best part of the business. The new fall season is not very well defined as yet, for the reason that the lines have come on the market in a desultory way, and the showings are scarcely complete.

**Underwear**—The conditions of the knit goods market for spring show a very healthy tone. This refers not only

to the staples, but extends to the fancies, as well. Mesh underwear will at least duplicate its last year's success, and the chances are that it will be even more popular. There is a good demand for athletic goods, especially sweaters, golf stockings and knit jackets. Mercerized underwear is liable to have a good run, but only in the higher grades, as the cheap grades wear very poorly, a few washings knocking them out. The high grades have had a good demand, and are made to take the place of silk underwear.

**Hosiery**—The cotton hosiery market is in a satisfactory, but not abnormally busy, condition. Prices are firm, about the same as last year's, if anything a wee bit higher. Fancies are having a good run, while solid colors are not up to the mark. Wool hosiery can not be said to be in a flourishing condition. Although it has shown no decided weakness as yet, predictions are free that it can not be kept up to the mark. In some cases the prices are nominally the same as last year, but in reality the quality offered is better.

**Carpets**—There seems to be no decrease in the demand for ¾ goods the past month, and jobbers claim that it is more on the increase than ever before. Many manufacturers continue to receive orders on these goods, and no doubt there will be a demand the remainder of the season. Wiltons seem to be doing well, and prices are well maintained, although the improvement has not been so great as had been expected. On body Brussels there seems to be no call whatever, excepting where there have been big sales advertised. Prices remain firm on this line, and no doubt there will be an advance shortly.

**Smyrna Rugs**—On these goods there seems to be very little change. Manufacturers report a very good trade on this line, and have been very busy filling orders, while others have not been quite so fortunate.

### Interrupted the Game.

"Jist wait till me an' Hi finishes this game of checkers," called out Silas Cornhill, proprietor of the Lonesomeville grocery to the woman who had entered.

"But I'm in a hurry," said the woman. "I want one of them red an' white checked tablecloths."

"Guess that'll break up the game then, Hi," said Silas, as he pushed the checkers aside and gathered up the tablecloth on which they had been playing.

"You see," he continued, turning to the woman, "I lost my checkerboard the other day, an' Hi an' me 'lowed this tablecloth 'ud do fairly well for a substitute. Made it a little dirty, mebbe, but it'll all come out in the wash. Only one in the store. Sixty-three cents. Wrap 'er up?"

### A Pertinent Question.

She had long wanted a telephone in the house, but he positively refused to let her have one. She said:

"If anything should happen to you, Harold, the first thing I should do would be to have a telephone put in."

"Well, you couldn't reach me with it then, thank goodness!"

"Not if I called hello?"

### Provided by the House.

Several years ago an Iosco county man announced himself as a candidate for the Legislature.

"But you can't make a speech," objected a friend.

"Oh, that doesn't make any difference," innocently responded the candidate, "for the House always elects a speaker."

### NOTEWORTHY EVENT.

#### Opening of Michigan's Largest Dry Goods Store.

The beautiful new building erected in Saginaw, Mich., for The Wm. Barie Dry Goods Establishment is now complete.

This firm does a wholesale and retail business. The new building now gives them 67,300 square feet of floor space, which is more than that used by any other dry goods firm in this State.

The grand opening takes place next Monday, Tuesday and Wednesday, Mar. 18, 19 and 20, afternoon and evening.

The fixtures are all new and are the very finest that money could buy. These many new and novel store appliances will be well worth any merchant's time to see.

The decorations for the opening will

be very elaborate. There will be music, souvenirs and refreshments.

The Barie Co. extends a cordial invitation through the Tradesman to all merchants and their families to attend, and assures you that you will be well taken care of by its 175 employees.

### Why She Objected.

"No, he didn't engage that stenographer."

"Why not?"

"Why, you see, when she answered his advertisement he wrote and asked about her qualifications, and she replied by sending him a photograph."

"Well?"

"Well, his wife heard of it—and he didn't engage her."

A farmer with a grain of common sense won't expect to reap a good harvest if he is continually sowing wild oats.

## COLLAR BUTTONS

One  
gross  
assorted  
in  
case  
\$4.50  
per  
case



Best  
quality  
celuloid  
back  
warranted

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

## Goods for Spring 1901

Don't fail to see our line of Dimities, Lawns and White Goods, as we have as fine an assortment as any one would choose to see. We have them in all the leading colors, and our prices are right. Prices range from 4¼ cents to 20 cents the yard. We know they will please you. Write for samples.

**P. STEKETEE & SONS**

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

## More Shirt Waists



This spring and summer promise to excel all previous ones in the sale of shirt waists. There were a great many that thought last season had reached the climax, but it is not so according to all present appearances. Better assortments, styles more varied and better values at popular prices is what we claim for this season's line. Take a look at ours before placing your order.

Prices \$4.50, \$7.00 and \$9.00 per doz.

**VOIGT, HERPOLSHEIMER & CO**

Wholesale Dry Goods,

Grand Rapids, Mich.



# Clothing

## Pertinent Hints for the Progressive Clothier.

Glancing at the windows of a city retailer one is struck with the similarity of treatment given show cards by almost all writers. The present idea of embellishing the cards with pictures of actresses and other female figures clipped from magazines has been overworked and a change would be agreeable to the window gazing public. I have often wondered why card writers do not appreciate the possibilities of illustrations containing only masculine figures. The artists who get up these drawings for the popular magazines are the best in the country and their work always shows attention to detail and a knowledge of the prevailing fads. I have before me a number of such illustrations, two of which are particularly adaptable for this purpose. One is a full length figure of a young club man in conventional afternoon attire and the drawing and poise of the figure are perfect. The frock coat hangs with the correct bell, and the modish silk hat, gloves and walking stick lend themselves readily to the impression that the young man is returning from Easter service. The other picture shows a young fellow attired in outing flannels and yachting cap. The sailboat anchored in the distance lends a touch of realism to the picture. Both these drawings and similar ones could be used to illustrate show cards and would be much more effective than the overworked, scantily attired female.

A Philadelphia men's furnisher has hit upon a clever scheme for attracting the trade of college men and one which might be adopted by any retailer who is in a position to draw patronage from any large school or institution of learning. The dealer in question has had a line of collars branded with the names of students who were on the university ball team last season and has made a decided hit with the college men, who are decidedly clannish. The scheme is a clever one and need not be confined particularly to collars.

Every once in a while some shrewd schemer evolves a clever idea for making money out of the country retailer without making any adequate returns. Such ideas as the trading stamp fake and similar premium schemes sound very plausible when explained by smooth-tongued solicitors, and a merchant can easily picture himself piling up untold wealth by simply adopting the idea of the philanthropic schemers. In practice, the retailer usually finds he has a white elephant on his hands, and for every one of these plans he tackles can generally charge up a few hundred dollars to profit and loss. If I were a retailer I should think twice before I went up against another man's game. If a dealer confines his advertising expenditure to legitimate channels he will find that he can use all the money he cares to spend in this way and the result will be more satisfactory.

It is a mistake for the head of an establishment to devote too much attention to details. By this I don't mean that a merchant should neglect essential features of his business or that he should not be familiar with everything that goes on in and about the house. What I do mean is that he should not tie himself down with detail work so that he

has no time to devote to his customers. Many people like to do business with the proprietor of the store, and oftentimes a pleasant greeting when the customer enters will be the means of placing him in an agreeable frame of mind and go a long way toward making the work of the salesman easy. Upon the customer leaving, a word of farewell, with an enquiry as to whether he has received satisfaction, will cause him to remember your store favorably.

In a Pennsylvania town the local retailers have adopted a very sensible plan for overcoming outside competition. Each merchant has secured catalogues and price lists from the large mail order houses and these are displayed prominently on the counters. Purchasers have their attention called to the fact that the mail order houses, while using some lines as leaders, in reality, when the cost of the freight and express charges are added to the bills, do not sell as low as do the home merchants. The latter offer to duplicate any article at the price quoted in the catalogues. They are said to be well satisfied with the workings of the plan so far.—Apparel Gazette.

## Interesting Facts for Buyers of Negligee Shirts.

Fashion tendencies are all well and good as text books from which to plan purchases in the higher grades of goods, but the practical wants of the masses are better criterions to go by in catering to the wants of the majority of buyers.

In going over the tabulated advance orders of negligee shirts of a large manufacturer in Chicago, it was noticed that many of the representative and leading furnishes who had placed their orders had changed the words "plaited bosoms" to "plain bosoms" in the \$9 lines and that the reverse was the fact in the better and best grades—the plain bosoms being ordered plaited.

This change of orders will interest manufacturers who have not had the same experience and who have not carefully studied the situation. The fact that these changes did not come from any one locality indicates that the preference for the plain bosom in a dollar shirt is not confined to any one community, but is widespread.

The assigned reason is that the plaited bosom is not what a man who wears a dollar shirt wants. It is not as serviceable, soils much easier and is not as comfortable or as cool as the plain bosom. Comfort and coolness are the essential characteristics of a negligee shirt. When the latter is sacrificed for the plaited bosom the shirt is one that soon soils from perspiration and means an expense in laundering that is partially eliminated by wearing the plain bosom shirt.

In the better and best grades of goods the plaited bosoms now predominate in the tabulated list of orders from which the foregoing statement was made.

The reason for this is said to be owing to the increasing popularity of the white negligee shirt, which looks best in the plaited bosom style. Wearers of a white negligee shirt are men who take no note of their laundry bills. They are patrons of the \$2 and \$2.50 grades of shirts.

The white shirt in the dollar grade will not be a popular one or a safe investment if the foregoing conclusions are correct and materialize when the negligee season opens.

The reasons assigned are sensible and should weigh some in the mind of the buyer who is now planning his mid-summer purchase. The wants of localities, however, differ, and what will sell in some stores is dead stock in others. For this reason the buyer must not overlook the prospects for his own stock by being entirely governed by what is intended to fit another locality.

## Odd Business of a Young Man.

From the New York Sun.

One young man in New York in preparing himself to enter college has been forced into an odd business. Finding himself face to face with the necessity of earning a living while he went on with his studies he obtained employment for two hours a day as a waiter. This earned him his meals; but he had to cast about for clothes and lodging.

It occurred to him to ask some of his acquaintances to give him the commission of doing their washing. Of course, he had neither time nor skill to do the actual work of washing and ironing himself, but he found others to do this and merely undertook as middleman to collect and deliver the clothing, taking a moderate commission for his part of the work.

He pleased his customers so well that they recommended him to their friends, and his business grew so that he had to hire a room and maintain there a clerk to attend to the detail of orders and the like. He continues to do the actual delivering himself, using for the purpose a bicycle.

His business gives him a fair living, and it looks as if he might extend it. He is perhaps the only laundry broker in town.

## Ready For It.

There is a story of a fugitive murderer caught by a mob of lynchers.

"How did you know me?" demanded the prisoner.

"We recognized you by your picture in the papers," replied the ringleader.

"Do I really look like that?"

"Yes."

"Then hang me."

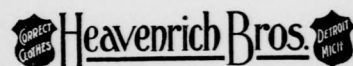
## He Differed With Her.

She—I see that some doctors have decided that paralysis is a consequence of overuse of the parts affected.

He—I don't see how you can have any faith in that connection, my dear, when you know you are free from paralysis of the tongue.

**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.



## Aluminum Money

Will Increase Your Business.

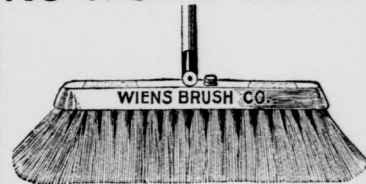


Cheap and Effective. Send for samples and prices.

**C. H. HANSON,**

44 S. Clark St., Chicago, Ill.

## NO MORE DUST!



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

**WIENS SANITARY AND DUSTLESS FLOOR BRUSH.**

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

THE  
**PURITAN**  
SPECIAL

\$3.00

FULL VALUE.

STYLE  
AND  
QUALITY  
GUARANTEED.

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  
OUTFIT

FREE  
TO MERCHANTS

We will send to Merchants — on application only — our Complete Spring and Summer Sample Book. Instructions and Advertising Matter. We furnish this FREE OF ALL EXPENSE, and prepay the express charges. If you wish to do a profitable, successful Clothing business you should have our book. We want but ONE AGENT IN A TOWN to take orders for our READY-TO-WEAR CLOTHING, so write at once.

**David Adler & Sons Clothing Co.**  
MILWAUKEE, WIS.

**TRADESMAN COUPON BOOKS**



## Hardware

### Advertising a Retail Hardware Store.

All dealers must advertise their business daily, either for good or bad; there is no stopping place; we recede or go forward just as surely as we do business.

The old days of doing business because we could hardly help it have passed from our country to a newer one, where pioneers are not compelled to buy what they can get, as they all did in the days gone by. Then the goods of the business man were limited to lines of necessity, rather than luxury; in fact, the necessities were limited in extent, there were fewer men in business, competition was not so sharp, and the merchant did most of his business and advertising by personal contact with his customers, who soon learned to distinguish the man of integrity, and gave him their loyal and deserved patronage. Not so to-day; the quiet man of integrity can not rely solely on his character. This is one of the corner stones to his business foundation, but he must also use energy, aggressiveness and advertising as well, or his competitor will use this last named qualification to his disadvantage.

Let us note some of the necessities of advertising. A few years ago department stores and catalogue houses were unknown, manufacturers and jobbers sold very little if anything direct to the consumer; now many solicit this trade, using arguments of various kinds to induce him to buy, and with the misleading cuts and flowery printed descriptions of goods, he is likely to forget his old friend, the hardware man, and naturally desiring to get the most for his money, he sends away for his goods. He forgets that these people pay no taxes in his county to help educate his children, build good roads and pay the bonded debt, but, with the single object in view of supposedly saving a few cents, he will throw over his home dealer for the man whose character he knows nothing about, and very often to his own disadvantage.

To offset this condition we must convince our customers that they can really do just as well at home; we must fight competitors with their own weapons and keep our name constantly before the public, make the right prices and give our customers the advantage of inspecting the goods before purchasing, and show them wherein our goods are superior. Of course, the cheaper grades of goods must be kept for comparison and to meet the demand where cheapness is the only requisite. To do this I depend a great deal on newspaper advertising and personal letters, which I always send out, especially after inventory, to all taxpayers within ten miles, and on these slow sellers I cut the prices, and generally with good results.

It is said that all advertising pays. This may be so under certain conditions and to a certain extent. I have tried many advertising helps besides the two mentioned, from postal cards to 12x30 bill board signs, and still use some of them to a limited extent; but experience has taught me to confine my expenditures to certain lines. But this rule can not be applied to every locality; the manner of doing business in a large city is usually different from that in a small town, and must be advertised differently.

Our great city papers are full of heavy head lines, followed by descrip-

tions of goods and prices applied to these lines for a certain length of time. This may serve its purpose in the city, but let the same advertisement appear in a country daily or weekly, and Farmer Jones or Neighbor Smith will surely call after the special price limit has expired and insist on buying at that price because he has just read the advertisement or just heard about it, and feels disappointed if you refuse him, and because of intimate acquaintance you are almost compelled to grant his request.

On the other hand, the city dealer has a larger percentage of transient trade, who are quick to buy, and not disappointed if the special sale limit has expired and think no further of it.

How much we shall spend for advertising in various forms during the year is a subject worthy of consideration. In the beginning of the year this should be decided by each person for himself, and unless it is decided definitely we are apt to exceed the limit where it is a profitable investment.

I have usually found 1 per cent. of my gross sales to be ample for my own advertising, although others may require 2 per cent. or more. After we have decided the amount we will spend during the year, let us confine our advertising to the regular lines laid out. It will be much better to concentrate our forces than to scatter them too widely.

Right here I would suggest that one of the least expensive and most profitable items to be considered is our treatment of traveling and credit men. Courtesy is seldom forgotten; give our traveling friend a hearing, even although necessarily short, tell him kindly and firmly whether you can use his wares, and if he is a gentleman, which he usually is, he will take your word that you mean what you say. If he is not, the treatment should be varied to suit the case.

Our cheapest and, at the same time, valuable advertising is furnished by credit men and commercial reports. If our bills are met promptly by payment when due, or a satisfactory excuse, a favorable estimate is placed on our business character which we know not the value of at the time, but which may prove later on to be the salvation of our business.

As a rule I am not in favor of cutting prices merely as an advertisement; there should be some reasonable excuse for doing it. Cutting prices for the sake of antagonizing your competitor is a bad policy; it is a game admitting more than one player, and people soon learn to play you against each other.

After all, the main point to consider is to have a store, be it large or small, worth advertising, to which you can invite your trade with the conscious pride that you are doing your best to deserve their patronage.

Keep your stock as complete as possible, neatly arranged, and plainly marked; set the example yourself, and require your clerks to be gentlemanly, neat, obliging and truthful, and your customers will leave your store with the pleasant anticipation of calling again.

C. C. Fouts.

### A Dignified Patron.

Small Dealer (gently)—I see you have transferred your trade to my rival across the street.

Mr. Highhead (with dignity)—Yes, sir, I have.

Dealer (more gently)—May I ask, sir, what I have done to deserve this?

Mr. Highhead (with added dignity)—You sent in your bill.

## 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.

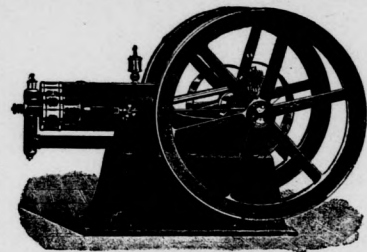
CALLAGHAN & RICHARDSON,

Manufacturers' Agents,

REED CITY,

MICH.

## 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.

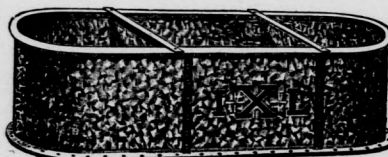


\$2.75 sent with order will buy one of these harp shaped Imperial Gas Lamps. It will be shipped f. o. b. Chicago, completely trimmed, carefully packed so that weight of package is less than ten pounds, hence charges by express would not be high. Lamp burns gasoline and gives a beautiful white light and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

## 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.

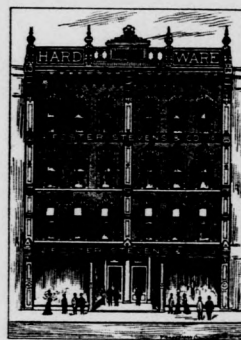
### At One-Half Cost

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.



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

Foster, Stevens & Co.,

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

Grand Rapids, Mich.

10 & 12 Monroe St.

PRINTING FOR HARDWARE DEALERS Tradesman Company  
Grand Rapids,



**Co-operative Relations Between Jobber, Retailer and Customer.**

"In unity there is strength." No man is mighty enough to stand alone. Some there are who may consider themselves the keystone of the structure of their imagination, but often this, if sometime or other the supporting columns should be removed, results in their business and hopes being brought to the condition of a castle in the air. Practical co-operation is what a man in business requires at all times, and a short review of the proposition may be convincing.

To begin with, the producer of raw material is limited to the market afforded him by the manufacturer, who in turn seeks to place his goods with the actual consumer, through the medium of the jobber or retailer. Thus we find first one and then the other depends upon his brother in business further along the line towards the goal of final consumption. We, as retailers, are directly in touch with the two great and important factors in the distribution of goods—the manufacturer or the jobber and the consumer.

Our relation to the former is practically the same as the relation of the latter to ourselves. There should be a well-defined code of integrity existing between all parties concerned, but connected by different links. We must be honest with those who are our creditors, as it may be necessary for us to ask assistance, or, at least, indulgence from them in time of need. We must cultivate their confidence in our methods and business ability, being careful at all times not to violate any trust which may be reposed in us.

There is no jobber who is not interested in the success and welfare of his customers. He knows, without being told in so many words, that the business relations must be profitable and pleasant or they will not continue. The line of goods he sells you must be such as you want and can dispose of at a profit. If, when the time of settlement arrives, he should insist upon payment in such a manner as to seriously inconvenience you when a little leniency would be of material assistance, your feelings towards him will not be the most kind, and my result in the first invoice also being the last.

Let me say right here that the traveling salesman is quite an important factor in sustaining pleasant and co-operative relations between his house and its customers. He is directly in touch with the latter, knows their wants almost from day to day, and, being usually a good judge of human nature and things in general, can tell at a glance whether the business is being conducted along profitable lines. He knows from the appearance of the store and condition of the stock whether the proprietor is progressive and up-to-date in his methods and worthy of confidence in financial matters pertaining to his employer.

Our relations with our customers involve the principles which cover a much wider field and present many more difficulties. Every day we are brought in contact with people of different nationalities, different creeds, different personal likes and dislikes from our own. There are constantly being offered opportunities to discuss political, religious and social matters, any one of which may cause us to forget that we are not in the retail business simply because our health was poor in the East. We should strive to impress upon our

customers that together we hold a common interest; that an improvement in their condition and welfare will perhaps be shared indirectly by ourselves.

We should ever be ready to promote the general prosperity of the community in which we live, and by so doing will find both pleasant and profitable employment.

The practical part of the plan of co-operation is closely allied to and intermingled with the theoretical, simply because infallible rules governing different conditions can not be laid down. "Circumstances alter cases" is a wise saying, and we constantly adjust ourselves to different conditions without effort on our own part.

Merchants, especially in small towns surrounded by a farming community, have customers who are permanent ones, year after year, so long as they are fairly treated and have confidence in the merchant with whom they trade. A well-satisfied customer is one of the best advertising mediums a man in business needs or can have, as there is constantly being exerted an influence the good results of which will in time be far-reaching. There is no one who does not appreciate fair treatment, and should receive it from a man in business without the asking. It will pay much better in the end to make a dollar by telling the truth than two by telling a falsehood. There are, of course, people who are always ready to be "faked," but whether it will pay you to play the part of a fakir or not can only be ascertained by experience. My advice would be to let the other do the work, as the time may come when the profits so gained would disappear with the reaction.

Business men everywhere, but more especially in the smaller towns, can be and should be of mutual assistance to one another in many ways. Let every one speak well of his neighbor, even although he be a competitor. If he is not right, people will discover the fact without you being the informant. Keep your town before the public. You can not transact business with people unless they come to town. When they do come, use them right, and they will come again. Be public spirited, even although it may cost a dollar occasionally; you can not expect something for nothing all the time.

