

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1901.

Number 913

TIME'S UP!

OR NEARLY SO

And you will be "counted out" if you don't get your rubber order in by March 31st.

DON'T TAKE ANY CHANCES!

Our salesmen are hustling and will try and reach you before the time limit is up, but to make sure you don't get left **write us and we will send samples for you to select from** and protect you until our salesmen call.

Our goods are the best, our prices are right, we sell direct to the trade and we are not owned by a trust.

The Beacon Falls Rubber Shoe Co.,

207 and 209 Monroe Street,
Chicago, Illinois

We have the finest line of Felt Boot and Sock Combinations on the market.
Write us for prices and particulars.

Have you seen our Leather Top? It is THE BEST.



The Time Has Come

when you should buy only the best cigars made, thereby increasing your business. You can do this by making your selection from our excellent assortment, which includes

Royal Tiger 10c

Tigerettes 5c

A Smoker's Smoke

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

Carolina Brights Cigarettes "Not Made by a Trust."

F. E. BUSHMAN, Manager Cigar Department.

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.

Ask us for quotations

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

Walsh-DeRoo Milling Co., Holland, Mich.

BETTER THAN EVER



If you want to secure more than

\$25 REWARD

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

FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST

will secure that result.

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



The 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.

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

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1901.

Number 913

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.



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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IN THE PATHWAY OF PROGRESS.

The last issue of the Cadillac News contains the following ill-natured fling at a valuable public improvement:

The river and harbor bill having failed of passage the provision which it contained for continuing the work of deepening Grand River from Grand Rapids to the Lake failed with it. There is some talk in the Valley City, however, of raising funds at home to keep the work in progress until the next session of Congress can make an appropriation available. No better course could be taken to show the faith and sincerity of Grand Rapids in urging its river improvement project. By many persons who assume to be informed on such matters the effort to make Grand River navigable for other than gasoline launches or some small pleasure craft has been regarded as a joke, although rather an expensive one for the General Government. Appropriations were desired and appropriations were secured, but it has not been seriously assumed that any positive progress was being made towards making Grand Rapids a lake port.

This is a fair sample of the opposition the Grand River improvement has