Individually we can accomplish practically nothing. Acting as a unit we should be able to wield an influence from which some benefits will be forthcoming. Legitimate jobbers throughout the country appreciate our position and the motives governing our association. Their friendly assistance should be had for the asking. In return our loyalty towards them should be unquestioned. Should this confidence be willfully violated the results can not be foretold, but would not likely be to the credit of the one at fault. "United we stand, divided we fall," is a motto well worth remembering and keeping in practice.

In conclusion, let me say that the proposition of co-operation, if conducted along mutually beneficial lines, will be found conducive to peace of mind and, perhaps, strength of body, and be of material assistance in building up a strong commercial commonwealth. Co-operation is the foundation of this, the greatest of all nations. W. A. Fox.

Remember to call on a business man during business times only, and solely on business. Transact the same and go about your own, in order to give him time to attend to his.

**Hardware Price Current**

| Ammunition                                                                                                                |                |             |            |
|---------------------------------------------------------------------------------------------------------------------------|----------------|-------------|------------|
| Caps                                                                                                                      |                |             |            |
| G. D., full count, per m.                                                                                                 | 40             |             |            |
| Hicks' Waterproof, per m.                                                                                                 | 50             |             |            |
| Musket, per m.                                                                                                            | 75             |             |            |
| Ely's Waterproof, per m.                                                                                                  | 60             |             |            |
| Cartridges                                                                                                                |                |             |            |
| No. 22 short, per m.                                                                                                      | 2 50           |             |            |
| No. 22 long, per m.                                                                                                       | 3 00           |             |            |
| No. 32 short, per m.                                                                                                      | 4 05           |             |            |
| No. 32 long, per m.                                                                                                       | 5 80           |             |            |
| Primers                                                                                                                   |                |             |            |
| No. 2 U. M. C., boxes 250, per m.                                                                                         | 1 20           |             |            |
| No. 2 Winchester, boxes 250, per m.                                                                                       | 1 20           |             |            |
| Gun Wads                                                                                                                  |                |             |            |
| Black edge, Nos. 11 and 12 U. M. C.                                                                                       | 60             |             |            |
| Black edge, Nos. 9 and 10, per m.                                                                                         | 70             |             |            |
| Black edge, No. 7, per m.                                                                                                 | 80             |             |            |
| Loaded Shells                                                                                                             |                |             |            |
| New Rival—For Shotguns                                                                                                    |                |             |            |
| No.                                                                                                                       | Drs. of Powder | oz. of Shot | Size Gauge |
| 120                                                                                                                       | 4              | 1 1/2       | 10         |
| 128                                                                                                                       | 4              | 1 1/2       | 9          |
| 128                                                                                                                       | 4              | 1 1/2       | 8          |
| 128                                                                                                                       | 4              | 1 1/2       | 6          |
| 135                                                                                                                       | 4 1/4          | 1 1/2       | 5          |
| 154                                                                                                                       | 4 1/2          | 1 1/2       | 4          |
| 200                                                                                                                       | 3              | 1           | 10         |
| 208                                                                                                                       | 3              | 1           | 12         |
| 236                                                                                                                       | 3 1/4          | 1 1/2       | 6          |
| 265                                                                                                                       | 3 1/2          | 1 1/2       | 5          |
| 264                                                                                                                       | 3 1/2          | 1 1/2       | 4          |
| Discount 40 per cent.                                                                                                     |                |             |            |
| Paper Shells—Not Loaded                                                                                                   |                |             |            |
| No. 10, pasteboard boxes 100, per 100.                                                                                    | 72             |             |            |
| No. 12, pasteboard boxes 100, per 100.                                                                                    | 64             |             |            |
| Gunpowder                                                                                                                 |                |             |            |
| Kegs, 25 lbs., per keg.                                                                                                   | 4 00           |             |            |
| 1/2 kegs, 12 1/2 lbs., per 1/2 keg.                                                                                       | 2 25           |             |            |
| 1/4 kegs, 6 1/4 lbs., per 1/4 keg.                                                                                        | 1 25           |             |            |
| Shot                                                                                                                      |                |             |            |
| In sacks containing 25 lbs.                                                                                               |                |             |            |
| Drop, all sizes smaller than B.                                                                                           | 1 40           |             |            |
| Augurs and Bits                                                                                                           |                |             |            |
| Snell's                                                                                                                   | 60             |             |            |
| Jennings genuine                                                                                                          | 25             |             |            |
| Jennings' imitation                                                                                                       | 50             |             |            |
| Axes                                                                                                                      |                |             |            |
| First Quality, S. B. Bronze                                                                                               | 6 50           |             |            |
| First Quality, D. B. Bronze                                                                                               | 10 00          |             |            |
| First Quality, S. B. S. Steel                                                                                             | 7 00           |             |            |
| First Quality, D. B. Steel                                                                                                | 11 50          |             |            |
| Barrows                                                                                                                   |                |             |            |
| Railroad                                                                                                                  | 15 00          |             |            |
| Garden                                                                                                                    | 30 00          |             |            |
| Bolts                                                                                                                     |                |             |            |
| Stove                                                                                                                     | 60             |             |            |
| Carriage, new list                                                                                                        | 65&10          |             |            |
| Plow                                                                                                                      | 50             |             |            |
| Buckets                                                                                                                   |                |             |            |
| Well, plain                                                                                                               | \$4 00         |             |            |
| Butts, Cast                                                                                                               |                |             |            |
| Cast Loose Pin, figured                                                                                                   | 65             |             |            |
| Wrought Narrow                                                                                                            | 60             |             |            |
| Chain                                                                                                                     |                |             |            |
| Com.                                                                                                                      | 7 c.           | 5-16 in.    | 1/4 in.    |
| BB                                                                                                                        | 8 1/2          | 6 c.        | 5 c.       |
| BBB                                                                                                                       | 8 1/2          | 7 1/2       | 6 1/4      |
|                                                                                                                           | 8 1/2          | 7 1/2       | 6 3/4      |
| Crowbars                                                                                                                  |                |             |            |
| Cast Steel, per lb.                                                                                                       | 6              |             |            |
| Chisels                                                                                                                   |                |             |            |
| Socket Firmer                                                                                                             | 65             |             |            |
| Socket Framing                                                                                                            | 65             |             |            |
| Socket Corner                                                                                                             | 65             |             |            |
| Socket Slicks                                                                                                             | 65             |             |            |
| Elbows                                                                                                                    |                |             |            |
| Com. 4 piece, 6 in., per doz.                                                                                             | 65             |             |            |
| Corrugated, per doz.                                                                                                      | 1 25           |             |            |
| Adjustable                                                                                                                | 40&10          |             |            |
| Expansive Bits                                                                                                            |                |             |            |
| Clark's small, \$18; large, \$26                                                                                          | 40             |             |            |
| Ives' 1, \$18; 2, \$24; 3, \$30                                                                                           | 25             |             |            |
| Files—New List                                                                                                            |                |             |            |
| New American                                                                                                              | 70&10          |             |            |
| Nicholson's                                                                                                               | 70             |             |            |
| Heller's Horse Rasps                                                                                                      | 70             |             |            |
| Galvanized Iron                                                                                                           |                |             |            |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.                                                             | 28             |             |            |
| Discount, 65                                                                                                              |                |             |            |
| Gauges                                                                                                                    |                |             |            |
| Stanley Rule and Level Co.'s                                                                                              | 60&10          |             |            |
| Glass                                                                                                                     |                |             |            |
| Single Strength, by box                                                                                                   | 85&            |             |            |
| Double Strength, by box                                                                                                   | 85&            |             |            |
| By the Light                                                                                                              | 80&20          |             |            |
| Hammers                                                                                                                   |                |             |            |
| Maydole & Co.'s, new list                                                                                                 | 33 1/2         |             |            |
| Yerkes & Plumb's                                                                                                          | 40&10          |             |            |
| Mason's Solid Cast Steel                                                                                                  | 70             |             |            |
| Hinges                                                                                                                    |                |             |            |
| Gate, Clark's 1, 2, 3                                                                                                     | 60&10          |             |            |
| Hollow Ware                                                                                                               |                |             |            |
| Pots                                                                                                                      | 50&10          |             |            |
| Kettles                                                                                                                   | 50&10          |             |            |
| Spiders                                                                                                                   | 50&10          |             |            |
| Horse Nails                                                                                                               |                |             |            |
| Au Sable                                                                                                                  | 40&10          |             |            |
| House Furnishing Goods                                                                                                    |                |             |            |
| Stamped Tinware, new list                                                                                                 | 70             |             |            |
| Japanned Tinware                                                                                                          | 20&10          |             |            |
| Iron                                                                                                                      |                |             |            |
| Bar Iron                                                                                                                  | 2 25 c rates   |             |            |
| Light Band                                                                                                                | 3 c rates      |             |            |
| Knobs—New List                                                                                                            |                |             |            |
| Door, mineral, jap. trimmings                                                                                             | 75             |             |            |
| Door, porcelain, jap. trimmings                                                                                           | 85             |             |            |
| Lanterns                                                                                                                  |                |             |            |
| Regular 0 Tubular, Doz.                                                                                                   | 5 00           |             |            |
| Warren, Galvanized Found.                                                                                                 | 00             |             |            |
| Levels                                                                                                                    |                |             |            |
| Stanley Rule and Level Co.'s                                                                                              | dis            |             |            |
| Adze Eye                                                                                                                  | \$17 00        | dis         | 70—10      |
| Mattocks                                                                                                                  |                |             |            |
| Metals—Zinc                                                                                                               |                |             |            |
| 600 pound casks                                                                                                           | 7 1/4          |             |            |
| Per pound                                                                                                                 | 8              |             |            |
| Miscellaneous                                                                                                             |                |             |            |
| Bird Cages                                                                                                                | 40             |             |            |
| Pumps, Clister                                                                                                            | 75&10          |             |            |
| Screws, New List                                                                                                          | 85             |             |            |
| Castors, Bed and Plate                                                                                                    | 50&10&10       |             |            |
| Dampers, American                                                                                                         | 50             |             |            |
| Molasses Gates                                                                                                            |                |             |            |
| Stebbins' Pattern                                                                                                         | 60&10          |             |            |
| Enterprise, self-measuring                                                                                                | 30             |             |            |
| Pans                                                                                                                      |                |             |            |
| Fry, Acme                                                                                                                 | 60&10&10       |             |            |
| Common, polished                                                                                                          | 70&5           |             |            |
| Patent Planished Iron                                                                                                     |                |             |            |
| "A" Wood's patent planished, Nos. 24 to 27                                                                                | 10 75          |             |            |
| "B" Wood's patent planished, Nos. 25 to 27                                                                                | 9 75           |             |            |
| Broken packages 1/4 cent per pound extra.                                                                                 |                |             |            |
| Planes                                                                                                                    |                |             |            |
| Ohio Tool Co.'s, fancy                                                                                                    | 50             |             |            |
| Scota Bench                                                                                                               | 60             |             |            |
| Sandusky Tool Co.'s, fancy                                                                                                | 50             |             |            |
| Bench, first quality                                                                                                      | 40             |             |            |
| Nails                                                                                                                     |                |             |            |
| Advance over base, on both Steel and Wire.                                                                                |                |             |            |
| Steel nails, base                                                                                                         | 2 65           |             |            |
| Wire nails, base                                                                                                          | 2 65           |             |            |
| 20 to 60 advance                                                                                                          | Base           |             |            |
| 10 to 16 advance                                                                                                          | 5              |             |            |
| 6 advance                                                                                                                 | 10             |             |            |
| 4 advance                                                                                                                 | 20             |             |            |
| 3 advance                                                                                                                 | 30             |             |            |
| 2 advance                                                                                                                 | 45             |             |            |
| 1 advance                                                                                                                 | 70             |             |            |
| Casing 10 advance                                                                                                         | 50             |             |            |
| Casing 8 advance                                                                                                          | 15             |             |            |
| Casing 6 advance                                                                                                          | 25             |             |            |
| Finish 10 advance                                                                                                         | 35             |             |            |
| Finish 8 advance                                                                                                          | 25             |             |            |
| Finish 6 advance                                                                                                          | 35             |             |            |
| Barrel 1/2 advance                                                                                                        | 45             |             |            |
| Rivets                                                                                                                    |                |             |            |
| Iron and Tinned                                                                                                           | 50             |             |            |
| Copper Rivets and Burs                                                                                                    | 45             |             |            |
| Roofing Plates                                                                                                            |                |             |            |
| 14x20 IC, Charcoal, Dean                                                                                                  | 6 50           |             |            |
| 14x20 IX, Charcoal, Dean                                                                                                  | 7 50           |             |            |
| 20x28 IC, Charcoal, Dean                                                                                                  | 13 00          |             |            |
| 14x20 IC, Charcoal, Alloway Grade                                                                                         | 5 50           |             |            |
| 14x20 IX, Charcoal, Alloway Grade                                                                                         | 6 50           |             |            |
| 20x28 IC, Charcoal, Alloway Grade                                                                                         | 11 00          |             |            |
| 20x28 IX, Charcoal, Alloway Grade                                                                                         | 13 00          |             |            |
| Ropes                                                                                                                     |                |             |            |
| Sisal, 1/4 inch and larger                                                                                                | 8 1/4          |             |            |
| Manilla                                                                                                                   | 12             |             |            |
| Sand Paper                                                                                                                |                |             |            |
| List acct. 19, '86                                                                                                        | dis            |             |            |
| Sash Weights                                                                                                              |                |             |            |
| Solid Eyes, per ton                                                                                                       | 25 00          |             |            |
| Sheet Iron                                                                                                                |                |             |            |
| Nos. 10 to 14                                                                                                             | com. smooth.   | com.        |            |
| Nos. 15 to 17                                                                                                             |                | \$3 20      |            |
| Nos. 18 to 21                                                                                                             |                | 3 30        |            |
| Nos. 22 to 24                                                                                                             |                | 3 40        |            |
| Nos. 25 to 26                                                                                                             |                | 3 50        |            |
| No. 27                                                                                                                    |                | 3 60        |            |
| All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.                                             |                |             |            |
| Shovels and Spades                                                                                                        |                |             |            |
| First Grade, Doz.                                                                                                         | 8 00           |             |            |
| Second Grade, Doz.                                                                                                        | 7 50           |             |            |
| Solder                                                                                                                    |                |             |            |
| 1/2 @ 1/4                                                                                                                 | 21             |             |            |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                |             |            |
| Squares                                                                                                                   |                |             |            |
| Steel and Iron                                                                                                            | 70             |             |            |
| Tin—Melyn Grade                                                                                                           |                |             |            |
| 10x14 IC, Charcoal                                                                                                        | \$ 8 50        |             |            |
| 14x20 IC, Charcoal                                                                                                        | 8 50           |             |            |
| 20x28 IX, Charcoal                                                                                                        | 9 75           |             |            |
| Each additional X on this grade, \$1.25.                                                                                  |                |             |            |
| Tin—Alloway Grade                                                                                                         |                |             |            |
| 10x14 IC, Charcoal                                                                                                        | 7 00           |             |            |
| 14x20 IC, Charcoal                                                                                                        | 7 00           |             |            |
| 10x14 IX, Charcoal                                                                                                        | 8 50           |             |            |
| 14x20 IX, Charcoal                                                                                                        | 8 50           |             |            |
| Each additional X on this grade, \$1.50                                                                                   |                |             |            |
| Boiler Size Tin Plate                                                                                                     |                |             |            |
| 14x56 IX, for No. 8 Boilers, 1 per pound..                                                                                | 10             |             |            |
| 14x56 IX, for No. 9 Boilers, 1 per pound..                                                                                |                |             |            |
| Traps                                                                                                                     |                |             |            |
| Steel, Game                                                                                                               | 75             |             |            |
| Onelda Community, Newhouse's                                                                                              | 40&10          |             |            |
| Onelda Community, Hawley & Norton's                                                                                       | 65             |             |            |
| Mouse, choker per doz.                                                                                                    | 15             |             |            |
| Mouse, delusion, per doz.                                                                                                 | 1 25           |             |            |
| Wire                                                                                                                      |                |             |            |
| Bright Market                                                                                                             | 60             |             |            |
| Annealed Market                                                                                                           | 60             |             |            |
| Coppered Market                                                                                                           | 50&10          |             |            |
| Tinned Market                                                                                                             | 50&10          |             |            |
| Coppered Spring Steel                                                                                                     | 40             |             |            |
| Barbed Fence, Galvanized                                                                                                  | 3 30           |             |            |
| Barbed Fence, Painted                                                                                                     | 3 00           |             |            |
| Wire Goods                                                                                                                |                |             |            |
| Bright                                                                                                                    | 80             |             |            |
| Screw Eyes                                                                                                                | 80             |             |            |
| Hooks                                                                                                                     | 80             |             |            |
| Gate Hooks and Eyes                                                                                                       | 80             |             |            |
| Wrenches                                                                                                                  |                |             |            |
| Baxter's Adjustable, Nickleed                                                                                             | 30             |             |            |
| Coe's Genuine                                                                                                             | 30             |             |            |
| Coe's Patent Agricultural, Wrought                                                                                        | 70&10          |             |            |



## Shoes and Rubbers

### Process Followed in the Manufacture of Box Calf.

Box calf is so called because of the figure imprinted on the grain. The figure is made by boarding the grain with a hand board in the finishing. This figure is not as prominent as the figure seen on oil grain or on pebbled goat. In this class of stock the figure is imprinted in the grain by a cut machine roll while the skin is slightly damp, and the skin is then sprung up over the table four ways to make the pebble rounding. On box calf no impression is cut by a roll; the skin is simply boarded two ways in opposite directions, which gives a figure resembling a box. Box calf as it was first put on the market was tanned in the combination tannage, which is a combination of chemicals, gambier and oil. To-day 90 per cent. of the so-called box calf is tanned by the chrome process, which is composed entirely of chemicals. In the combination tannage a vegetable tannin works well with the chemicals and makes good leather; in the chrome tannage if any vegetable tannin be mixed with the bichromate of potash the leather is ruined on the start, as bichromate of potash and any of the vegetable tannins do not affiliate. Box calf leather, as it comes near being rawhide, possesses much greater strength of fibre than either the old bark or the combination tanned leather. It can not, in the true sense of the term, really be said to be tanned; it is simply cured, but the curing process is such that it will stand washing in water without any injurious effect whatever, which is more than can be said of any other known curing process. The reason for this is that the pores of the skin have been contracted by the bichromate of potash. Bichromate of potash has this effect on anything containing albuminous matter. This fact has been taken advantage of by photographers for years. They have used bichromate of potash for preserving pictures from the action of the air. It is said that through the efforts of a photographer in experimenting on skins many ideas concerning the tanning and finishing of this class of leather were brought to light.

One difficulty with which shoe manufacturers have to contend in using the chrome tanned calf is caused by the coarse, loose flanks and bellies; when chrome tanned calf first came into use this trouble was much worse than it is now. The calfskin is one of the skins that needs careful manipulation to make it into satisfactory leather. Being taken from the animal's back while it is young, it has not attained that firmness of fibre found in the hide of the older animal. Since there is but little filling matter in the chrome tannage by which the bellies and flanks may be made plump, tanners are very careful while the skin is being put through the beam-house to keep all possible substance in the skin intact, and then when boarding the leather for the box figure the bellies and flanks are touched but lightly by the workmen.

Shoe cutters say that they find a big difference in the leather turned out by different manufacturers as regards the looseness of the flanks. This is true on all classes of leather, and always will be so, since each tanner follows out some particular method of his own. In making box calf by the chrome process two systems are in vogue, one known

as the one and the other as the two-bath system. To prepare the skins for these different systems they must be treated differently in the beam-house.

It is thought by many that a finer and plumper flank is produced on box calf by using the glove calf tannage previous to applying the one-bath liquor. In using the calf kid tannage the flour in the tannage serves to plump and fill the skin. It also prevents the skin from breaking up coarse, and gives to the grain a velvety feel; then when the one-bath liquor comes to be given the skin, what little plumpness there is in the liquor further increases the plumpness of the skin without drawing or making the grain rigid. Cutters say that in handling the skins, they sometimes find that, although the skins feel fairly soft, they do not break fine, a straight line often running the whole length of the skin, and that this is more noticeable in thin stock. This trouble is caused by the skins having been tacked to the boards, for the purpose of drying directly after tanning and coloring, instead of after having been dried and then dampened in the manner the work should have been done.

On all skins tanned by a curing process the skins need to be properly dried in the air, then when dampened down and staked out they commence to feel like leather. In tacking out a skin directly from the tanning and coloring, measurement is gained, but the gain in feet is more than offset by the thin bellies and flanks. Leather finishers say that although they are well aware that chrome leather is injured in this way, they must continue this practice as long as shoe manufacturers continue to pay only a certain price per foot, since under these conditions they feel obliged to use all known means to increase the measurement, even if it be at the expense of the plumpness of the skin.—Leather Manufacturer.

### Known by Their Shoes.

If you go regularly to the same boot-black he not only knows you by your shoes, but he knows every pair of shoes that he has ever seen on your feet.

"These are better shoes than the button ones you wore last fall," said one of the Italian footwear shiners, who presumed on a long business acquaintance. He told the truth and set me to thinking.

"Do you remember those shoes?" I asked.

"Oh, yes. I put a button on them the first time you wore them, and that was right after you stopped wearing the light tan ones that you had for three summers."

"Do you notice and remember all such things?"

"Yes. We used to all you 'Old Tans' when we spoke of you. You see, we talk about our customers sometimes and always know them best by their shoes. That man who just went out is 'Old Congress Gaiters.' We don't mean anything wrong by such names; it is only our way. We have very few customers who wear congress gaiters and he is the only one who comes every day. Most of them are old men, for you see they can put the gaiters on easier than other shoes. That gentleman always wears them and he makes a pair last him nine months."—Stroller in N. Y. Herald.

### An Irish Verdict.

Judge—Gentlemen of the jury, what is your verdict?  
Irish Foreman—We fond that the mon who stole the horse is not guilty.

## It Isn't Luck



It is a combination of shrewd buying and close selling that allows us to offer you a genuine Goodyear welt shoe at

**\$2.00**

Order samples — you will want more. Write for our New Catalogue. It contains lots of good things.

**Edwards-Stanwood Shoe Co.**

Monroe and Franklin Sts., Chicago, Ill.

No. 7705—Men's Vici, Goodyear Welt, Bal. Crown Toe, C to EE, 6-11, \$2.00; carried in stock also in Box Calf, Velour Calf and Patent Leather, Black, Russet and Auto Red.

**Don't Forget**

the

**Lycoming Double Wear Goods**

and that Lycomings contain more pure gum than any rubber on the market. Ask our travelers about combinations Duck and Waterproof Leggings, Lumbermen's Socks, Leather tops, all heights, etc., etc. Send for our Shoe Catalogue for spring.

**GEO. H. REEDER & CO., 28 & 30 So. Ionia St.**

Grand Rapids, Mich.

## A Whirlwind of a shoe



Our Men's Vici Shoes made in our own factory will blow a gale of business your way. Try them. Price \$1.60.

**Herold-Bertsch Shoe Co.,**

Makers of Shoes, Grand Rapids, Mich.

## 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.



**Advice to Young Men Starting in the Shoe Business.**

We receive a great many letters containing requests for information from young men about to enter the ranks of the retailers. A great many of our correspondents seem to take it for granted that their ambition to achieve success can be gratified only in the larger towns and cities.

One young man writes, "I have about thirty-five hundred dollars capital which I would like to invest in the retail shoe business. I have clerked in a retail shoe store for ten years; the last three years I have had almost exclusive control. I do all the buying and am practically the manager and I feel that I have learned enough about the business to venture in for myself.

"I have thought some of starting in this town where I am well known and have a pretty good 'stand in' with the trade, but it is a small town (about 1,500) and although it is growing, the growth is rather slow."

"I believe I would rather locate in a town of ten thousand or up where I can carry a nice up-to-date line of shoes."

"About the highest price we can get for a man's shoe here is \$3.50 and \$3 for ladies. I would like to get in some town large enough to justify me in putting in a nice line of men's and women's \$5 shoes."

"Do you consider thirty-five hundred dollars sufficient capital to start a shoe store in a good live city of ten to twenty thousand people, and do you know a town of this kind that presents a good opening?"

To begin with, the idea that seems to prevail to a greater or less extent, that the city is the only place for an ambitious young man who wishes to succeed as a retailer, is a great mistake; nothing could be wider of the mark.

Mind, we are discussing the small retailer, the one who wishes to start in a moderate way and cater to a good class of trade. The old saying that "all is not gold that glitters" is particularly appropriate of the city in this case—as it is to-day, not as it was ten years ago.

The young man who goes to the city to start in the retail shoe business in a small way finds it something like this:

First, he must find a suitable building in a good location, particularly if he expects to sell the medium and fine grade of goods. Then the trouble begins, rents are high, and if a room is finally selected it is at a higher figure than he expected to pay. Then comes sign work; this must be of the very best to be in keeping with the others—generally something in gold leaf, which costs quite a little sum. The windows and inside fixtures, consisting of settees or chairs, rugs, mirrors, etc., must be good, if not elegant. All this makes quite a little hole in the thirty-five hundred dollars. Proper lighting is also expensive. Then he begins to buy stock. He must have at least a fair assortment of styles and when some of these are of the higher priced grades they run into money very fast.

Then comes advertising—effective advertising in a city is expensive; insurance is high and so are taxes. The city is full of societies and charitable associations of all kinds that must be kept up. The solicitors find the landlord or the retired farmer hard to locate and when he is found, there is no pressure that can be brought to bear to make him disgorge, but the merchant can not escape; they always know where to find him and there are plenty of rea-

sons why he can not refuse, so he contributes more than his share and this becomes quite an item.

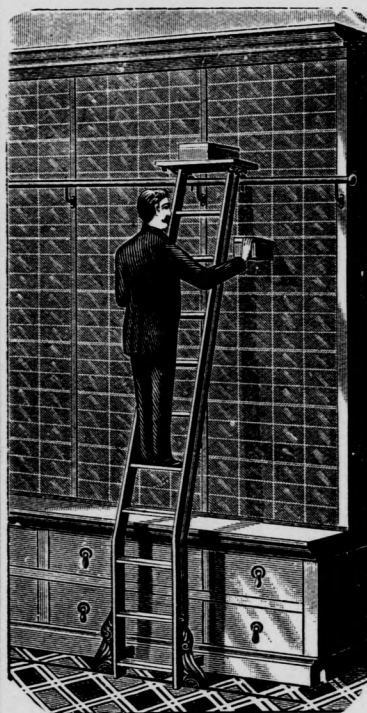
If he expects to sell the people who buy high priced shoes, he must to a certain extent cultivate their acquaintance and he must dress well. So, when he begins to figure up his actual expenses (the number of dollars he must make every day for others before he makes one for himself) he is startled, but he argues, "expenses don't count if only you can do the business and where so many people are, there certainly is business," and so he opens up. After awhile he begins to realize that building up a business in the better grades of goods is necessarily slow work.

If he had opened up in inexpensive quarters with a line of cheap shoes, job lots, sample pairs, etc., and advertised extensively, business would have started in with a rush, but selling medium and high priced shoes is a different story altogether. He soon finds that a percentage of this high-class trade is very exacting. In many instances they are more particular about the style and fit than they are about paying.

He finds that wealthy people do not all buy high-priced shoes. Many of the extremely wealthy go or send to the still larger cities for their footwear.

While he spends an hour and a half in an endeavor to sell a pair of ladies \$4 shoes that may come back to be sold all over again with a profit—if the sale is made—of \$1.25, the bargain-store man with small expenses and cheap fixtures is selling three pairs, closing the sales for good with a profit of \$1.75 or \$2 and that upon a comparatively small investment.—Shoe and Leather Gazette.

The committing magistrate always has lots of time at his disposal.



Your goods on the top shelves will become stale unless they are kept within easy reach.

**Bicycle Step Ladder**

**HIRTH, KRAUSE & CO.**

Grand Rapids, Michigan

Send for Catalogue

# 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.**

## Rubbers

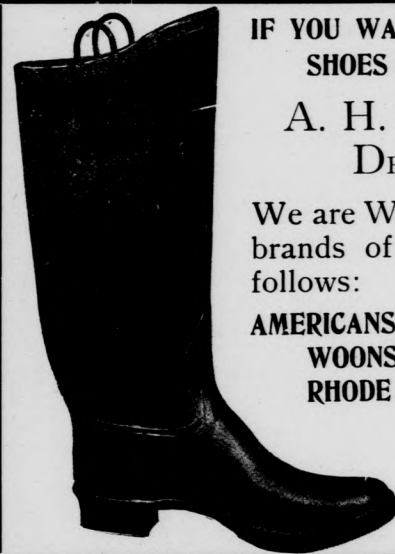
*Boston and Bay State*

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. Tonia St.

Grand Rapids, Mich.



IF YOU WANT RUBBER BOOTS AND SHOES QUICK, ORDER FROM

**A. H. KRUM & CO.,**  
DETROIT, MICH.

We are Western agents for seven brands of Rubber Footwear, as follows:

**AMERICANS, CANDEES, COLONIALS,  
WOONSOCKETS, FEDERALS,  
RHODE ISLANDS, PARAS.**

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

USE THE CELEBRATED

**Sweet Loma**

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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



## No Danger From the Invasion of the Third Sex

But suppose women do learn of men and get to be more like them in many ways, is it such a terrible misfortune for the world and society? Is the woman who is a good fellow such a bad fellow? Let's see how some of the theories work out in real life. It is undeniably true that the educated woman is going to think very much as the educated man does. Is the cultivated man going to find his wife any less agreeable and sympathetic a companion because she reads the best literature, instead of devoting herself to penny dreadfuls and wishy-washy love stories? The woman who goes in for athletics is going to hold pretty much the same theories the

In all my experience I have never known a single working woman the ultimate of whose ambition was not to have just the kind of a home the domestic woman despises—a place where she can indulge her own taste in wall paper and potter around in the kitchen all she wants to. It is nothing less than pathetic, the efforts homeless women make to make a home. In the top tray

The same thing may be said about money. Undoubtedly the girl who is to inherit a fortune, and who receives

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

Established 1780.

# They all say

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



a business education that will enable her to manage her property herself, will have very similar theories and ideals in finance to her brother. It used to be that the woman left with money was the natural victim of her trustees or guardians, who only too often decamped with it. Thousands of rich women have been beggared because they were never taught which was the business end of a check, or the difference between wild-cat mining stock and a Government bond. The woman who is prepared for the financial duties she is to assume will be able to look out for herself. Insofar she will be like a man, but it will be money in her pocket.

Neither does the woman who has ever earned money ever look at it as the woman who has had everything supplied her. In one case it represents the tangible results of toil. In the other it is a happy accident. The working woman sees in every dollar the labor, the anxiety, the struggle, the weariness and self-denial, and she spends it with care as befits that which has cost so much. The woman who has never earned a dollar sees in it nothing but something to gratify the whim of the moment. More than that, the working woman knows what it means to be without money, and no matter how little she earns, she is almost sure to have something tucked away for a rainy day.

Women are growing more like men in the way of being independent, too. We are made of the same flesh and spirit as our brothers. The bread of dependence is just as bitter on a woman's lips as it is on a man's. In the past fate left us no alternative but to swallow it. Now we hustle out and make cake and ale for ourselves. Look at the question fairly and squarely, brethren and sisters. Which is the more honorable for a poor girl to do, to sell herself in marriage for a home or to go out and earn one with her own brains and strength for herself? Which woman do you respect the more, the one who hangs onto charity and lets somebody else support her or who supports herself? We haven't a word too hard to apply to the contemptible man who lets somebody else take care of him, but there are people who presume to criticise a woman for showing the same intrepid spirit and the courage that we extol in a man.

The truth of the matter is that those who talk about the economic independence of women creating a third sex, which shall be neither man nor woman, are alarmists, who are trying to frighten us with boggy stories. Men are going to be men and women are going to be women to the end of the chapter. The good Lord made them that way, and nobody need be worried about the fact that they are learning a great many things from each other that they didn't used to know and coming to take the same point of view on many matters. There are plenty of things each sex could teach the other with profit.

Dorothy Dix.

#### The Boss of the House.

A Virginia judge who was recently called upon to decide whether the husband or wife was the head of a certain house held that in that particular case the woman was, because she supported the family, and gave it as his further opinion that whoever paid the bills in a household was entitled to boss it.

"Money always talks," as the old proverb puts it, and the hand that holds the pocketbook rules the world; so there is nothing new in this view of the

subject, except that it puts the woman who pays on an equal footing, in domestic authority, with the man who pays. This is well enough in a way, but it makes too much of the capital involved in running a home, and too little of the labor. Certainly the woman who puts in her time and work and care and thought on making a home comfortable and happy is entitled to an equal share in the bossing with the person who furnishes the money. That is an equitable arrangement that is recognized everywhere in the commercial world, but is only too often ignored in the home.

In case, however, the man's right to rule the home, because he supports it, is recognized, the question comes up, how much authority does he buy with his money? Does he purchase his wife's unquestioning and slavish obedience, or does he merely get a sort of general lien on her acquiescence in his wishes? A very interesting case in point is furnished by a suit which is being tried in Pittsburg, where a wealthy man is being sued for divorce by his wife, because she was too much governed. The petition sets forth that the following rules were conspicuously posted in different places in the house:

I am to be boss of this house.

I am to be the master and the head of the house and must be respected.

I am to handle all the money.

No servant shall be employed or dismissed without consulting me.

All purchases, such as vegetables, groceries, clothing for wife and children, are to be bought only with my personal consent, or with my written order.

My children shall be taught to respect me.

No presents shall be given to any one, nor shall any old clothing be disposed of without my personal consent.

Nothing whatever shall be bought without consulting me.

All parties whose names appear on cards in the hallrack shall be excluded from my house, as shall other parties I may name hereafter.

There may have been a time, in the dark ages, when it might have been possible for a man to enforce such arbitrary rules upon his family, but, thank heaven, we are a long ways past that now. No modern woman would submit to being so enslaved and degraded in the eyes of her children and servants. As for teaching her children to respect such a father, it is absurd. No woman ever taught her children to respect the bully who oppressed her.

The Pittsburg case is, of course, an extreme one, but, unfortunately, it has many imitators in a modified way. The man who is a tyrant in his own home and who interferes in everything from managing the cook to the cut of his wife's Sunday gown is not so rare as we could wish. He justifies himself by saying he supports his family and has a right to boss it, but he overvalues the worth of his money. Paying the bills is not all, as he very soon finds out, if he attempts to run a house by himself. The woman's services count for just as much as the money, and are just as necessary, and a man is putting an undeserved affront on his wife when he fails to recognize her as an equal partner, with equal authority with himself in the household. Cora Stowell.

#### The Wrong End.

The little dog that was shot in the west end is recovering.—Prairie City, Ill., News.

That is not strange. The west end of a dog is not necessarily a vital spot. Try the east end and better results may follow.

Every  
Grocer  
Knows

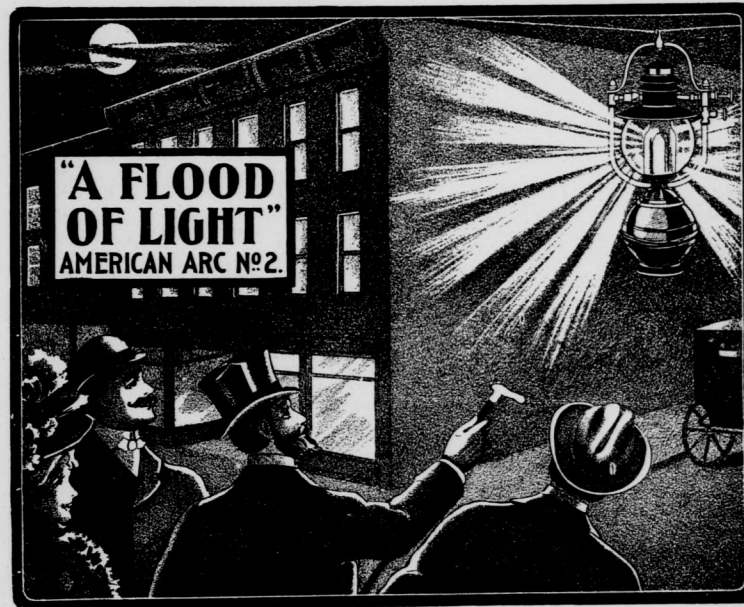


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NATIONAL BISCUIT COMPANY

## A MODERN WONDER

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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.

Ask for Catalogue.

192-194 Michigan Street, Chicago, Ill.



## Butter and Eggs

Egg, Butter, Poultry and Lamb Market in Gotham.

Now that prices for eggs are getting down toward a spring basis we may expect a closer discrimination as to qualities by the buying interests. So far very little grading has been done by the Western packers, but it will doubtless be more advantageous to make a closer assortment hereafter. During the spring season eggs may be graded up quickly and there will be more of an inducement hereafter to work up a reputation for size and cleanness. It is worth considerable to an egg shipper to establish a good reputation for his brand; it makes the stock promptly salable at the times when quick sale means dollars ahead.

\* \* \*

It now looks very much as though the market was down to stay. Colder weather is reported at the close in some parts of the West, but it is getting too late to build much on this as production has evidently started on a large scale and full supplies are already in transit. The demand, however, is responding to the decline and goods are going out in good shape; our outlets have absorbed not only the current arrivals but a good deal of stock previously accumulated also, and it looks as if our market would be in good shape to handle the larger supplies in prospect. But unless some unusual occurrence in weather conditions should check the natural increase of production there is every reason to anticipate a further decline in values until the point is reached at which surplus will be withdrawn to permanent quarters in cold storage. There have been indications that some storage men would begin to lay in eggs on a basis of 14c at seaboard, but when the time comes it is to be hoped this folly will be avoidable.

\* \* \*

We have had our attention called to a most exasperating case where a butter-maker, endeavoring to improve the product of the creamery where he was employed, lost his position because he rejected a lot of poor, stale milk. Week after week he had been struggling to overcome the effects of defective material, but in spite of all the skill that he could bring to bear, his product was having a hard time in the Eastern market to which it was consigned. The selling agent had complained often and severely of the quality of the butter and finally the buttermaker decided that he must reject some of the poor milk. The next day 2,000 pounds that were fit only for the hogs went back to the patrons, and inside of a week he was notified that his services would not be wanted after the first of the month.

\* \* \*

It is a grievous disappointment to the dairy interests that after pushing the Grout bill so close to a successful issue they are obliged to submit for even a year longer to the fraudulent element in the competition with oleomargarine. The large majority gained for the Grout bill in the House was naturally encouraging; and it was plainly evident that the Senate was ready to pass the bill had it been possible in that slow going and deliberate body to have reached a vote. But the pressure of peremptory legislation prevented the due consideration of the bill and it died with the session, although with all the elements of life in it requisite for the quickest possible resurrection.

"Now that the poultry is running poor, especially chickens, I see some of the larger shippers are grading their stock differently," remarked a receiver when appealed to for news. "The trouble is, however, that they do not grade it closely enough to give satisfaction to buyers and of course we can not get high prices from them unless we can suit them with quality. One shipper of fancy stock who ships more or less to me has been separating his stags from the other chickens and I understand other large shippers are also doing the same thing. My shipper picks out the worst stags and ships them as such and the balance he ships as 'fancy chickens.' The fact is that the fancy chickens are about half stags and while they bring a little more than the stags with the more prominent spurs, the shipper would get almost as much for them if he picked out the few fancy chickens and for the latter he would get a big price. But we can not seem to educate the shipper up to giving us what we want notwithstanding it is money in his pocket."

\* \* \*

Another receiver said he thought the trouble was mainly with the commission man himself. "Returns are made too much on the basis of quotations—so much above or below or just quotation figures, according to the mark, instead of according to quality. The shipper soon discovers that extra care in packing, grading and selecting his stock does not increase returns so he falls back again to his old style and consequently his poultry is not as fancy as it would have been had he received proper encouragement from his commission house."

\* \* \*

A few hot house or "spring" lambs usually arrive for Thanksgiving and Christmas trade and scattering receipts appear until spring when they become plenty. The arrivals have been more plenty of late and very full prices are being realized. The following are the usual directions for packing and preparing for market: Select only prime fat stock—always the best of the flock. In dressing early lambs, cut them open only to the breast bone, but as the weather becomes warm it is best to cut down to the head. Take out entrails, leaving in haslet. The skin must be left on, but head and feet should be removed at all times in order to comply with the provisions of a sanitary ordinance. Skin the hind legs about halfway down and draw the caul over them and well down over the kidneys, securing it with skewers. Slit the caul just enough to let the kidneys through. Replace the pelt over the legs. Be careful about putting in back sets. The sticks should be just the right length; fasten one end in the flank and the other in the breast close up to first rib, having the sticks cross in the back just behind the kidneys. Wrap the whole carcass with clean, white muslin, then with burlap or bagging, and ship by express. Do not handle too soon after killing, but allow the animal heat to get entirely out of the meat before shipping. Early lambs should not weigh less than 30 pounds, and as the season advances buyers want heavier stock. Late summer and fall lambs will not sell as spring lambs.—N. Y. Produce Review.

### Maine's Oleo Law Valid.

The Maine Supreme Court last Tuesday declared as constitutional the State law prohibiting the sale of oleomargarine and other imitations of butter. The test case came up in Androscoggin county, a verdict of guilty being rendered on an indictment charging Oscar Rogers with violating a statute.

It is easier for a young man to fool his own mother than it is for him to fool any other woman.

## 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

## 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.

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Receivers—Carlots—Distributors

# POTATOES

We handle from all sections and sell everywhere.

ST. LOUIS, MO.

Leading Distributing Center in the United States.

# 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.

## 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.

# BEANS === SEEDS POTATOES

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

## 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.



# The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Mar. 9.—There is a fair, steady volume of trade among our jobbers and not a word of complaint is heard. Wholesalers are alert in studying the changes that are taking place in the business world, for such gigantic movements are of interest to every business man.

The amount of printers' ink that has been devoted to the coffee market is not inconsiderable and the papers have been shouting themselves hoarse over the "Coffee Corner" cry. It is admitted that "it will take several years" to get coffee fully cornered, but—well, the market is fairly steady. There is not a great movement of actual stock, but the situation is more encouraging than last week and prices are pretty firmly adhered to. Receipts at primary points continue large, being 32,000 bags at Santos and Rio on Friday, against 14,000 bags at the same time last year. In store and afloat the amount of Brazil coffee aggregates 1,203,379 bags, against 1,334,165 bags at the same time last year. Rio No. 7 closes at 7½@7¾c. Trading in West India sorts is steady, but the amount really changing hands is rather small. Little is doing in East Indias.

Sugar.—The market has been rather shaky all the week. Howell led off with a decline of 10 points Friday morning, which was followed by an additional decline of 15 points Friday night. Saturday the American followed with a flat decline of ¼c on all grades. No new purchases are being made to speak of and withdrawals under contract are only sufficient to keep assortments fairly whole.

The auction sale of tea on Wednesday had the effect of demoralizing trade and the situation is not encouraging, although it has easily been worse. Prices are a little "off" and buyers are not at all disposed to make purchases ahead of current wants.

The rice market is a little firmer as to prices and the demand from the grocery trade has been quite satisfactory. Prime to choice Southern is worth 5@5½c; head, 5½@6¼c. Foreign sorts are without change. Japan, 4½@4¾c.

The spice business is practically at a standstill. Prices are pretty well held and dealers seem to be satisfied with the condition of things, quiet as they are. Pepper and cloves are the two articles held firmest, and for Singapore pepper 13@13¼c seems to be about the range for invoice lots.

Molasses buyers take very small lots and this is natural, as the season is too far advanced to carry large stocks. Open-kettle goods are firm and sell within the range of 32@40c; good to prime centrifugal, 17@26c. Syrups are firm and market pretty well cleaned up.

Canned goods appear to have taken a turn and there is a better feeling among the trade. New York corn has advanced 2½@5c per doz., and if tomatoes are no higher there is not the pressure to sell that has existed. Salmon has been in very good demand and an advance in red Alaska is looked for at any time. Future orders for corn have been taken at 82½c, f. o. b. Portland.

Not an item of interest can be found in the entire dried fruit market. Three-crown raisins are cleaning up pretty well and there is rather more strength in prunes. Quotations are practically without change.

Lemons and oranges have met with fair enquiry and the weather has been more favorable for shipments. Prices are about unchanged. Sicily lemons, 300s, \$2.75@3.50, latter for extra fancy stock.

The demand for beans is very quiet and altogether the situation is not at all different from the "usual run." Choice marrows, \$2.40@2.45; pea beans, \$2.20; red kidney, \$2.25.

Best Western creamery is worth 22c and the demand is fair. Seconds to firsts, 19@21c; Western imitation creamery, finest, 18@18½c; lower grades, 14@16c; choice rolls, 14@15c.

The cheese market is cleaning up in good shape and prices are well sustained. Full cream, fancy stock New York make will bring 12½c without much trouble and new stock will come in with very little old goods to compete with.

Choice Western eggs will hardly bring over 15c and, with fairly large arrivals and demand not extremely active, no surprise will be occasioned if a further decline sets in. The Easter trade, however, may sustain quotations for awhile.

## Go Back to a Crop Partially Deserted.

Geneva, Ohio, Mar. 4.—Last summer the farmers of Northeastern Ohio received a "tip" that there was a probability that the onion crop in America would fall short fully 1,000,000 bushels. This was sufficient to remind them of the fact that Lake and Ashtabula counties have in the past produced onions which dealers claimed were the best keepers and the best flavored product offered for sale; also that much of the land which was formerly used for growing this vegetable was either lying idle or devoted to the growth of other garden produce or grain. It was not too late for planting in this climate when this information came, consequently the land was made ready with a rush and as soon as the green shoots were fond piercing through the soft loam, father, mother and the children went to the onion patch to weed out the long rows and to do all in their power to make the harvest a profitable one. All hands contributed to the labor, so to all goes the reward for the fine crop and the resulting reward, for the price has already gone about as high as can be hoped for by the most ambitious and the daily reports show that the market is still on the increase.

There is money in raising onions and disposing of them at 30 cents a bushel. The farmer counts that he has made a good thing when 60 cents can be obtained; but these prices were offered for Ohio onions when they were first harvested, fifty-six pounds to the bushel, and since fall the price has constantly been on the increase. Now commission merchants are paying \$1.25 per bushel, and are anxious to buy at that price. One Madison dealer has bought 20,000 bushels at this price and feels assured that in a short time \$1.50 will be offered. He has already disposed of over 300,000 bushels this season, at a good margin; and, in addition, has paid the farmers about as high a price as the most hopeful could wish for. Owners of small farms who took the "tip" and profited thereby have a neat \$1,500 each as a reward of their summer labor; and several growers have received as high as \$4,000 for the labor of themselves and family.

Up to twenty years ago onions were not raised in Northeastern Ohio and it was not suggested that the soil was peculiarly adapted to their cultivation, until Charles and William Edmunds, of Perry, conceived the idea of planting a quantity of seed, harvesting a crop surprising to them and pleasing to the dealers who purchased them. Their neighbors in the township followed their example the following season with like results. Then it spread to surrounding townships. All who attempted the culture were successful in a measure, and for the past ten years most of the money which has come into the possession of the farmers in this vicinity has been in payment for onions.

Those who go by wheel or automobile from Cleveland to the Pan-American and thus avail themselves of one of the finest routes in the country, over the old stage road, the longest road in the world, will observe a large number of big farms with fine residences and other buildings in proportion, all purchased mainly with money obtained from this product. The work connected with growing onions is comparatively light, and the expense is almost nothing. The seed for an acre costs less than \$5, while the product will generally run as high as 800 bushels and in some instances 1,500 bushels. They thrive only in a peculiar soil, which is rich and holds moisture. Most of the local product is shipped to Pittsburg, as a distributing point.

## Florida Orange Orchards Reach Former Fruitfulness.

Ormond, Fla., March 11.—Millions of people who love the flavor of the orange will be interested in learning that at least a large portion of the old-time prosperity in producing this luscious fruit in Florida has returned. The frost and bitter freezing spell which in 1894-5 prevailed in the peninsula, killing thousands of acres of trees in territory reaching down toward Key West, has not been repeated in the last six years, and this year the crop, which has just been picked, approaches in fulness those that used to be known.

H. S. Williams, who owns the Lawn-dale orchards near Rock Ledge, shipped 2,000 boxes of some of the finest fruit ever sent out of Florida and other growers have been similarly successful. This brings back an era of prosperity to the orange growers of the famous river district. In 1895 Mr. Williams had ten oranges in a fifty-acre orchard. In 1896 he had eighteen boxes. In 1897 500 boxes and the same in 1898-99. In 1900 all save thirty-five boxes were killed in the bloom, but the trees were uninjured, and this year not only was a large crop picked and sold, but the prospects for the crop of next winter are good.

The trees which in 1894-5 had been killed to the roots brought forth new sprouts, which have been nursed until they are now magnificent producing orchards. For a while the fruit was not as good as before the freeze, but now it is back to its normal flavor. The Indian River orange has a distinctive juicy meat which has given it a wide

sale. It was the only variety known here for years. The California naval orange is not produced here, because it is a shy bearer and it does not pay to produce it. After the freeze there was much grafting done and the orchards are now producing many new and delicious varieties. There are the tangerine, brought from Tangier, and the mandarin from China. There is still another importation, called the king, which is said to be an improvement on both the tangerine and mandarin. This variety was imported from Siam. The Brazilian is also being raised. This orange is said to have been imported by Joseph Jefferson, the actor, and produced on his Louisiana plantation.

The famous Rock Ledge, on which the most luscious oranges are produced, extends along the rock ledge overlooking the Indian River four miles and on which there are 800 acres of orange orchards.

Strange as it may seem, the Chicago market is almost—indeed, it is said to be absolutely—shut off from the Florida oranges. Nearly the whole product goes to New York and Boston. Chicago can get California oranges much cheaper, the freight rate on the latter being 85 cents a box. The all-rail rate to New York is 73 cents, but the sea lines take them for 60 cents. The Indian River russet, with darkened skin but delicious flavor, brings from \$3.50 to \$4 a box in the orchard. The brights are worth \$5. It costs \$2.75 to send a box to Chicago by express and 90 cents by freight. It would seem that with the present rail facilities the Chicago market could be reached more cheaply.

O. D. Wetherell, a former Chicago city official and banker, is now raising oranges, pineapples and grape fruit in Florida. His orchards are located forty miles below Tampa, and he says all of them are doing well. When seen the other day he said that no Florida fruit is sold in Chicago. He predicts a wonderful development in the production of Florida fruit, especially the grape fruit, which is steadily gaining in popular favor.

## What Attracts the Women.

Flora—How could you ever fall in love with such a homely man? His figure is something awful.

Dora—Yes; but he has a perfectly lovely one at the bank.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street, 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.

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

# L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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



## Clerks' Corner.

Never Tired of Telling How to Select a Clerk.

Written for the Tradesman.

Kittridge, the corner grocer, got sick and tired of a good for nothing clerk who had been worrying his life out of him for several months and discharged the plague. That was a fortnight ago, and in his unspeakable relief at getting rid of him he made up his mind to get along without any help for a week or two and so make the most of his freedom. He sent the clerk "kitting" just after luncheon and had such a good time for the rest of the day that between whistles on his way home he thought seriously of postponing indefinitely the hiring of another clerk and recounted to himself as he went along the numberless reasons why.

His wife sympathized with him, as he knew she would, and although the absence of the clerk implied an earlier breakfast hour, she didn't mind a little thing like that and saw to it that breakfast was ready time enough for "Kit" to be ready for his earliest customer.

The first fact that faced him on entering the grocery was the temperature. It wasn't down to zero, but it was cold enough for him to see his breath and it was plenty cold enough to suggest that the fire had got down pretty low. Worse than that—it had gone out. After Kit had looked into the open stove door and stared at the dead coal and ashes a minute or two he murmured under his breath something that didn't sound a bit like "Ave, Sanctissima."

If there is one thing in the whole realm of duty which Kittridge hates it is making a coal fire in a coal stove. He is something particular about keeping his hands clean and when that part of inanimate nature which that coal stove represents undertakes to make an exhibition of its cussedness it can do it to the king's taste and ask no odds. It was Thursday morning and Kittridge was in all the mid-week grandeur of a clean shirt and turned cuffs. The cuffs he took off and placed on the counter and went carefully to work, thoroughly mindful of the fact—gained by painful experience—that a coal stove that has been burning soft coal all winter has a grudge against everybody that comes near it and takes the earliest opportunity to pay it off.

Business began with an attempt to shake down the ashes. They didn't and wouldn't shake worth a cent and it did not brighten the atmosphere to find on examination that neglect had stuffed the stove so full of cinders and

ashes that the shaker wouldn't work. He tried the shovel and that wouldn't do and, finally, with a despairing "Well!" his clean hands came to the rescue and bravely condescended to do the hateful work. It was a long, dirty, detestable job. Now a black piece of coal—"G-o-s-h! It's hotter than Hades!"—fooled him and made him drop it with a violent hand flint. Now he cut his fingers, unused to handling the sharp and often glassy cinders, and now—what hurt him worst of all—the stove door would swing to and exultantly deposit a bit of the blackest of soft coal soot on the whitest of immaculate shirt sleeves. Finally the successful removal of a monster cinder allowed a shake-down and the rest of that work was soon accomplished.

With a satisfied "There!" Kittridge went to find the kindlings. There were none. He tried to find the hatchet. He hasn't found it yet. Chance brought him in early contact with a thin-boarded fruit box and, enlisting the services of a vigorous boot heel he soon reduced the box to kindling wood. The rest was the matter of a minute or two and the stove was soon roaring over the royal fun it had been having in tearing Kittridge's hands to pieces and burning his fingers and, best of all, smirching up his clean white shirt.

The stove had the roaring all to itself. Not even the ghost of a smile made the slightest attempt to pull up Kit's mouth corners. He drew the air sharply through his shut teeth, as he tried to wash the ashes and soot from his hands with cold water, and the strong lye from the coarse yellow soap crept into his cinder-cut hands. He snapped the soot spots from his shirt sleeves with his finger nail and thumb as well as he could and by the time his cuffs and coat were on again he began to feel more like himself; but the building of that fire settled the clerk question. He, Tom Kittridge, wouldn't go through with that again for twice the price of the establishment. A clerk could keep the fire going if he couldn't do anything else and—by George! he'd make that the test of engagement. The first fellow that could make a fire in that stove in the back room without losing his temper and swearing the roof off, and then clean himself up after it, would be the fellow he wanted. The store was located on a corner, which had made it possible to place the office between the front store and the back and, with door open, he could see and hear all that was done and said. It would discount that old broomstick story ten to one. So the second day after

his painful experience he let the fire in the back room go out and put a sign, "Clerk Wanted," in the front window and went into the office to his desk, where through the window between it and the store he could see the coming applicant.

He had hardly settled into his office chair with his newspaper when a young chap blew in.

"I'd like the place you're advertising in the window."

"Can you make a coal fire and keep it going?"

"I guess so."

"Well, you go into the back room here and you'll find a stove and things to work with around there somewhere. Make the fire, and don't bother me with it. If you can't do it you won't suit."

"All right," and into the back store he went.

There was considerable rattling for a while and Kittridge was delighted to follow at a distance his own experiences of the Wednesday before. A hearty "Humph!" came first. Pretty soon there was the prolonged "G-o-s-h!" immediately followed by the indrawn air through the set teeth; then a silence indicating the nursing of the hurt hand; rattling; then a half-smothered "D-n that door!" and a giving up of the job.

The candidate was peremptorily dismissed.

For two good hours the tests went on, each ending with appeals to one or the other of the two H's about equally divided.

Finally a sturdy fair-haired boy of 17 came in to look the ground over and was directed to the stove, still choked with ashes and cinders. It was when "A hot time in Old Town To-night" seemed to suit the situation, and with a little cozy whistling of the tune he went out to tackle the stove. It was so long before the rattling began that the storekeeper took a peep into the back store, to find that there was a lively getting ready going on. The boy had taken off his coat and put on the old clerk's discarded blouse and overalls. He had laid down papers to catch the ashes and cinders should they fail. He had brought a hod of coal and at that moment was evidently looking for the hatchet. He wasted no time, but, finding a fruit box, used his heels, a circumstance which found immediate favor with Kittridge, who seemed to consider that a very smart thing. In ten minutes after the boy went into the back store, the fire was burning and he was standing in the office door asking if that was all.

"How did you manage to get along without cutting your hands all up?"

"Oh, I found a pair of old gloves with the overalls."

"You did! Humph! Well, that was something the others didn't find," he said with a certain stress on "others" which the boy didn't notice. "Well, I guess you're the boy I've been looking after and we'll try it for a month."

That clerk is in that store now and Kittridge is never tired of telling how to select a clerk.

Richard Malcolm Strong.

### Enough Work for Both.

The Boss—Mr. Bjorson, if you can't keep up with your work better, we shall have to look for another man.

Bjorson—I'm glad to hear that. I've been thinking all along that I was doing enough work for two.

# 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.

## SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

### FINE CUT

UNCLE DANIEL.

OJIBWA.

FOREST GIANT.

SWEET SPRAY.

### SMOKING

HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

FLAT CAR. Granulated.

### PLUG

CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

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



# Commercial Travelers

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

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

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

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, 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.

## The Philosophy of Growing Old. Written for the Tradesman.

"That man Spielbush is the most ticklish fellow on one subject that I have ever seen." The two traveling men were friends, had not met for months and with freshly lighted cigars had sat down at one of the round tables in the Morton House. "He can't bear the thought of growing old. He has a little two-inch pocket mirror and when he hasn't anything else to do he hunts for gray hairs. You've noticed, haven't you, that he no longer wears a full beard? That's because they grew so thick he couldn't pull 'em out fast enough. His mustache is fighting off the ravages of time more successfully and, so long as the gray stays out or can be pulled out, he'll sport a mustache. Funny, isn't it? As if a gray hair was the only sign of age!"

"Well, it is the first sign, you know. One swallow doesn't make a summer, but the first one indicates that the whole flock can't be far off, and that's what Spielbush is afraid of."

"But pulling 'em out doesn't change the fact. The trouble is Spielbush is 55 years old if he's a day and he wants to look as if he were ten years younger. He may be able to accomplish that, but I think not. A man with a worry, no matter what it is, is growing old in spite of himself, and he needn't put down care as such. Care is one of the desirable burdens of manhood. Mastered and managed as it should be, there are no gray hairs behind it and no wrinkles; but the minute some little contemptible worry creeps in, look out for both. I tell you what it is, Nelson, I don't believe a man begins to grow old until he himself says he may. It may be because I am approaching the gray hair line myself, but I've a sort of theory that I'm determined to test pretty thoroughly, if I don't carry it out. I've been watching men, young and old, and I find that growing old is a correlative term. It doesn't begin with any particular year or month or day and where matters and things go on easily, so that worry is kept off out of the way, the man keeps right on being a boy away up into the forties. I don't mean fool boyhood, but the sterling stuff; and so I think that if the mind is kept where it belongs it's going to forget such things as gray hairs and wrinkles and woebegone faces and stooped shoulders and canes. Take Spielbush. He's been a good-looking fellow, but he's worried about growing old. If somebody who knows him well would take him in hand and get him to forget about his troubles they wouldn't come so fast, they wouldn't worry him, and the mind, that real sculptor of character, would forget all about its mallet and chisel and let Spielbush's face alone, if that were the only thing, for a good many years.

That's what made me say that a man doesn't grow old until he himself says he may, and the man having the greatest amount of self-control is the one who lives longer, because he stays young longer.

"The face is, after all, the revealer of men's secrets, but the minute there is the slightest let-up of self-control up come the chisel and mallet and down go the lines and so the growing-old process begins. Ever wonder why the crows'-feet tackle the corners of the eyes? Watch a boy 12 or 15 years old when he is getting mad and see how the eyes tell the story their own way and the chisel ends up the job with a satisfied "There!" The boy doesn't think of it until he gets to be 25 and when he sees then the crows'-feet he thinks they are due to hard study or too much care. They are the unmistakable signs of a lack of self-control. Without knowing it he has begun to grow old; and he thinks old age is a good way off because his hair is still untouched by frost. Men ought to know, more generally than they seem to, that the face is the barometer of the character within. Spielbush in hunting after gray hairs is utterly oblivious of the fact that his face is full of old-age signs. He smokes too much. He drinks too much. He has a look in his eyes and an expression about the mouth that tell their own pitiful and shameful stories. He thinks he has carefully covered up these tell-tales; but human nature can read human nature and the pure was never yet taken for the depraved. The sepulchre may be whited, but if it be full of dead men's bones the bones will be sure to make their presence known. So, if men are mean the fact is chiseled upon the face in spite of them. If they are good that is chiseled there, too; and nothing is commoner in the common walks of life, than the face which says, "This face and the man behind it are 'from fair to middlin'," and the masses take both at their own estimate."

"A Daniel come to judgment! Yea, a Daniel!"

"This is all pure theory, I know, and I don't expect you to put much confidence in it, because I'm not able to bring forward convincing proof, but I believe that if a man at 45, or even 50, should make up his mind to control himself and does, so that things don't worry him, and he should decide to get back to the old way of cheery, wholesome living, I say that I believe he would begin to grow young again. Let him go back to the simple rules that governed him once. Let good, wholesome, simple food make up his diet; let him throw out of the window his alcohol and tobacco; let him tell his sons what he is up to, and let them and his wife and daughters be his companions, and let them all go in for the occasional good time they used to have years ago; let him go to bed at nine or sooner, and if he led this regular life for ten years I tell you he would be really as young as his boys. His wrinkles would be few and what were left would be faded. The corners of his mouth would go up instead of down; and the old fellows, his mates, would find, on comparing notes, that while they are 70 in looks and feelings and fact, this man is nearer 50 than he is 60. Laugh! I don't blame you; but if there is anything in it it is this: Keep the mind young and you keep the body young. Into an old body put a young mind and, as 'mind rules matter,' the physical will obey its master and become young, too. After I get the thing down to a fine point I'm going to tackle Spielbush! Good night."

## SUCCESSFUL SALESMEN.

**Geo. B. Wilson, Representing American Cigar Factory.**

Geo. B. Wilson was born at Cooperstown, N. Y., Nov. 28, 1845. He graduated from the Cooperstown Seminary at the age of 16, after which he took a course of instruction at the Eastman Business College, at Poughkeepsie, N. Y. On the completion of this course, he opened a set of books for the officer in charge of the Nineteenth U. S. Revenue District at Cooperstown—this was during the war when the income tax was in effect and the drafting of men for the army was in progress. A year later, Mr. Wilson migrated to Detroit, where he obtained a position as book-keeper for the wholesale notion house of Shaw & Marvin, with whom Geo. F. Owen, of Grand Rapids, was then identified in the capacity of traveling salesman, covering Southeastern Michigan by means of a gaily-painted and highly-decorated wagon. Mr. Wilson remained with this house three years, when he purchased a half interest in the cigar factory of J. L. Matthews & Co. The firm of Matthews & Wilson carried on the business five years, Mr. Wilson keeping the books, attending to the credits and shipping the goods. He then formed a copartnership with his brother, F. B. Wilson, under the style of Wilson Bros., and engaged in the manufacture of the celebrated Leather-Stocking cigar, which had a wide sale over several Western and Central States. This copartnership continued seven years, being dissolved by the panic of 1873, which sent so many business houses to the wall. Mr. Wilson then went on the road for the Western Cigar Co., of Westfield, Mass., which he represented in Michigan for a year, and then formed an alliance with Alexander Gordon, of Detroit, with whom he remained five years. He then worked four years for the New York Life Insurance Co. and one year for the Equitable Life Insurance Co. and, about a month ago, entered into an alliance with the American Cigar Factory, of Benton Harbor, to introduce its goods to the trade of Michigan and Northern Indiana. That he will do this and do it successfully is a foregone conclusion.

Mr. Wilson was married May 14, 1870, to Miss Lucy Holcomb, of Buffalo, N. Y. Four children have been born to them and three boys are still living—one being located at Los Angeles, one at Erie and one at New York City. All are doing well in a business way.

Mr. Wilson is not a member of any secret or fraternal organization, his pleasant home at 202 Charlotte avenue, Detroit, answering the purpose of a lodge room and a club house as well as an abiding place.

## Gripsack Brigade.

The liberal spender is not always the largest salaried man on the road.

The cheerful liar is not the meanest man on the road by a long shot. He relieves the monotony and we are often glad to meet him.

The traveling man who can get up for a 3:30 a. m. or 4 o'clock train as though he liked it is a cheerful liar to say the least of it.

The fat order book shown you by a fellow traveler is not infrequently like some women we have heard of: There's liable to be a bustle and hip pads under the skirt, a rat in the hair or a couple of towels elsewhere on the anatomy.

I. F. Gordon, of Traverse City, for the past seven years traveling representative for the Potato Implement Co., of

that place, has taken a similar position with the Bucher & Gibbs Plow Co., of Canton, Ohio, and F. E. Myers & Co., of Ashland, Ohio, whom he will represent jointly in Central and Southern Michigan.

If in our daily walk we would consider the feelings of our fellow man and reflect on the circumstances that surround him we might often have cause to withhold a criticism that might at first seem just. "Judge not lest ye be likewise judged" is a lesson that will go hand in hand with that foundation stone of true religion, "Do unto others as you would have them to do unto you."

A merchant can offer no greater indignity to a drummer than to refuse to reply to a letter relating to business matters. If the salesman writes to enquire whether the merchant is in the market for goods, it is but courtesy that the letter be answered. The time of a traveling man is as valuable to him as is that of the customer, and business principles should impel him to recognize this fact.

It is not to be wondered at that a traveling man becomes prejudiced against railroad corporations when they are so regardless of the comfort of their patrons as to permit the many inconveniences that are experienced daily throughout the country. To be called for a 3 a. m. train which has been reported "On Time," and be compelled to sit at a cold depot for two hours in unpleasant suspense gives the traveler plenty of time to consider who is to blame.

## Cordial Invitation to All.

Grand Rapids, March 12—Invitations were issued this week to the members of Grand Rapids Council, No. 131, U. C. T., for the March social, which occurs Saturday evening of this week. It is hoped that every member will "lend his presence" and bring along many of his friends and make this party the largest of the season. All traveling men in the city, whether members or not, are extended a cordial invitation. The latch string of the U. C. T. is always out to brother traveling men.

JaDee.

The Emperor of Japan has done a good deal for the advancement of women in that country. Stained teeth and shaven eyebrows have been abolished. His wife not only shares his throne, but is consulted by him on matters of national importance. Moreover, she has a place at his table, an honor accorded to none of her predecessors. The Empress is an energetic patroness of the Tokyo Women's Hospital, which is conducted on the latest scientific principles. She rides well and takes advantage of the gymnasium created for her benefit at the palace.

J. J. Vanderveer succeeds J. K. Failing in the hardware business at 503 South Division street.

Maintain business equilibrium in everything. One can't buy a good horse for a doll ar.

**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

Term expires  
**L. E. REYNOLDS**, St. Joseph - Dec. 31, 1901  
**HENRY HEIM**, Saginaw - Dec. 31, 1902  
**WERT P. DOTY**, Detroit - Dec. 31, 1903  
**A. C. SCHUMACHER**, Ann Arbor - Dec. 31, 1904  
**JOHN D. MUIR**, Grand Rapids - Dec. 31, 1905  
**President**, A. C. SCHUMACHER, Ann Arbor.  
**Secretary**, HENRY 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. SEELY, Detroit.  
**Treasurer**—W. K. SCHMIDT, Grand Rapids.

### Mania for Taking Patent Medicines.

The mania of Andrew Boyce, of Philadelphia, is not so remarkable in form as it is in degree. People everywhere are gulping down all sorts of patent medicines in the belief or hope that their real or imaginary ills may be cured, a fact which bears inspiring tribute to the eloquence of the "advertisement" writer for these marvelous cure-alls. Mr. Boyce was arrested for failing to support his family, and among other things related by his suffering wife she declared that since he began diagnosing his case several years ago he has had almost every ailment under the sun. According to her statistics he has taken the following medicines, washed down with two gallons of lithia water each week:

48 bottles Swamp Root.  
 24 bottles Celery Compound.  
 60 bottles Expectorant.  
 80 bottles Vermifuge.  
 75 bottles Kidney Cure.  
 60 bottles Peruna.  
 36 bottles Swayne's Specific.  
 57 bottles Omega Oil.  
 75 bottles Catarrh Remedy.  
 30 bottles Munyon's Remedies.  
 50 bottles Nervura.  
 24 boxes Skin Ointment.  
 60 boxes Magnetic Ointment.  
 36 boxes Cough and Catarrh Root.  
 15 bottles Glycerine Tonic.  
 37 boxes Tar Tablets.  
 25 boxes Cold Cure Pills.

Despite poverty and protests Boyce stuck to his self-treatment and persisted in using every medicine advertised, and as a result Mrs. Boyce swore out a warrant for his arrest because of non-support.

### Cats and Valerian.

It is a matter of popular knowledge that cats evince curious emotional disturbances when presented with the valerian plant, so great is their fondness for this form of inebriety; for it appears to induce in them a species of intoxication. Nor is this influence confined to cats, for rat-catchers, it is stated, employ the roots to attract rats for purposes of slaughter. In a novel which was recently published, we note a curious episode which turns on the incident of a cat having been attracted to a corner of a room where some tincture of valerian had been spilled.

Unfortunately for the probability of the author's ingenious fancy, the Galenical preparations of valerian do not possess the property of attracting cats, and the animal, if offered a sniff of the tincture in a glass, turns from it with silent contempt, when, indeed, its attitude is not suggestive of disgust. The author may be pardoned his ignorance of this peculiarity, which is doubtless shared by many persons who pride themselves on their knowledge of materia medica, but the curious inertness of pharmaceutical preparations of the plant in this direction inspire a diffidence to their therapeutical efficacy

when administered to human beings. The action of valerian in man is not one which admits of ready estimation and we would commend this doubt to the attention of the editors of the British Pharmacopoeia who may think it worth while inserting a proviso among the tests to the effect that no preparation of valerian which fails to excite the cat is to be regarded as orthodox.

### Incompatibilities of Heroin.

Heroin and heroin hydrochloride form an essential part of so many formulae for the relief of cough, dyspnea, and pains in the treatment of respiratory affections, that it is important to determine in what combination they will prove most effective, and what are their incompatibilities. Owing to the insolubility of heroin in watery solutions it is necessary to add a few drops of some acid, acetic or hydrochloric, in order to effect its solution. This can be entirely obviated by using the hydrochloride, which is freely soluble. The only incompatibilities of heroin and the hydrochloride worthy of special mention are the alkalies, such as bicarbonate of sodium and carbonate of ammonium. On the other hand, salts of neutral reaction, such as iodide of potassium, chloride of ammonium, may be used in the same mixture, and this also applies to acid salts, such as the hypophosphites or acid phosphates.

The vegetable expectorants, as ipecac, senega, squill, and sanguinaria, are entirely compatible with heroin and its hydrochloride. Although many physicians employ heroin without admixture, very desirable results have been reported from combinations with iodide of potassium, chloride of ammonium, and the vegetable expectorants. The large doses recommended at the time of the introduction of heroin are no longer preferred by the majority of authors, the average dose ranging from 1-24th to 1-12th grain in adults, and 1-120th to 1-60th grain in children. It is advisable not to employ larger doses until the smaller ones have been given a trial. Many physicians now resort to the hypodermic use of heroin hydrochloride in cases in which it is desirable to obtain an immediate effect, and especially in the treatment of spasmodic conditions, such as asthma, care being taken in the preparation of solutions not to add the drug until the water has partially cooled.

### No Fun in Taking Inventory.

Taking an inventory is far from being pleasant work for a pharmacist. He has so many small items and such a variety of broken packages which must be either weighed, measured or counted that the very thought of the undertaking fairly staggers him. Then after each item is plainly written in the invoice book there comes that long, tedious job of calculating the cost of each item as it appears.

No matter how unpleasant, how tedious it may be, this important duty should not be overlooked. It places you in a position to tell exactly how you stand, enables you to adjust fire losses much more satisfactorily should you ever be so unfortunate as to have any. It also brings to light duplicate stock and that which is dragging. Start the year right, take an invoice, keep a stock book and run your store on business principles.

Don't fool with a wasp because he happens to look weary and tired—you'll probably find him all right in the end.

### Largest Ever Before the Board.

The State Board of Pharmacy held an examination in Grand Rapids last week and granted certificates to the largest class ever before the Board. The percentage of the applicants receiving certificates was also the largest in the history of the Board. There were 83 applicants, 64 for registered pharmacists' certificates and 19 for assistants' papers. Of the number 52 applicants received registered pharmacists' papers and 11 assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists—D. T. Altenberg, Ithaca; H. D. Berry, Ann Arbor; J. C. Berridge, Detroit; M. E. Butts, Mt. Pleasant; J. E. Birney, Leslie; J. B. Cannon, Detroit; P. B. Christensen, Grand Rapids; Geo. V. Coffmans, Mackinaw City; F. G. Duerr, Benton Harbor; A. H. Eckert, Grand Rapids; L. E. Frazier, Muskegon; C. H. Friend, Petoskey; W. E. Gorsuch, Waldron; Wm. Glum, Grand Rapids; G. F. Herbert, South Lake Linden; J. D. Hogg, Detroit; C. W. Headley, Mt. Pleasant; Harry R. Roth, Racine, Wis.; F. L. Hoffman, Shelby; Peter J. Haan, Grand Rapids; Frank P. Horner, Jackson; Jacob N. Haan, Holland; Ray E. Kanouse, Hastings; S. P. Mosher, Dowagiac; D. M. Monroe, Imlay City; Wm. M. Merethew, Bay City; Katherine McCabe, Crystal; F. J. Mans, Hastings; E. C. Preston, Big Rapids; H. N. Parker, Bronson; F. G. Randall, Howell; R. R. Stepler, Port Huron; F. H. Scott, Battle Creek; Elwyn Skimin, Port Huron; E. A. Sepull, Alpena; Chas. Smith, Sault Ste. Marie; Ed. L. Sargent, Saranac; A. Snowman, Lapeer; C. L. Voorhees, Midland; Jas. E. Way, Jackson; Chas. E. Watson, Breckenridge; J. F. Webb, St. Louis.

Assistant Papers—James Brace, Newaygo; Mrs. W. A. Crabb, Carson City; H. Diessner, St. Joseph; J. E. Ferris, Grand Rapids; E. T. Hankinson, Big Rapids; J. J. Neihardt, Fife Lake; R. W. Olin, Caro; D. D. Pattie, Mecosta; H. E. Smith, Lansing; A. E. Stickley, Big Rapids; I. E. Tenney, Hanover.

All members of the Board were present at the meeting. The next meeting of the Board will be held at Star Island on June 17 and 18.

### Wood Alcohol in Ginger.

Some wholesale druggists of Baltimore, it is said, will be made defendants in a prosecution that will prove of unusual interest. The charge will be the using of a dangerous substitute in the manufacture of extract Jamaica ginger, by substituting methyl or wood alcohol for ethyl or (pure) grain alcohol, and that many persons have been stricken blind by its use.

This charge may pave the way for large damage suits involving many thousands of dollars. In certain local towns of Maryland, West Virginia, and Pennsylvania, extract of Jamaica ginger is largely used by toppers and victims of alcohol in lieu of whisky or other stimulants. It is always easy to buy it, and it is said its consumption has grown to alarming and very serious proportions, in view of the new and unexpected alleged result—total blindness.

### Beef Juice and the Tapeworm.

One point seems to have been usually overlooked in the administration of beef juice. It has been found that the expressed juice of fresh uncooked beef is in many cases of illness the most efficient form of nourishment. It must be always borne in mind, however, that occasionally beef is infected with the cisticercus of *Taenia mediocanellata* (or *saginata*), and that the expressed juice of the uncooked meat may infect a patient with tapeworm. This forms no objection to the administration of the beef juice, but necessitates simply

the careful inspection of the beef that is used for the purpose.

In these days when so many people buy a meat-press and make their own juice, it is important that the physician should warn them of the danger of tapeworm. On the whole it is better to have the meat juice prepared by a competent druggist, who is well equipped for the purpose and who has been carefully posted to look out for the cisticercus. A few cases of tapeworm have occurred in Cleveland in persons whose sole indulgence in any uncooked meat-product was in the case of some home-made beef juice. While the connection is not positively proved, the presumption is sufficiently strong to demand that great care be exercised in selecting beef for the meat-press.

### The Drug Market.

Opium—Is dull and weak, both here and in the primary markets, on account of small holders being anxious to sell and favorable weather conditions for the growing crop.

Morphine—Is unchanged.

Quinine—Is firm at the late advance. Higher prices are looked for.

Haarlem Oil—Has been advanced 10 per cent. on account of small stocks.

Santonine—Has been advanced 60c per pound.

Oils—Lemon and orange have again advanced 5c per pound; bergamot, 10c. Clove is still advancing, on account of higher price for the spice.

Colchicum Seed—Is in very small supply and has advanced. Exceedingly high prices are looked for, as there is very little in any market.

Linseed Oil—Has declined.

### Followed Instructions Too Literally.

"You must push matters a little, James," said a druggist to his new boy; "by calling a customer's attention to this article and that article, you often effect a sale."

"Yes, sir," responded the new boy, and then he hastened to wait upon an elderly person who wanted a stamp. "Anything else, mum?" enquired the ambitious boy politely; "hair dye, cosmetics, face powder, rheumatic drops, belladonna, mole destroyer—"

The elderly lady deals over the way now.

The only way you can convince a girl that kissing is dangerous is by showing her.

## 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

## How's your Wall Paper Stock

Need any to brighten it up? Any grades you're short on? If so, write us for samples. We've some "snaps" that will interest you.

**HEYTEK & CANFIELD CO.**  
 Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Orange, Oil Lemon, Oil Bergamont.  
Declined—Gum Optum, Linseed Oil.

|                    |  |                     |  |            |  |              |  |    |  |                           |  |        |  |                           |  |             |  |                       |  |             |  |
|--------------------|--|---------------------|--|------------|--|--------------|--|----|--|---------------------------|--|--------|--|---------------------------|--|-------------|--|-----------------------|--|-------------|--|
| Acetum             |  | Conium Mac.         |  | 1 50¢ 60   |  | Sella Co.    |  | 50 |  | O Sesia.                  |  | 35¢ 60 |  | Soda, Boras, po.          |  | 9¢ 11       |  | Red Venetian.         |  | 1 1/2 2 2/3 |  |
| Aceticum, German.  |  | Copaiba.            |  | 1 15¢ 25   |  | Tolutan.     |  | 50 |  | Pepsin Saac. H. & F.      |  | 1 00   |  | Soda et Potass Tart.      |  | 23¢ 25      |  | Ochre, yellow Mars.   |  | 1 1/2 2 2/3 |  |
| Benzoleum.         |  | Cubebæ.             |  | 1 20¢ 25   |  | Prunus virg. |  | 50 |  | D Co.                     |  | 1 00   |  | Soda, Carb.               |  | 1 1/2 2     |  | Putty, commercial.    |  | 2 1/2 2 3/4 |  |
| Boric.             |  | Echthritos.         |  | 1 00¢ 1 10 |  |              |  |    |  | Pleis Liq. N. N. 1/2 gal. |  | 2 00   |  | Soda, Bi-Carb.            |  | 3 1/2 4     |  | Putty, strictly pure. |  | 2 1/2 2 3/4 |  |
| Carbolicum.        |  | Erigeron.           |  | 1 10¢ 1 20 |  |              |  |    |  |                           |  | 2 00   |  | Soda, Ash.                |  | 3 1/2 4     |  | Vermilion, Prime      |  |             |  |
| Citricum.          |  | Eaultheria.         |  | 1 85¢ 1 90 |  |              |  |    |  | Aconitum Napellis R.      |  | 60     |  | Soda, Sulphas.            |  | 2 60        |  | American.             |  | 13¢ 15      |  |
| Hydrochlor.        |  | Geranium, ounce.    |  | 75¢ 75     |  |              |  |    |  | Aconitum Napellis F.      |  | 50     |  | Spts. Cologne.            |  | 50¢ 55      |  | Vermilion, English.   |  | 70¢ 75      |  |
| Nitrosum.          |  | Gossypii, Sem. gal. |  | 50¢ 60     |  |              |  |    |  | Aloes.                    |  | 60     |  | Spts. Myrcia Dom.         |  | 2 00        |  | Green, Paris.         |  | 14¢ 18      |  |
| Oxalicum.          |  | Hedera.             |  | 1 40¢ 1 50 |  |              |  |    |  | Aloes and Myrrh.          |  | 60     |  | Spts. Vini Rect. bbl.     |  |             |  | Green, Peninsular.    |  | 13¢ 16      |  |
| Phosphoricum, dil. |  | Junipera.           |  | 1 50¢ 2 00 |  |              |  |    |  | Arnica.                   |  | 50     |  | Spts. Vini Rect. 1/2 bbl. |  |             |  | Lead, red.            |  | 6 1/2 6 1/2 |  |
| Salicylicum.       |  | Lavendula.          |  | 90¢ 2 00   |  |              |  |    |  | Assafetida.               |  | 50     |  | Spts. Vini Rect. 10 gal.  |  |             |  | Lead, white.          |  | 6 1/2 6 1/2 |  |
| Tulphuric.         |  | Limonis.            |  | 1 60¢ 1 70 |  |              |  |    |  | Atropin Belladonna.       |  | 50     |  | Spts. Vini Rect. 5 gal.   |  |             |  | Whiting, white Span.  |  | 85          |  |
| Sannicum.          |  | Mentha Piper.       |  | 1 40¢ 2 00 |  |              |  |    |  | Benzoin Cortex.           |  | 50     |  | Strychnia, Crystal.       |  | 80¢ 1 05    |  | Whiting, gilders.     |  | 90          |  |
| Tartaricum.        |  | Mentha Verid.       |  | 1 50¢ 1 60 |  |              |  |    |  | Benzoin Co.               |  | 50     |  | Sulphur, Subl.            |  | 2 1/2 4     |  | White, Paris, Amer.   |  | 1 25        |  |
|                    |  | Morrhuae, Gal.      |  | 1 10¢ 1 20 |  |              |  |    |  | Barosma.                  |  | 50     |  | Sulphur, Roll.            |  | 2 1/2 3 1/2 |  | Whiting, Paris, Eng.  |  |             |  |
|                    |  | Myrica.             |  | 4 00¢ 4 50 |  |              |  |    |  | Cantharides.              |  | 75     |  | Tamarinds.                |  | 80¢ 10      |  | cliff.                |  | 1 40        |  |
|                    |  |                     |  | 75¢ 3 00   |  |              |  |    |  | Capsicum.                 |  | 50     |  | Terebenth Venice.         |  | 28¢ 30      |  | Universal Prepared.   |  | 1 10¢ 1 20  |  |
|                    |  |                     |  | 10¢ 12     |  |              |  |    |  | Cardamon.                 |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 35         |  |              |  |    |  | Cardamon Co.              |  | 75     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 1 00¢ 1 08 |  |              |  |    |  | Castor.                   |  | 1 00   |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 1 00¢ 1 00 |  |              |  |    |  | Catechu.                  |  | 1 00   |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 40¢ 45     |  |              |  |    |  | Cinchona.                 |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 90¢ 1 00   |  |              |  |    |  | Cinchona Co.              |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 2 75¢ 7 00 |  |              |  |    |  | Columba.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 48¢ 53     |  |              |  |    |  | Cubebæ.                   |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 85¢ 85     |  |              |  |    |  | Cassia Acutifol.          |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 1 50¢ 1 60 |  |              |  |    |  | Cassia Acutifol Co.       |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 40¢ 50     |  |              |  |    |  | Digitalis.                |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 1 60       |  |              |  |    |  | Ergot.                    |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 1 60       |  |              |  |    |  | Ferri Chloridum.          |  | 35     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  | 15¢ 20     |  |              |  |    |  | Gentian.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Gentian Co.               |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Guilaca.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Guilaca ammon.            |  | 60     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Hyoscyamus.               |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Iodine.                   |  | 75     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Iodine, colorless.        |  | 75     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Kino.                     |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Lobelia.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Myrrh.                    |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Nux Vomica.               |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Opil.                     |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Opil, comphorated.        |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Opil, deodorized.         |  | 1 50   |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Quassia.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Rhatany.                  |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Rhei.                     |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Sanguinaria.              |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Serpentaria.              |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Stromonium.               |  | 60     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Tolutan.                  |  | 60     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Valerian.                 |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Veratrum Veride.          |  | 50     |  |                           |  |             |  |                       |  |             |  |
|                    |  |                     |  |            |  |              |  |    |  | Zingiber.                 |  | 20     |  |                           |  |             |  |                       |  |             |  |
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## 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         |  | DECLINED            |  |
|------------------|--|---------------------|--|
| Family Whitefish |  | Sugars Pearl Barley |  |
| Scaled Herring   |  | No. 2 Egg Cases     |  |
| Cordage          |  | Fard Dates          |  |
|                  |  | Mixed Bird Seed     |  |
|                  |  | Standard Ware Tubs  |  |

| Index to Markets          |  | 1                                   |  | 2                                    |  |
|---------------------------|--|-------------------------------------|--|--------------------------------------|--|
| By Columns                |  | ALABASTINE                          |  | BRUSHES                              |  |
| A                         |  | White in drums..... 9               |  | Scrub                                |  |
| Akron Stoneware..... 15   |  | Colors in drums..... 10             |  | Solid Back, 8 in..... 45             |  |
| Alabastine..... 1         |  | White in packages..... 10           |  | Solid Back, 11 in..... 95            |  |
| Ammonia..... 1            |  | Colors in packages..... 11          |  | Pointed Ends..... 85                 |  |
| Axle Grease..... 1        |  | Less 40 per cent discount.          |  | Shoe                                 |  |
| B                         |  | AMMONIA Per Doz.                    |  | No. 8..... 1 00                      |  |
| Baking Powder..... 1      |  | Arctic 12 oz. ovals..... 85         |  | No. 7..... 1 30                      |  |
| Bath Brick..... 1         |  | Arctic pints, round..... 1 20       |  | No. 4..... 1 70                      |  |
| Bluing..... 1             |  | AXLE GREASE                         |  | No. 3..... 1 90                      |  |
| Brooms..... 1             |  | Aurora doz. gross..... 6 00         |  | Stove                                |  |
| Brushes..... 2            |  | Castor Oil..... 60 7 00             |  | No. 3..... 75                        |  |
| Butter Color..... 2       |  | Diamond..... 50 4 25                |  | No. 2..... 1 10                      |  |
| C                         |  | Frazer's..... 75 9 00               |  | No. 1..... 1 75                      |  |
| Candles..... 14           |  | IXL Golden, tin boxes 75 9 00       |  | BUTTER COLOR                         |  |
| Canned Goods..... 2       |  | Mica, tin boxes..... 75 9 00        |  | W. R. & Co.'s, 15c size..... 1 25    |  |
| Catsup..... 3             |  | Paragon..... 55 6 00                |  | W. R. & Co.'s, 25c size..... 2 00    |  |
| Carbon Oils..... 3        |  | BAKING POWDER                       |  | CANDLES                              |  |
| Cheese..... 3             |  | Acme                                |  | Electric Light, 8s..... 12           |  |
| Chewing Gum..... 3        |  | 1 lb. cans 3 doz..... 45            |  | Electric Light, 16s..... 12 1/2      |  |
| Chicory..... 3            |  | 1 lb. cans 1 doz..... 1 00          |  | Paraffine, 6s..... 10 1/2            |  |
| Clothes Lines..... 3      |  | Bulk..... 10                        |  | Paraffine, 12s..... 11               |  |
| Cocoa..... 3              |  | 6 oz. Eng. Tumblers..... 90         |  | Wicking..... 73                      |  |
| Cocoa Shells..... 3       |  | Egg                                 |  | CANNED GOODS                         |  |
| Coffee..... 3             |  | JAXON                               |  | Apples                               |  |
| Condensed Milk..... 4     |  | 1 lb. cans, 4 doz. case..... 3 75   |  | 3 lb. Standards..... 80              |  |
| Coupon Books..... 4       |  | 1 lb. cans, 2 doz. case..... 3 75   |  | Gallons, standards..... 2 30         |  |
| Crackers..... 4           |  | 1 lb. cans, 1 doz. case..... 3 75   |  | Blackberries                         |  |
| Cream Tartar..... 5       |  | 5 lb. cans, 1/2 doz. case..... 8 00 |  | Standards..... 75                    |  |
| D                         |  | Arctic                              |  | Beans                                |  |
| Dried Fruits..... 5       |  | 1 lb. cans 3 doz..... 75            |  | Baked..... 1 00@1 30                 |  |
| Farinaceous Goods..... 5  |  | 1 lb. cans 1 doz..... 1 00          |  | Red Kidney..... 75@85                |  |
| Fish and Oysters..... 13  |  | Bulk..... 10                        |  | String..... 80                       |  |
| Flavoring Extracts..... 6 |  | 6 oz. Eng. Tumblers..... 90         |  | Wax..... 85                          |  |
| Fly Paper..... 6          |  | Egg                                 |  | Standard..... 85                     |  |
| Fresh Meats..... 6        |  | Brook Trout                         |  | Blueberries                          |  |
| Fruits..... 14            |  | 2 lb. cans, Spiced..... 1 90        |  | Clams                                |  |
| G                         |  | Little Neck, 1 lb..... 1 00         |  | Little Neck, 2 lb..... 1 50          |  |
| Grains and Flour..... 6   |  | Clam Bouillon                       |  | Burnham's, 1/2 pint..... 1 92        |  |
| Herbs..... 7              |  | Burnham's, pints..... 3 60          |  | Burnham's, quarts..... 7 20          |  |
| Hides and Pelts..... 13   |  | Cherries                            |  | Red Standards..... 85                |  |
| Indigo..... 7             |  | White..... 1 15                     |  | Fair..... 75                         |  |
| J                         |  | Corn                                |  | Good..... 85                         |  |
| Jelly..... 7              |  | French Peas                         |  | Fancy..... 95                        |  |
| L                         |  | Sur Extra Fine..... 22              |  | Extra Fine..... 19                   |  |
| Lamp Burners..... 15      |  | Fine..... 15                        |  | Moyen..... 11                        |  |
| Lamp Chimneys..... 15     |  | Gooseberries                        |  | Standard..... 90                     |  |
| Lanterns..... 15          |  | Hominy                              |  | Standard..... 85                     |  |
| Lantern Globes..... 15    |  | Lobster                             |  | Star, 1/4 lb..... 1 85               |  |
| Licorice..... 15          |  | Star, 1 lb..... 3 40                |  | Picnic Tails..... 2 35               |  |
| Lye..... 7                |  | Mackerel                            |  | Mustard, 1 lb..... 1 75              |  |
| M                         |  | Mustard, 2 lb..... 2 80             |  | Soused, 1 lb..... 1 75               |  |
| Matches..... 7            |  | Soused, 2 lb..... 2 80              |  | Van Houten, 1/4s..... 12             |  |
| Meat Extracts..... 7      |  | Tomato, 1 lb..... 1 75              |  | Van Houten, 1/2s..... 20             |  |
| Molasses..... 7           |  | Tomato, 2 lb..... 2 80              |  | Webb..... 30                         |  |
| Mustard..... 7            |  | Mushrooms                           |  | Wilbur, 1/4s..... 41                 |  |
| N                         |  | Buttons..... 19@20                  |  | Wilbur, 1/2s..... 42                 |  |
| Nuts..... 14              |  | Oysters                             |  | COCOA SHELLS                         |  |
| O                         |  | Cove, 1 lb..... 95@1 00             |  | 20 lb. bags..... 2 1/2               |  |
| Oil Cans..... 15          |  | Cove, 2 lb..... 1 80                |  | Less quantity..... 3                 |  |
| Olives..... 7             |  | Cove, 1 lb..... 1 10                |  | Pound packages..... 4                |  |
| Oyster Pails..... 7       |  | Peaches                             |  | COFFEE                               |  |
| P                         |  | Pie..... 1 65@1 85                  |  | Roasted                              |  |
| Paper Bags..... 8         |  | Pears                               |  | A-I-C                                |  |
| Paris Green..... 7        |  | Standard..... 70                    |  | HIGH GRADE                           |  |
| Pickles..... 7            |  | Fancy..... 80                       |  | COFFEES                              |  |
| Pipes..... 7              |  | Pineapple                           |  | Special Combination..... 15          |  |
| Potash..... 7             |  | Grated..... 1 25@2 75               |  | French Breakfast..... 17 1/2         |  |
| Provisions..... 8         |  | Sliced..... 1 35@2 55               |  | Lenox, Mocha & Java..... 21          |  |
| R                         |  | Pumpkin                             |  | Old Gov't Java and Mocha..... 24     |  |
| Rice..... 8               |  | Fair..... 70                        |  | Private Estate, Java & Mocha..... 26 |  |
| S                         |  | Good..... 85                        |  | Supreme, Java and Mocha..... 27      |  |
| Saleratus..... 8          |  | Fancy..... 90                       |  | Rio                                  |  |
| Salt Soda..... 8          |  | Russian Caviar                      |  | Common..... 10 1/2                   |  |
| Salt..... 9               |  | 1/4 lb. cans..... 3 75              |  | Fair..... 11                         |  |
| Salt Fish..... 9          |  | 1/2 lb. cans..... 7 00              |  | Choice..... 13                       |  |
| Sauerkraut..... 9         |  | 1 lb. can..... 12 00                |  | Fancy..... 15                        |  |
| Seeds..... 9              |  | BATH BRICK                          |  | Santos                               |  |
| Shoe Blacking..... 9      |  | American..... 70                    |  | Common..... 11                       |  |
| Soap..... 9               |  | English..... 80                     |  | Fair..... 14                         |  |
| Spices..... 10            |  | BLUING                              |  | Choice..... 15                       |  |
| Starch..... 10            |  | CONDENSED PEARL                     |  | Fancy..... 17                        |  |
| Stove Polish..... 10      |  | BLUING                              |  | Peaberry..... 13                     |  |
| Sugar..... 10             |  | Small 3 doz..... 40                 |  | Sardines                             |  |
| Syrups..... 11            |  | Large, 2 doz..... 75                |  | Domestic, 1/4s..... 4 1/2            |  |
| T                         |  | Arctic, 4 oz. per gross..... 4 00   |  | Domestic, 1/2s..... 8                |  |
| Table Sauce..... 11       |  | Arctic, 8 oz. per gross..... 6 00   |  | Domestic, Mustard..... 17            |  |
| Tea..... 11               |  | Arctic, pints, per gross..... 9 00  |  | California, 1/4s..... 22             |  |
| Tobacco..... 11           |  | BROOMS                              |  | French, 1/4s..... 28                 |  |
| Twine..... 12             |  | No. 1 Carpet..... 2 75              |  | Strawberries                         |  |
| V                         |  | No. 2 Carpet..... 2 50              |  | Standard..... 85                     |  |
| Vinegar..... 12           |  | No. 3 Carpet..... 2 25              |  | Fancy..... 1 25                      |  |
| W                         |  | No. 4 Carpet..... 1 75              |  | Succotash                            |  |
| Washing Powder..... 12    |  | Parlor Gem..... 2 50                |  | Fair..... 90                         |  |
| Wicking..... 12           |  | Common Whisk..... 90                |  | Good..... 1 00                       |  |
| Woodenware..... 12        |  | Fancy Whisk..... 1 20               |  | Fancy..... 1 20                      |  |
| Wrapping Paper..... 13    |  | Warehouse..... 3 40                 |  | Tomatoes                             |  |
| Y                         |  | Yeast Cake..... 13                  |  | Fair..... 90                         |  |
|                           |  |                                     |  | Good..... 95                         |  |
|                           |  |                                     |  | Gallons..... 2 50                    |  |



**6**

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

**FLAVORING EXTRACTS**

**FOOTE & JENKS'**  
**JAXON**  
Highest Grade Extracts

Vanilla..... 1 20  
Lemon..... 1 20  
1 oz full m. 1 20 1 oz full m. 80  
2 oz full m. 2 10 2 oz full m. 1 25  
No. 3 fan y. 3 15 No. 3 fan y. 1 75

**COLEMAN'S**  
**HIGH FOOTE & JENKS' CLASS**  
**EXTRACTS**

Vanilla..... 1 20  
Lemon..... 1 20  
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. 1 20  
2 oz. Taper Panel..... 75  
2 oz. Oval..... 1 20  
3 oz. Taper Panel..... 1 35  
4 oz. Taper Panel..... 1 60

**Perrigo's**  
Van. Lem. doz. doz. 1 25 1 25  
XXX, 2 oz. obert..... 1 25  
XXX, 4 oz. taper..... 1 25  
XX, 2 oz. obert..... 1 00  
No. 2, 2 oz. obert..... 75  
XXX D D pitchr, 6 oz..... 2 25  
XXX D D pitchr, 4 oz..... 1 75  
K. P. pitchr, 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  
Chucks..... 5 1/2 @ 6  
Plates..... 4 @ 5

**Pork**  
Dressed..... @ 7  
Loins..... @ 9  
Boston Butts..... @ 7 1/2  
Shoulders..... @ 7 1/4  
Leaf Lard..... @ 8

**Mutton**  
Carcass..... 7 1/2 @ 8  
Spring Lamb..... 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..... 3 75  
Diamond 1/4s..... 3 75  
Diamond 1/2s..... 3 75  
Worden Grocer Co.'s Brand..... 3 90  
Quaker 1/4s..... 3 90  
Quaker 1/2s..... 3 90

**Spring Wheat Flour**  
Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/4s..... 4 60  
Pillsbury's Best 1/2s..... 4 50  
Pillsbury's Best 3/4s..... 4 40  
Pillsbury's Best 1/4s paper..... 4 40  
Pillsbury's Best 1/2s paper..... 4 40  
Ball-Barnhart-Putman's Brand..... 4 40  
Duluth Imperial 1/4s..... 4 40  
Duluth Imperial 1/2s..... 4 40  
Lemon & Wheeler Co.'s Brand  
Wingold 1/4s..... 4 50  
Wingold 1/2s..... 4 40  
Wingold 3/4s..... 4 30

**Olney & Judson's Brand**  
Ceresota 1/4s..... 4 65  
Ceresota 1/2s..... 4 55  
Ceresota 3/4s..... 4 45  
Worden Grocer Co.'s Brand  
Laurel 1/4s..... 4 60  
Laurel 1/2s..... 4 50  
Laurel 3/4s..... 4 40  
Laurel 1/4s and 1/2s paper..... 4 40

**7**

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..... 15 00  
Winter Wheat Middlings..... 16 00  
Screenings..... 15 00

**Corn**  
Corn, car lots..... 42  
Oats..... 30  
Car lots, clipped..... 32 1/2  
Less than car lots.....

**Hay**  
No. 1 Timothy car lots..... 11 00  
No. 1 Timothy ton lots..... 12 00

**HERBS**  
Sage..... 15  
Hops..... 15  
Laurel Leaves..... 15  
Senna Leaves..... 25

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

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

**LICORICE**  
Pure..... 30  
Calabria..... 23  
Stelly..... 14  
Root..... 10

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

**MATCHES**  
WILLIAMS' MATCHES  
PARK MATCH CO.

No. 200 Lookout, 144 bx..... 1 25  
No. 500 Select Society, 144..... 4 00  
No. 200 Williams Perfect, 144 1 35  
No. 2 Lily, 144 boxes..... 1 35  
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..... 4 00  
Wolverine..... 1 50

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

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

**MUSTARD**  
Half-barrels 2c extra..... 1 75  
Horse Radish, 1 doz..... 3 50  
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**  
Continental Paper Bag Co.  
Ask your Jobber for them.

Glory Mayflower  
Satchel & Pacific  
Bottom Square

1/4..... 28  
1/2..... 34  
3/4..... 44  
1..... 54  
2..... 66  
3..... 76  
4..... 90  
5..... 1 00  
6..... 1 06  
8..... 1 28  
10..... 1 38  
12..... 1 60  
14..... 2 24  
16..... 2 34  
20..... 2 52  
25..... 5 50

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

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**PARIS GREEN**  
Bulk..... 14  
Packages, 1/4 lb., each..... 18  
Packages, 1/2 lb., each..... 17  
Packages, 1 lb., each..... 16

**PICKLES**  
Medium  
Barrels, 1,200 count..... 4 50  
Half bbls, 600 count..... 2 75  
Small  
Barrels, 2,400 count..... 5 50  
Half bbls, 1,200 count..... 3 30

**PIPES**  
Clay, No. 216..... 1 70  
Clay, T. D., full count..... 65  
Cob, No. 3..... 85

**POTASH**  
48 cans in case..... 4 00  
Babbitt's..... 3 00  
Penna Salt Co.'s.....

**PROVISIONS**  
Barreled Pork  
Mess..... @ 14 00  
Back..... @ 14 50  
Clear back..... @ 14 00  
Short cut..... @ 17 00  
Bean..... @ 12 25  
Family Mess..... @ 14 50

**Dry Salt Meats**  
Bellies..... 8 1/4  
Briskets..... 8 1/4  
Extra shorts..... 7 1/2

**Smoked Meats**  
Hams, 12 lb. average..... @ 10 1/4  
Hams, 14 lb. average..... @ 10 1/4  
Hams, 16 lb. average..... @ 10 1/4  
Hams, 20 lb. average..... @ 9 3/4  
Ham dried beef..... @ 11 1/4  
Shoulders (N. Y. cut)..... @ 7 1/4  
Bacon, clear..... 10 @ 10 1/4  
California hams..... @ 7 1/4  
Boneless hams..... @ 11  
Boiled Hams..... @ 15  
Picnic Boiled Hams..... @ 11  
Hams..... @ 8 1/2  
Mince Hams..... @ 9

**Lards-In Tierces**  
Compound..... 5 1/4  
Kettle..... 8 1/4  
Vegetole..... 6  
60 lb. Tubs, advance..... 1/2  
80 lb. Tubs, advance..... 1/2  
60 lb. Tins, advance..... 1/2  
20 lb. Pails, advance..... 1/2  
10 lb. Pails, advance..... 1/2  
5 lb. Pails, advance..... 1/2  
3 lb. Pails, advance..... 1

**Sausages**  
Bologna..... 5 1/2  
Liver..... 6  
Frankfort..... 7 1/2  
Pork..... 7 1/2  
Blood..... 6 1/4  
Tongue..... 9  
Headcheese..... 6

**Beef**  
Extra Mess..... 10 75  
Boneless..... 11 50  
Rump..... 11 50

**Pigs' Feet**  
1/4 bbls., 40 lbs..... 1 50  
1/4 bbls., 80 lbs..... 3 50

**Tripe**  
Kits, 15 lbs..... 70  
1/4 bbls., 40 lbs..... 1 25  
1/4 bbls., 80 lbs..... 2 25

**Casings**  
Pork..... 21  
Beef rounds..... 10  
Beef middles..... 3  
Sheep..... 60

**Butterine**  
Solid, dairy..... 11 @ 13  
Rolls, dairy..... 11 1/2 @ 13 1/2  
Rolls, creamery..... 14 1/2  
Solid, creamery..... 14

**Canned Meats**  
Corned beef, 2 lb..... 2 75  
Corned beef, 14 lb..... 17 50  
Roast beef, 2 lb..... 2 75  
Potted ham, 1/4s..... 50  
Potted ham, 1/2s..... 50  
Deviled ham, 1/4s..... 50  
Deviled ham, 1/2s..... 50  
Potted tongue, 1/4s..... 90  
Potted tongue, 1/2s..... 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 1/2  
Java, fancy head..... 5 @ 5 1/2  
Java, No. 1..... 5 @ 5 1/2  
Table..... @

**SALERATUS**  
Packed 60 lbs. in box..... 3 15  
Church's Arm and Hammer..... 3 15  
Deland's..... 3 00  
Dwight's Cow..... 3 15  
Emblem..... 2 10  
L. P..... 3 00  
Sodio..... 3 00  
Wyandotte, 100 1/2s..... 3 00

**SAL SODA**  
Granulated, bbls..... 80  
Granulated, 100 lb. cases..... 90  
Lump, bbls..... 75  
Lump, 145 lb. kegs..... 80

**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 lb. boxes free.

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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..... 40  
28 lb. sacks..... 22

**Warsaw**  
56 lb. dairy in drill bags..... 30  
28 lb. dairy in drill bags..... 15

**Ashton**  
56 lb. dairy in linen sacks..... 60

**Higgins**  
56 lb. dairy in linen sacks..... 60

**Solar Rock**  
56 lb. sacks..... 30

**Common**  
Granulated Fine..... 1 20  
Medium Fine..... 1 25

**SALT FISH**  
Cod  
Georges cured..... @ 6  
Georges genuine..... @ 6 1/2  
Georges selected..... @ 7  
Grand Bank..... @ 5  
Strips or bricks..... 6 @ 9  
Pollock..... @ 3 1/2

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

**Herring**  
Holland white hoops, bbl. 11 25  
Holland white hoops, bbl. 6 00  
Holland white hoop, keg..... 82  
Holland white hoop mehs..... 87  
Norwegian  
Round 100 lbs..... 3 00  
Round 40 lbs..... 1 50  
Scaled..... 19  
Bloaters..... 1 60

**Mackerel**  
Mess 100 lbs..... 12 25  
Mess 40 lbs..... 5 70  
Mess 10 lbs..... 1 34  
Mess 8 lbs..... 1 13  
No. 1 100 lbs..... 10 50  
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 3 00  
40 lbs..... 3 10 1 50  
10 lbs..... 85 45  
8 lbs..... 71 39

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

**SEEDS**  
Anise..... 9  
Canary, Smyrna..... 4  
Caraway..... 8  
Cardamon, Malabar..... 60  
Celery..... 12  
Hemp, Russian..... 4 1/2  
Mixed Bird..... 4 1/2  
Mustard, white..... 9  
Poppy..... 10  
Rape..... 4 1/2  
Cuttle Bone..... 15

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

**SNUFF**  
Scotch, in bladders..... 37  
Maccaboy, in jars..... 35  
French Rappee, in jars..... 43

**SOAP**  
**JAXON**  
Single box..... 3 00  
5 box lots, delivered..... 2 95  
10 box lots, delivered..... 2 90

Beil & Bogart brands..... 3 90  
Cool Oil Johnny..... 4 00  
Peekin..... 4 00  
Lautz Bros. brands..... 4 00  
Big Acme..... 3 25  
Acme 5c..... 3 25  
Marselles..... 4 00  
Master..... 3 70

Proctor & Gamble brands..... 3 00  
Lenox..... 4 00  
Ivory, 6 oz..... 6 75  
Ivory, 10 oz..... 6 75  
N. K. Fairbanks brands..... 3 25  
Santa Claus..... 2 40  
Brown..... 4 00  
Fairly..... 4 00

Detroit Soap Co. brands..... 3 15  
Queen Anne..... 1 75  
Big Bargain..... 2 15  
Umpire..... 2 45  
German Family..... 3 80  
Good Cheer..... 3 20  
Old Country..... 3 20

Johnson Soap Co. brands..... 3 60  
Silver King..... 2 70  
Calumet Family..... 2 50  
Scotch Family..... 2 40  
Cuba..... 3 25  
Gowans & Sons brands..... 4 00  
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  
50 cakes..... 3 90  
Ricker's Magnetic..... 3 90  
Dingman Soap Co. brand..... 3 85  
Dingman..... 3 85  
Schultz & Co. brand..... 3 00  
Star..... 3 00  
B. T. Babbit brand..... 4 00  
Babbit's Best..... 4 00  
Fels brand..... 4 00  
Naphtha..... 4 00

**Scouring**  
Sapallo, kitchen, 3 doz..... 2 40  
Sapallo, hand, 3 doz..... 2 40

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

**SPICES**  
Whole Spices  
Allspice..... 12  
Cassia, China in mats..... 12  
Cassia, Batavia, in bund..... 28  
Cassia, Saigon, broken..... 38  
Cassia, Saigon, in rolls..... 55  
Cloves, Amboy..... 17  
Cloves, Zanzibar..... 50  
Mace..... 50  
Nutmegs, 75-80..... 40  
Nutmegs, 105-10..... 40  
Nutmegs, 115-20..... 35  
Pepper, Singapore, black..... 18  
Pepper, Singapore, white..... 20  
Pepper, shot..... 20

**Pure Ground in Bulk**  
Allspice..... 16  
Cassia, Batavia..... 28  
Cassia, Saigon..... 47  
Cloves, Zanzibar..... 18  
Ginger, African..... 15  
Ginger, Cochlin..... 15  
Ginger, Jamaica..... 18  
Mace..... 18  
Mustard..... 20  
Pepper, Singapore, black..... 28  
Pepper, Singapore, white..... 20  
Pepper, Cayenne, white..... 20  
Sage..... 20

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

**Kingsford's Silver Gloss**  
40 1-lb. packages..... 7  
6 lb. boxes..... 7 1/4

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

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

**STOVE POLISH**  
**Enameline**  
No. 4, 3 doz in case, gross..... 4 50  
No. 6, 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..... 5 75  
Cut Leaf..... 5 75  
Crushed..... 5 75  
Cubes..... 5 75  
Powdered..... 5 35  
Coarse Powdered..... 5 35  
XXXX Powdered..... 5 40  
Standard Granulated..... 5 25  
Fine Granulated..... 5 25  
Coarse Granulated..... 5 35  
Extra Fine Granulated..... 5 50  
Confectioner's A..... 5 05  
No. 1, Columbia A..... 4 95  
No. 2, Windsor A..... 4 85  
No. 3, Ridgewood A..... 4 80  
No. 4, Phoenix A..... 4 80  
No. 5, Empire A..... 4 70  
No. 6..... 4 60  
No. 7..... 4 60

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No. 8..... 4 50  
No. 9..... 4 45  
No. 10..... 4 40  
No. 11..... 4 35  
No. 12..... 4 30  
No. 13..... 4 30  
No. 14..... 4 25  
No. 15..... 4 25  
No. 16..... 4 25

**SYRUPS**  
Corn  
Barrels..... 18  
Half bbls..... 20  
1 doz. 1 gallon cans..... 3 00  
1 doz. 1/2 gallon cans..... 1 70  
2 doz. 1/4 gallon cans..... 90

**Pure Cane**  
Fair..... 16  
Good..... 20  
Choice..... 25

**TABLE SAUCES**  
**LEA & PERRINS' SAUCE**  
The Original and Genuine Worcestershire.  
Lea & Perrin's, large..... 3 75  
Lea & Perrin's, small..... 2 50  
Halford, large..... 3 75  
Halford, small..... 2 25  
Salad Dressing, large..... 4 55  
Salad Dressing, small..... 2 75

**TEA**  
Japan  
Sundried, medium..... 28  
Sundried, choice..... 30  
Sundried, fancy..... 40  
Regular, medium..... 28  
Regular, choice..... 30  
Regular, fancy..... 40  
Basket-fired, medium..... 28  
Basket-fired, choice..... 35  
Basket-fired, fancy..... 40  
Nibs..... 27  
Siftings..... 19 @ 22  
Fannings..... 20 @ 22

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

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

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

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

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

**TOBACCO**  
Cigars  
American Cigar Factory brands

Elk's Heart, regalia..... 70 00  
Elk's Heart, concha..... 55 00  
W. S. W..... 35 00  
Bald Head..... 35 00

**A. Bomers' brand.**  
Platdealer..... 35 00

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

**S. C. W.**  
Cigar Clippings, per lb..... 25

**Lubetsky Bros.' Brands.**  
B. L..... \$33 00  
Gold Star..... 35 00  
Phelps, Brace & Co.'s Brands.  
Royal Tigers..... 55 @ 80 00  
Royal Tigerettes..... 35 00  
Book Filled Tigerettes..... 35 00  
Female Tigerettes..... 35 00  
Night Hawk, concha..... 35 00  
Night Hawk, navel..... 35 00  
Vincente Portuondo..... 35 @ 70 00  
Rube Bros. Co..... 25 @ 70 00  
Hilton Co..... 35 @ 110 00  
T. J. Dunn & Co..... 35 @ 70 00  
McCoy & Co..... 35 @ 70 00  
The Collins Cigar Co..... 10 @ 35 00  
Brown Bros..... 15 @ 70 00  
Bernard Stahl Co..... 35 @ 90 00  
Banner Cigar Co..... 10 @ 35 00  
Seldenberg & Co..... 10 @ 125 35  
Fulton Cigar Co..... 10 @ 35 00  
A. B. Ballard & Co..... 35 @ 175 00  
E. M. Schwarz & Co..... 35 @ 110 00



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|                              |            |
|------------------------------|------------|
| 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.....           | 75¢ 70 00  |
| Hemmeter Cigar Co.....       | 35¢ 70 00  |
| G. J. Johnson Cigar Co.....  | 35¢ 70 00  |
| Maurice Sanborn.....         | 50¢ 175 00 |
| Bock & Co.....               | 65¢ 300 00 |
| Manuel Garcia.....           | 80¢ 375 00 |
| Neuva Mundo.....             | 85¢ 175 00 |
| Henry Clay.....              | 85¢ 550 00 |
| La Carolina.....             | 96¢ 200 00 |
| Standard T. & C. Co.....     | 35¢ 70 00  |
| H. Van Tongeren's Brand..... |            |
| Star Green.....              | 35 00      |

## Fine Cut

|                   |    |
|-------------------|----|
| Uncle Daniel..... | 58 |
| Ojibwa.....       | 38 |
| Forest Giant..... | 38 |
| Sweet Spray.....  | 35 |
| Cadillac.....     | 37 |
| Sweet Loma.....   | 38 |
| Golden Top.....   | 37 |
| Hiawatha.....     | 38 |
| Telegram.....     | 38 |
| Pay Car.....      | 33 |
| Prairie Rose..... | 50 |
| Protection.....   | 38 |
| Sweet Burley..... | 40 |
| Sweet Loma.....   | 38 |
| Tiger.....        | 39 |

## Plug

|                        |    |
|------------------------|----|
| Flat Iron.....         | 36 |
| Crene de Menthe.....   | 60 |
| Stronghold.....        | 40 |
| Solo.....              | 40 |
| Sweet Chunk.....       | 37 |
| Forge.....             | 33 |
| Red Cross.....         | 24 |
| Palo.....              | 36 |
| Kylo.....              | 36 |
| Hiawatha.....          | 41 |
| Battle Axe.....        | 37 |
| American Eagle.....    | 34 |
| Standard Navy.....     | 38 |
| Spear Head, 16 oz..... | 43 |
| Spear Head, 8 oz.....  | 45 |
| Nobby Twist.....       | 49 |
| Jolly Tar.....         | 39 |
| Old Honesty.....       | 45 |
| Toddy.....             | 34 |
| J. T.....              | 38 |
| Piper Helsick.....     | 64 |
| Boot Jack.....         | 81 |
| Jelly Cake.....        | 36 |
| Plumb Bob.....         | 32 |

## Smoking

|                             |    |
|-----------------------------|----|
| Hand Pressed.....           | 46 |
| Double Cross.....           | 40 |
| Sweet Core.....             | 40 |
| Flat Car.....               | 37 |
| Great Navy.....             | 37 |
| Warpath.....                | 27 |
| Bamboo, 8 oz.....           | 29 |
| Bamboo, 16 oz.....          | 27 |
| I X L, 6 lb.....            | 28 |
| I X L, 30 lb.....           | 28 |
| Honey Dew.....              | 37 |
| Gold Block.....             | 37 |
| Flagman.....                | 40 |
| Chips.....                  | 35 |
| Kiln Dried.....             | 23 |
| Duke's Mixture.....         | 40 |
| Duke's Cameo.....           | 40 |
| Money Dip Twist.....        | 39 |
| Myrtle Navy.....            | 40 |
| Yum Yum, 1 1/2 oz.....      | 39 |
| Yum Yum, 1 lb. pails.....   | 37 |
| Corn Cake, 2 1/2 oz.....    | 37 |
| Corn Cake, 1 lb.....        | 25 |
| 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. pails..... | 31 |
| Col. Choice, 2 1/2 oz.....  | 21 |
| Col. Choice, 8 oz.....      | 21 |

## TWINE

|                        |    |
|------------------------|----|
| Cotton, 3 ply.....     | 20 |
| Cotton, 4 ply.....     | 20 |
| Jute, 2 ply.....       | 12 |
| Hemp, 6 ply.....       | 12 |
| Flax, medium.....      | 20 |
| Wool, 1 lb. balls..... | 8  |

## VINEGAR

|                                |    |
|--------------------------------|----|
| Malt White Wine, 40 grain..... | 8  |
| Malt White Wine, 80 grain..... | 11 |
| Pure Cider, Red Star.....      | 12 |
| Pure Cider, Robinson.....      | 11 |
| Pure Cider, Silver.....        | 11 |

## WASHING POWDER

|                         |      |
|-------------------------|------|
| Gold Dust, regular..... | 4 50 |
| Gold Dust, 5c.....      | 4 00 |
| Pearline.....           | 2 90 |
| Scourline.....          | 3 50 |

## WICKING

|                       |    |
|-----------------------|----|
| No. 9, per gross..... | 20 |
| No. 1, per gross..... | 25 |
| No. 2, per gross..... | 35 |
| No. 3, per gross..... | 55 |

## 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.....           | 25   |
| Clothes Pins.....              |      |
| Round head, 5 gross box.....   | 45   |
| Round head, cartons.....       | 62   |

## 13

|                                |      |
|--------------------------------|------|
| Mop Sticks.....                | 85   |
| Trojan spring.....             | 85   |
| Kelpse patent spring.....      | 85   |
| No. 1 common.....              | 80   |
| No. 2 patent brush holder..... | 80   |
| 12 lb. cotton mop heads.....   | 1 25 |

## Pails

|                                  |      |
|----------------------------------|------|
| 2-hoop Standard.....             | 1 40 |
| 3-hoop Standard.....             | 1 60 |
| 2-wire, Cable.....               | 1 50 |
| 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 20 |
| 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 1/4 |
| Fiber Manila, white.....     | 3 1/2 |
| Fiber Manila, colored.....   | 4 1/4 |
| No. 1 Manila.....            | 4     |
| Cream Manila.....            | 3     |
| Butcher's Manila.....        | 2 1/4 |
| 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 Foam, 3 doz.....     | 1 00 |
| Yeast Foam, 1 1/2 doz..... | 50   |

## FISH AND OYSTERS

## Fresh Fish

|                         |         |
|-------------------------|---------|
| White fish.....         | Per lb. |
| Trout.....              | 9       |
| Black Bass.....         | 11 1/2  |
| Hallbut.....            | 16      |
| Ciscoes or Herring..... | 4       |
| Bluefish.....           | 10      |
| Live Lobster.....       | 20      |
| Bolled Lobster.....     | 20      |
| Cod.....                | 11      |
| Haddock.....            | 7       |
| No. 1 Pickerel.....     | 8       |
| Pike.....               | 7       |
| Perch.....              | 4       |
| Smoked White.....       | 10      |
| Red Snapper.....        | 11      |
| Col River Salmon.....   | 14      |
| Mackerel.....           | 16      |

## Oysters in Bulk

|                       |          |
|-----------------------|----------|
| Counts.....           | Per gal. |
| Ext. Selects.....     | 1 75     |
| Selects.....          | 1 35     |
| Standards.....        | 1 10     |
| Anchor Standards..... | 1 15     |

## Oysters in Cans

|                         |    |
|-------------------------|----|
| F. H. Counts.....       | 35 |
| F. J. D. Selects.....   | 30 |
| Selects.....            | 22 |
| F. J. D. Standards..... | 22 |
| 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..... | 8 1/2  |
| Calfskins, green No. 2..... | 8      |
| Calfskins, cured No. 1..... | 10 1/2 |
| Calfskins, cured No. 2..... | 9      |

## Pelts

|                  |          |
|------------------|----------|
| Pelts, each..... | 50¢ 1 10 |
| Lamb.....        |          |
| No. 1.....       | 4 1/4    |
| No. 2.....       | 3 1/4    |

## Tallow

|                       |        |
|-----------------------|--------|
| Washed, fine.....     | 18¢ 20 |
| Washed, medium.....   | 22¢ 24 |
| Unwashed, fine.....   | 12¢ 14 |
| Unwashed, medium..... | 16¢ 18 |

## Furs

|                |             |
|----------------|-------------|
| Beaver.....    | 1 00¢ 23 00 |
| Wild Cat.....  | 10¢ 50      |
| House Cat..... | 10¢ 25      |
| Red Fox.....   | 25¢ 50      |
| Grey Fox.....  | 10¢ 75      |
| Lynx.....      | 10¢ 20      |
| Muskrat.....   | 2¢ 8        |
| Mink.....      | 25¢ 20      |
| Raccoon.....   | 10¢ 80      |
| Skunk.....     | 15¢ 01 00   |

## 14

## CANDIES

## Stick Candy

|                     |             |
|---------------------|-------------|
| Standard.....       | bbls. pails |
| Standard H. H.....  | 7 1/2       |
| Standard Twist..... | 7 1/2       |
| Cut Loaf.....       | 9           |
| Jumbo, 32 lb.....   | cases       |
| Extra H. H.....     | 7 1/2       |
| Boston Cream.....   | 10 1/2      |
| Beet Root.....      | 8           |

## Mixed Candy

|                        |        |
|------------------------|--------|
| Grocers.....           | 6      |
| Competition.....       | 7      |
| Special.....           | 7 1/2  |
| Conserve.....          | 8 1/2  |
| Royal.....             | 8 1/2  |
| Ribbon.....            | 9      |
| Broken.....            | 8 1/2  |
| Cut Loaf.....          | 9      |
| English Rock.....      | 9      |
| Kindergarten.....      | 9      |
| Bon Ton Cream.....     | 9      |
| French Cream.....      | 10     |
| Dandy Pan.....         | 10     |
| Hand Made Cream.....   | 10     |
| mixed.....             | 15 1/4 |
| Crystal Cream mix..... | 13     |

## Fancy-In Bulk

|                                   |        |
|-----------------------------------|--------|
| San Blas Goodies.....             | 12     |
| Lozenges, plain.....              | 9 1/4  |
| Lozenges, printed.....            | 10     |
| Choc. Drops.....                  | 11 1/4 |
| Eclipse Chocolates.....           | 13 1/4 |
| Choc. Monumentals.....            | 14     |
| Victoria Chocolate.....           | 15     |
| Gum Drops.....                    | 5      |
| Moss Drops.....                   | 9 1/4  |
| Lemon Sours.....                  | 10     |
| Imperial.....                     | 10     |
| Ital. Cream Opera.....            | 12     |
| Ital. Cream Bonbons.....          | 12     |
| 20 lb. pails.....                 | 12     |
| Molasses Chews, 15 lb. pails..... | 14     |
| Pine Apple Ice.....               | 12 1/2 |
| Maroons.....                      | 12     |
| Molasses Waffles.....             | 12     |

## Fancy-In 5 lb. Boxes

|                                     |       |
|-------------------------------------|-------|
| Lemon Sours.....                    | 55    |
| Peppermint Drops.....               | 60    |
| Chocolate Drops.....                | 65    |
| H. M. Choc. Drops.....              | 65    |
| H. M. Choc. Lt. and Dk. No. 12..... | 21 00 |
| Gum Drops.....                      | 20    |
| Licorice Drops.....                 | 25    |
| Lozenges, plain.....                | 65    |
| Lozenges, printed.....              | 65    |
| Imperial.....                       | 60    |
| Mottoes.....                        | 60    |
| Cream Bar.....                      | 55    |
| Molasses Bar.....                   | 55    |
| Hand Made Creams.....               | 80 90 |
| Cream Buttons, Pep. and Wint.....   | 65    |
| String Rock.....                    | 65    |
| Wintergreen Berries.....            | 60    |

## Caramels

|                                 |        |
|---------------------------------|--------|
| No. 1 wrapped, 3 lb. boxes..... | 50     |
| Penny Goods.....                | 55¢ 60 |

## FRUITS

## Oranges

|                      |             |
|----------------------|-------------|
| Florida Russett..... | 2           |
| Florida Bright.....  | 2           |
| Fancy Navels.....    | 2 75¢ 25    |
| Extra Choice.....    | 2 50¢ 30 00 |
| Late Valencias.....  | 2           |
| Seedlings.....       | 2           |
| Medit. Sweets.....   | 2           |
| Jamalacas.....       | 2           |
| Rodi.....            | 2           |
| Lemons.....          |             |
| Messina, 300s.....   | 3 50¢ 3 75  |
| Messina, 360s.....   | 3 75¢ 4 00  |
| California 360s..... | 3 50¢ 3 75  |
| California 300s..... | 3 50¢ 3 75  |

## Bananas

|                     |            |
|---------------------|------------|
| Medium bunches..... | 1 50¢ 1 75 |
| Large bunches.....  |            |

## Foreign Dried Fruits

|                                 |   |
|---------------------------------|---|
| Figs.....                       |   |
| California, Fancy.....          | 2 |
| Cal. pkg. 10 lb. boxes.....     | 2 |
| Extra Choice, 10 lb. boxes..... | 2 |
| Fancy, 12 lb. boxes.....        | 2 |
| Pulled, 6 lb. boxes.....        | 2 |
| Naturals, in bags.....          | 2 |

## Dates

|                            |       |
|----------------------------|-------|
| Fards in 10 lb. boxes..... | 2     |
| Fards in 60 lb. cases..... | 2     |
| Hallowi.....               | 5 1/2 |
| 1 lb. cases, new.....      | 4 1/2 |
| Sairs, 60 lb. cases.....   | 4 1/2 |

## NUTS

|                                        |        |
|----------------------------------------|--------|
| Almonds, Tarragona.....                | 18     |
| Almonds, Ivica.....                    | 17     |
| Almonds, California, soft shelled..... | 17 1/2 |
| Brazils.....                           | 12     |
| Walnuts Grenobles.....                 | 13 1/4 |
| Walnut, soft shelled.....              | 14     |
| Table Nuts, fancy.....                 | 21 1/4 |
| Table Nuts, choice.....                | 21     |
| Pecans, Med.....                       | 10     |
| Pecans, Ex. Large.....                 | 11     |
| Pecans, Jumbos.....                    | 12     |
| Hickory Nuts per bu.....               | 2      |
| Ohio, new.....                         | 2      |
| Cocoanuts, full sacks.....             | 3 75   |
| Chestnuts, per bu.....                 | 2      |

## Peanuts

|                            |       |
|----------------------------|-------|
| Fancy, H. P. Suns.....     | 5 1/2 |
| Roasted.....               | 6 1/4 |
| Choice, H. P., Extras..... | 6 1/4 |
| Choice, H. P., Extras..... | 6 1/4 |
| Roasted.....               | 6 1/4 |
| Span. Shld No. 1 n'w.....  | 6 1/4 |

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## AKRON STONEWARE

## Butters

|                              |       |
|------------------------------|-------|
| 1/2 gal., per doz.....       | 52    |
| 2 to 6 gal., per gal.....    | 6 1/2 |
| 8 gal. each.....             | 56    |
| 10 gal. each.....            | 70    |
| 12 gal. each.....            | 84    |
| 15 gal. meat-tubs, each..... | 1 20  |
| 20 gal. meat-tubs, each..... | 1 60  |
| 25 gal. meat-tubs, each..... | 2 25  |
| 30 gal. meat-tubs, each..... | 2 70  |

## Churns

|                             |    |
|-----------------------------|----|
| 2 to 6 gal., per gal.....   | 7  |
| Churn Dashers, per doz..... | 84 |

## Milkpans

|                                       |       |
|---------------------------------------|-------|
| 1/2 ga. fat or rd. bot., per doz..... | 52    |
| 1 gal. nat or rd. bot., each.....     | 6 1/4 |

## Fine Glazed Milkpans

|                                         |    |
|-----------------------------------------|----|
| 1/2 gal. flat or rd. bot., per doz..... | 60 |
| 1 gal. flat or rd. bot., each.....      | 6  |

## Stewpans

|                                        |      |
|----------------------------------------|------|
| 1/2 gal. fireproof, ball, per doz..... | 85   |
| 1 gal. fireproof, ball, per doz.....   | 1 10 |

## Jugs

|                           |       |
|---------------------------|-------|
| 1/2 gal. per doz.....     | 60    |
| 1/4 gal. per doz.....     | 45    |
| 1 to 5 gal., per gal..... | 7 1/2 |

## Sealing Wax

|                                |   |
|--------------------------------|---|
| 5 lbs. in package, per lb..... | 2 |
|--------------------------------|---|



### How Clerks Can Secure Better Salaries.

Let the question of remuneration occupy a secondary place in your thoughts, and work for your employer instead of for your salary. You will not rise to a very exalted position as long as you consider the check you receive on pay-day the only object for which to labor, nor can you reasonably expect promotion while your mind is occupied chiefly with schemes for securing an increase of salary. Success in any branch of industry means close attention and considerable study. It is the reward of intelligent and indefatigable application only, and it is not apt to come to the employe who constantly divides his thoughts between his work and his remuneration.

Many young men and young women make the serious mistake of regarding the performance of the duties of their positions merely as an ignoble means to a noble end, whereas the truth is that the end—the obtaining of money—is really the ignoble part of the transaction; while the means—the proper performance of duty—is the most noble feature of life. The employe who recognizes this important fact is already on the highway to success. He is the individual for whom every employer in the land is searching, and he may rest assured that he is laying a most substantial foundation for the future. He may not be the most able worker in his line, but great ability is of less moment than devotion to duty.

The individual who occupies a salaried position is prone to be too jealous of what he calls his "rights." He figures out to his own satisfaction exactly what duties his salary covers, and refuses to go beyond that. If he is asked to do a bit of work outside of his department he quickly observes, "But I don't get paid for that."

And if for any reason he is requested to put in a few more hours than usual he immediately enquires, How much will I get for it?

The natural result of such a policy is that he never advances, but his life becomes one long still-hunt for a position and he is always wondering why he has no luck.

The clerk who expects to advance must first cease scheming to make his position of more value to himself and turn his attention to making himself of more value to his employer. Then he will win the good will and confidence of the latter, and there will be no difficulty about his services receiving adequate recognition in a financial way.

### No Fixed Standards of Men's Apparel.

Why does no enterprising paper start a department of fashions for men? Every well-conducted journal in the country makes a feature of fashions for women. But is there one which really devotes any attention to the attire of the sterner sex? Of course, no man supposes for an instant that this omission is due to the fact that women require greater guidance in the premises. Men are painfully aware of their deficiencies when it comes to the choice of neckties and new hats. As a rule, a man accepts humbly anything that his clothier or his hatter assures him is the proper thing. Unless the tradesman is an honest man, and really tries to harmonize his wares with his customer's requirements, the result is most unhappy. Do we not see daily on the streets men wearing derby hats who ought never to adorn themselves with that incredibly ugly piece of head-gear? And does not even the

great and good Mr. Bryan wear a string necktie, that no man in his sober senses should permit to encircle his neck.

There has been of late a happy manifestation of a tendency to follow the individual masculine fancy in matters of dress. A man is no longer regarded as a freak if he invests himself in a plaid waistcoat, golf trousers, green stockings and a check coat. But it is only a few years since Speaker Reed electrified Washington by appearing in the House of Representatives dressed in a giddy flannel shirt, a loose collar, a flaming red necktie, an alpaca coat, no vest, low-quarter russet shoes and polka-dot stockings. And only a few days ago the dispatches from New York City conveyed the announcement that the proprietor of a restaurant in that city had ejected a man from a table there, because said man did not wear a collar or a necktie.

The man, of course, brought suit, so that we may hope in the course of time to learn judicially what constitutes the proper garb for a man to sport at dinner in a public place. The man has set up the claim that he was on his way to a barber shop, and had omitted those two usually indispensable articles of toilette in order to facilitate the tonsorial artist. The restaurant keeper has replied that he was entitled to exact that the customers should wear "proper attire," and under that phrase he included collars and cravats.

Now, as was said in the beginning, if some daily newspaper would establish a department in which the masculine portion of the population could get posted on styles, many difficulties of this sort, along with others more serious, could be obviated.

Eating without collars is not likely to become popular for some time, and even then it is permissible to doubt if it would be considered good form in those circles where good form counts. But when it comes to deciding whether one should wear a V-shaped or a U-shaped vest with a dress suit—why, even the individual most familiar with the alphabet may be pardoned if he errs. Nor are there less chances for mistake in the proper correlation of the black bow tie and the white vest.

In fact, this matter of men's apparel is one which involves a good many points well worthy of consideration, and the want of fixed and universally accessible standards is one which is to be seriously deplored.

### She Tried Hard.

"John," said the village cobbler's wife, "I jest can't get them chickens out of our truck garden."

"Did ye try very hard?" enquired the cobbler.

"Well, I bin a 'shoo'in' 'em every now and then."

"Mebbe yer shoos are only half-souled."

### Stuck in His Crop.

She—What if I have loved another, dear? Don't you know it has only prepared me for the greater, higher love I have for you?

He—That's all right, but how do I know that the love you now have for me isn't preparing you for a greater, higher love for some one else?

### An Autobiography.

McJigger—What's the book ye're reading?

Thingumbob—It's the story of the only man the author ever loved.

McJigger—Ah! it's by a woman, eh? Thingumbob—No, by a man. It's his autobiography.

## Bryan Show Cases

Always please. Write for handsome new catalogue.

**Bryan Show Case Works,**  
Bryan, Ohio.

### TO THE TRADE:

We are the only manufacturers of Dynamite in Low 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.

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

You ought to sell

## LILY WHITE

"The flour the best cooks use"

**VALLEY CITY MILLING CO.,**  
GRAND RAPIDS, MICH.

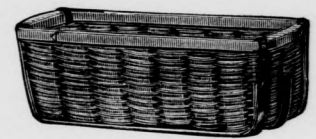
### Crushed Cereal Coffee Cake.

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.

## Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.  
We make all kinds.

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

Send for catalogue.

**BALLOO BASKET WORKS, Belding, Mich.**

## 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.

### THE MICHIGAN TRADESMAN.

9

#### DEPARTMENT STORES.

It is very generally conceded that the department store has come to stay; and it is a fact that this system of retail distribution is the most economical, that the goods can be sold at lower prices and still yield a fair profit, it is useless to contend against it—it ought to stay. Its development in the great cities, these establishments are already so far beyond the experimental stage as to demonstrate their great profit and their permanency.

But there are features of the department store system, as carried on in most localities, which make it properly the subject of severe criticism and require corrective measures. It is a matter of observation that these stores flourish most luxuriously in localities where there is the largest proportion of a comparatively ignorant element in which to build up trade. The regular dealers in special lines, located within the immediate neighborhood, are subjected to constant annoyance and anxiety, not so much on account of the ability of such stores to undersell on the average of their goods as on account of the reprehensible means used to gain the interest and custom of the ignorant classes by selecting standard lines as leaders and selling these goods so low as to demoralize the trade in such lines. To illustrate: Such a store in this city is now displaying lines of prices on watch repairing at one-half the rates charged at any of the large number of reputable jewelry stores in the immediate neighborhood. Of course, the cheap custom obtained in this way is vastly different from most of that of the regular stores, but the influence of such quotations is demoralizing to trade and exacting to dealers. As an illustration of the extent to which such methods are carried, the "Fair," one of the largest and most successful of department stores in Chicago, recently indicated its "anniversary" by selling many lines of goods so far below cost that it was estimated that its losses—what it gave away—that day amounted to more than \$50,000. Among the schemes advertised was an offer to give 50 gold pieces for \$5.75. Five of people, exercising good distance, patiently waited their turn to thus obtain something for nothing. It is easy to imagine the class of people represented in such a line.

But this sort of bait is not frequently employed. These schemes of trade serve their purpose better by selecting such lines as will make an apparent as possible a disparity of well-known or easily-compared prices in their favor, against the best known dealers. Such methods are peculiarly adapted to the department store plan, as the loss sustained on these leaders but a small one and is easily made up.

How shall such competition be met? The problem is not easy of solution. From the fact that such concerns can only prosper where there is sufficient of the more ignorant to be caught by their methods we may conclude that the spread of intelligence will be a remedy, but, unfortunately, that is very slow in operation. There is one thing the sufferers should bear in mind, however, the situation can never be improved by attempting to meet the competition with similar tactics. A steady persistence in correct business methods will, eventually, out-ride such interference, although they

may be exasperating and discouraging while they last. Of course, THE TRADESMAN would not wish to be understood as asserting that such methods are characteristic of all department stores. There are many such operating successfully on as correct business methods as any, and if all were like them there would not be nearly so much said about the serious character of department store competition.

#### \*NECESSITY OF FORTIFICATIONS.

The recent complications which have arisen because of British action in Nicaragua and Venezuela have turned the attention of the military authorities abroad to the condition of the country's defenses. It is generally admitted that, in the event of a sudden outbreak of hostilities, some of the ports of the country could be properly defended, except New York. Some show of preparation for defense has been made in the harbor of New York; but, in the case of other ports, not a single modern battery exists, and the old forts have been permitted to fall into decay, until at the present time not one of the guns mounted in them is serviceable, nor are there accommodations for troops to garrison them.

It is realized that it would be impossible to remodel the defenses and construct modern fortifications at the leading ports at short notice; but, while making all the best possible in securing modern forts, the War Department has reached the conclusion that it would be well to repair the old fortifications and maintain them in good condition. The old forts, if put in repair, would afford some protection, and many others could be made available for modern armaments with little remodeling.

The lack of foresight in expending money in what a fool's paradise is shown by the old forts in decay and becoming worthless. It is not until they have been maintained in serviceable condition at small cost, is extraordinary. It proves in what a fool's paradise is shown by the old forts in decay and becoming worthless. It is not until they have been maintained in serviceable condition at small cost, is extraordinary. It proves in what a fool's paradise is shown by the old forts in decay and becoming worthless.

The late Russian loan was negotiated in Paris and London last winter. Rothschild explained to their committee that they had abandoned their post of Russia, as they had received satisfactory assurances from the czar that the persecution of Jews should cease in his dominions. In spite of this a ministerial edict has just been published ordering a more rigorous enforcement of the stringent laws of 1890 against the Jews, and forbidding them from visiting any of the health resorts in the Caucasus and the Crimea.

The announcement of the municipal senate of New York City gives Chicago the opportunity to claim first place in population. New York, however, is loud in denial of the correctness of the count and claims still to be ahead of Chicago. This claim will not be possible very long. It is reported that aeroplanes are very scarce this year on the coast of France, Spain and Portugal and the catch is small. The American miller is all right, though.

## A "Spade's a Spade"

The World over. We call 'em "Spades."



Speaking with a dealer the other day, he asked us, "How can you do better by us than other houses?" Simplest reason in the world—

**WE KNOW HOW!**

Why are some men better Doctors

than others? Some better Lawyers? Why does Mr. Stowe publish a better trade paper than any other in Michigan? Simply because "he knows how."

That's all there is to it, and anyone who "knows how" knows a good thing when they see it.

Here's a "Good Thing!" —Push it along.

Norton Rolled Oats, 18-25, \$2.85  
36-24, 2.75

Perfect in Quality.  
Attractive in Appearance.  
Reasonable in Price.  
In fact, an all-around "Winner."

Include a case in your next order.

**Olney & Judson**  
**Grocer**  
**Co.**  
"Ceresota"  
"GOOD THING—PUSH IT ALONG."



## THE UNIVERSAL CRY.

The Tradesman has so often, in every department of the paper, harped upon the old and threadbare truth of honesty and the supremacy of its policy that it had determined to give its readers a much needed rest. It is a fact that not even the cloudiest trader gainsays—in the main. Occasionally, if the customer is blindly reliant, a bit of sharp practice can be indulged in and no harm—at any rate only a little—financially follows. It is explained as a mistake, a restitution lavishly follows—if the "mistake" is found out—and that is all there is to it. Everybody does it and so everybody behind the counter sympathizes with it. The woods of trade are full of that kind of trader and the practice has become a settled thing.

As time goes by, however, the plague spot is found not only to grow, but to have made its appearance in most unexpected localities. A little dirty store with a keeper just as little and just as dirty "makes no bones" of sending out a rotten-speckled lot of apples for sound ones and dozen after dozen of eggs half added, with no intention of making good the deficiency, and the cheated patron must make the best of it; but there has been and there is still the belief that in the upper walks of business life the business man so thoroughly looks down on such consummate meanness that there is found the integrity of purpose which will keep pure what is generally looked upon as the business world.

Right there, however, the matter of business crookedness was supposed to end. After the fortune has been accumulated and the future made sure the incentive to business zeal is supposed to be less earnest. Money is supposed to lose something of its attractiveness; the idea steals in and strengthens that the time of life has come when success is expected to take things easy. There is no hurrying away to business when the cup of coffee is disposed of and, while a bargain will always remain such to the man whose life has been passed in bargain-making, still the tone and tenor of life are on a higher level and, be it said, an honest one. To the common mind there is something incongruous in a wealthy thief. The ideas do not go well together. A peach producer who steals peaches is no more a curiosity than a man with a liberal bank account stealing a fellow traveler's pocketbook. In other words, what can a man with his pockets full of money be thinking about when he steals from another man's pocket? The case is an aggravating one when the capitalist sits down with the deliberation of a horse thief and calmly schemes to accomplish something in that line. Want does not drive him by its countless pitiful needs. The single thought possesses him that here is a chance to steal and for the simple sake of stealing he must improve the chance! The fact that the owner of the coveted treasure is the public does not change the nature of the crime nor its heinousness—it increases it rather, for the public is very loath to believe that one of its most respected citizens has been willing to steal or consented to be a sharer of public theft for what money there was in it. The fact is one of those inconceivable things which experience can not explain. With prosperity already in their possession, with their white heads declaring at most only a few years longer here, that they should be willing to risk all that a prosperous old age has already assured them for a

few paltry dollars which they do not want, and would not use if they had them, and which can come to them only through dishonesty and disgrace, is beyond the mind-grasp of ordinary humanity.

So, then, the Tradesman goes back to its old time-worn theme, Honesty. It is the universal cry. There is no rank, no class, no caste which is not pleading to-day for honest men. Give us honest men. Never have we wanted honest men, young and old—oh, the pity of emphasizing it!—more than we do to-day. Public life and private life are pleading with outstretched hands for this much-needed quality. State life and municipal life are honeycombed with dishonesty, not in the mean, insignificant places, but high up where the plane and the atmosphere should bar back all thoughts of baseness and the responsibility of public trust should force even thieves to be, for the time being, honest men. That is what we want to-day in Grand Rapids—honest men. Out with your lantern, Diogenes, find us an honest man!

## Status of the Cincinnati Fruit and Produce Market.

Cincinnati, March 8—Our fruit and produce market has opened up in splendid condition after the recent cold spell. Fancy apples are in demand, with Baldwins taking the lead, selling at \$3.65@3.75; choice, \$3.25@3.40. Other good varieties are selling about 25c less, and No. 2 stock is going at \$2.50.

Lemons—The demand has fallen off the past week, with a slight decline in prices. Fancy Messinas are selling at \$3 and fancy Californias at \$2.50@2.75 per box of 300, to 360s.

Oranges—Fairly good demand for choice stock at \$2.25@2.50 per box for California navels, sizes 150s to 288s, and \$2.75@3 per box for Floridas. The bulk of the California oranges are arriving in bad condition, showing 10 to 50 per cent. decayed, due probably to the recent heavy rains at shipping point. Most all of it must be repacked before reshipping and the loss is heavy.

Potatoes—Moving well, with an increased demand for seed stock. Choice white are selling at 43@45c on track; Rose and Obios at 55@58c. Receipts are light, owing to scarcity of cars.

Sweet Potatoes—The market is quiet. Genuine Jerseys are selling at \$2.15@2.25 and Louisville stock at \$1.75@1.90.

Kale—In demand, very little arriving. Good stock is selling at \$1.40@1.60 per bbl.

Tomatoes—Very few arriving. Fancy stock will bring \$3 per crate and choice \$2.50@2.75.

Cabbage—Ruled quiet and easy in tone. Choice Danish, \$18 per ton on track, and some loose and frozen selling for much less.

Onions—Are firm and advancing every day. Choice stock in bulk is selling at \$1.35@1.50 per bu. on track and \$3.25 per bbl. from store.

Onion Sets—Moving out fairly well, as the season has just opened up. Choice small yellow are selling at \$1.75 and white at \$2 per bu. of 32 lbs.

Rhubarb—Market quiet, selling at 45@50c per large bunch.

New Beets—Very few wanted, selling at 25c per doz. bunches.

Cucumbers—Scarce and wanted. Large are selling at \$1.75 per doz.

The main feature in our market this week has been the unusually heavy demand for seed potatoes. Early Obios, and Early Rose are the principal varieties wanted. The market shows a strong tendency towards higher prices. Western dealers are already complaining about the scarcity of cars and they are unable to fill orders with promptness.

J. B. Hammer & Co.

Learn to know the distinction between friendship and intimacy. Seek to have many friends, but few intimates.

## March.

March is a noisy, blustering fellow. Shaking the tree tops gray and bare. Now his stormy skies grow warm and mellow. Then a shiver steals through the softened air; But he grows full kind, the blustering fellow, At her slow coming—the April fair. Crowned with a wreath of daffodils yellow And the dewdrops bright in her flowing hair.

A thin woman can pad, but a fat woman can only wear tight clothes and look uncomfortable.

## 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.

IF YOU HAVE \$5,000 YOU CAN BUY THE best paying manufacturing business in Grand Rapids, capital invested considered. If you have more capital to use in the business, so much the better. It is a business with great possibilities. Better look this up at once. The successful man grasps an opportunity when it is presented. Address No. 743, care Michigan Tradesman. 743

FOR SALE—HOTEL FURNISHINGS COMPLETE, including bar fixtures and stock in bar. Bar trade worth \$8,000 a year. Only two dollar a day house in a town of 1,200 inhabitants. Write for full particulars. C. J. Staake, Middleville, Mich. 742

FOR SALE FOR CASH, OR WILL EXCHANGE for City Property or Farm—\$2,000 shoe stock and \$4,500 dry goods stock. Will sell separately or together. Address Z. F., care Michigan Tradesman. 741

FOR SALE OR EXCHANGE FOR FARM—Good ice and coal business in live town; bargain for right man if taken soon. Address No. 740, care Michigan Tradesman. 740

FOR SALE—PARTY WITH \$1,500 OR \$2,000 can pick that amount from \$8,000 stock of dry goods and clothing; can have possession at once of good building; cheap rent and insurance; good town; terms, cash or good paper; sales average \$50 a day. Address Jas. S. Bicknell, Shepherd, Mich. 739

FOR SALE—UP-TO-DATE GROCERY BUSINESS in a live town in the Upper Peninsula. Stock and fixtures will invoice \$2,500. Splendid chance for the right party. Reason for selling, sickness. Address No. 750, care Michigan Tradesman. 750

FOR SALE—BEST BAKERY IN MICHIGAN. Address D. M. Hoover, Grand Ledge. 749

TO RENT—APRIL 15 A LARGE CORNER store, with good basement, on a good business street in Grand Rapids; very convenient for the farmers' trade; agricultural implement business or harness and wagon store would do well. Write or apply to Wm. H. Gilbert, 67 Pearl St., Grand Rapids, Mich. 747

MY STOCK OF BOOTS AND SHOES IN THE village of Lowell for sale; first-class stock; good location. For terms apply to J. E. Lee, Lowell, Mich. 745

FOR SALE—CLEAN JEWELRY STOCK and fixtures in good location in best town in Central Michigan. Address No. 744, care Michigan Tradesman. 744

FOR SALE—TWO MACHINES FOR BENDING bicycle guards; 100 forms for bending bicycle chain guards. Above machine would make a nice addition to any woodworking factory. List of jobbers handling this line at present furnished; also name of resident agent in New York who is handling line at present. Behse Manufacturing Co., Coldwater, Mich. 755

FOR SALE—ONE MACHINE AND SHAFTELL for making wooden cloak frames. Behse Manufacturing Co., Coldwater, Mich. 756

FOR SALE—STOCK DRY GOODS, GROCERIES, shoes, hardware, furniture, hay, feed, etc.; invoices \$5,500; doing a cash business of \$26,000 annually; making a net profit of 10 per cent. above expenses; good school and churches. Lumbering and farming country. For further particulars address M. X., care Michigan Tradesman. 753

FOR SALE—1 HANSON & VANWINKLE 1 N-dynamo—225 watts; 1 resistance coil; 1 75 gal. tank; 1 voltmeter; 2 dipping jars, 30 gal. each; 1 30 gal. hot water kettle; 1 potash kettle; 1 scouring trough; 1 solution skimmer; 3 suspending rods for tank; wires for connecting tank; hood to cover hot water kettle and carry off steam. Above outfit is nearly new. Behse Manufacturing Co., Coldwater, Mich. 754

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

THE ROMEYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich. 735

FOR SALE—A 20 LIGHT KENNEDY AUTOMATIC Acetylene Gas machine in good condition. C. L. Dolph, Temple, Mich. 733

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—BUSINESS PROPERTY IN PETOSKEY, half block from postoffice. Address Chas. Neff, Petoskey, Mich. 700

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 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 CHEAP—ONE 4x6x10 FT. HIGH Brecht patent cooler and No. 0 Buffalo chopper. For particulars write A. R. Hensler, Battle Creek, Mich. 726

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, invoicing 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, INVOICING \$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, invoicing between \$3,000 and \$4,000. Address Hazeltine and Perkins Drug Co., Grand Rapids, Mich. 717

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

BIG RETURNS FOR SMALL CAPITAL—We have just succeeded in securing the exclusive control and manufacture of the celebrated Doran Hydro-Carbon Lighting System, which is the best system light yet invented for interior and street lighting; each lamp gives 1,200 candle power light, can be turned on or off instantly, the same as electricity; absolutely safe, simple and satisfactory. Correspondence solicited from all interested parties and municipal officers, and those who would like a good paying business in their own city or town. Acorn Brass Works, 20 South Jefferson St., Chicago. 659

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 685

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 520

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

## MISCELLANEOUS

WANTED—POSITION AS TRAVELING salesman or salesman in retail store by experienced shoe man. Address No. 748, care Michigan Tradesman. 748

WANTED—POSITION AS CLERK. HAVE had four years' experience in general store; would prefer shoes or clothing. Address H. H., care Michigan Tradesman. 746

TRAVELING SALESWOMAN, EXPERIENCED, A1 references, wishes position with reliable house, western territory preferred. Address No. 757, care Michigan Tradesman. 757

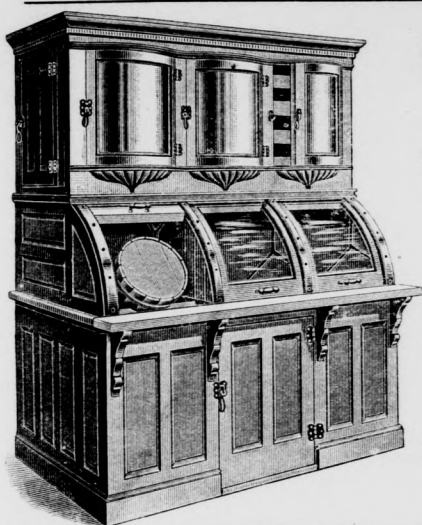
WANTED—POSITION BY TRAVELING salesman who has had ten years' experience on the road selling baking powder and grocers' sundries. Well acquainted with both wholesale and retail trade. Address No. 758, care Michigan Tradesman. 758

WANTED—REGISTERED PHARMACIST at once. Address No. 751, care Michigan Tradesman. 751

WANTED—BY EXPERIENCED MAN, position as bookkeeper or clerk and stock-keeper in dry goods, clothing or general store. A1 references. Oscar E. Otis, Hastings, Mich. 752

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





## 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.

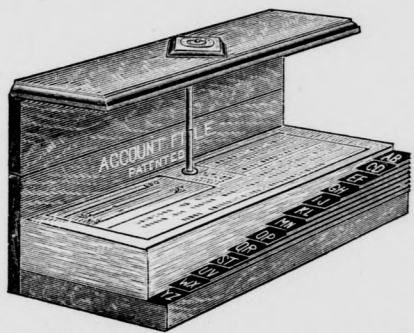
Outfits for retail grocery stores.  
Correspondence Solicited.

## "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

# Simple Account File

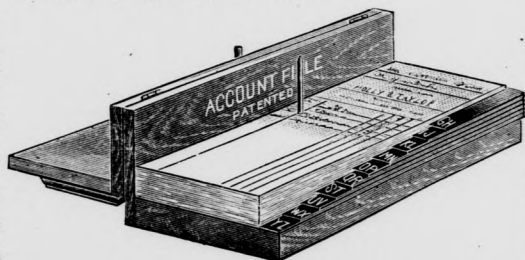


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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



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

### Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

### Detroit Retail Grocers' Protective Association

President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

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President, E. L. HARRIS; Secretary, CHAS. HYMAN.

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### Grand Haven Retail Merchants' Association

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### Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

### Grand Rapids Retail Meat Dealers' Association

President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Write for Samples and Prices on

## Street Car and Fine Feed Stuffs

DARRAH BROS. CO., Big Rapids, Mich.

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

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

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

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## 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

March 3, 1901.

Going North.  
Lv Gd Rapids..... daily daily ex Su ex Su  
Ar. Cadillac..... 7 45a 2 10p 10 45p 5 20p  
Ar. Traverse City..... 11 20a 5 40p 2 10a 9 00p  
Ar. Petoskey..... 1 30p 7 50p 4 15a .....  
Ar. Mackinaw City..... 2 50p 9 15p 5 35a .....  
Trains arrive from the north at 6:00 a. m., 11:30 a. m., 5:15 p. m. and 10:15 p. m.

Going South.  
ex Su ex Su Daily ex Su Daily  
Lv. G'd Rapids. 7 10a 1 50p 6 50p 12 30p 11 30p  
Ar. Kalamazoo 8 50a 3 22p 8 35p 1 45p 1 00a  
Ar. Ft. Wayne. 12 10p 6 50p 11 45p To Chicago  
Ar. Cincinnati. 6 25p ..... 7 15a .....  
Trains arrive from the south at 6:45 a. m. and 9:10 a. m. daily, 2:00 p. m., 9:45 p. m. and 10:15 p. m. except Sunday.

MUSKEGON 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 9:15 a. m.  
Trains arrive from Muskegon at 9:30 a. m., 1:30 p. m. and 5:20 p. m. except Sunday and 6:50 p. m. Sunday only.

### CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO  
Lv. G'd Rapids (Union depot) 12 30pm 11 30pm  
Ar. Chicago (12th St. Station) 5 25pm 6 55am  
12:30 p. m. train runs solid to Chicago with Pullman buffet parlor car attached.  
11:30 p. m. train has through coach and Pullman sleeping car.

FROM CHICAGO  
Lv. Chicago (12th St. Station) 5 15pm 11 30pm  
Ar. G'd Rapids (Union depot) 10 15pm 6 55am  
5:15 p. m. train runs solid to Grand Rapids with Pullman buffet parlor car attached.  
11:30 p. m. train has through coach and sleeping car.

## Take G. R. I. TO Chicago

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.



## 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.



### 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.

## 20000 Cords Hemlock Bark Wanted

We pay cash. Write us for quotations.



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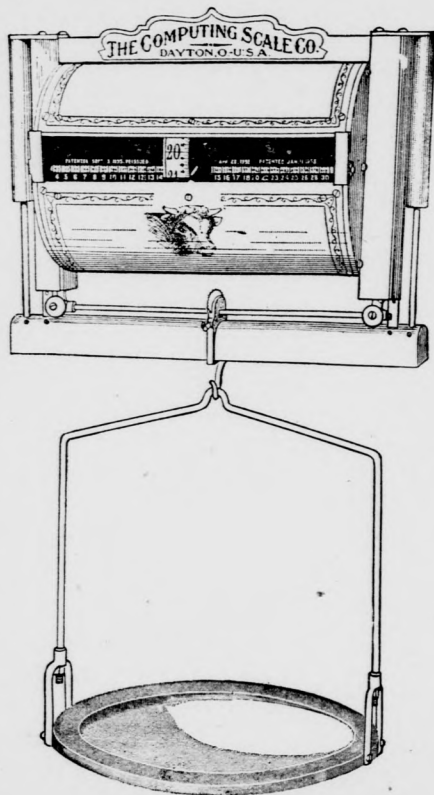
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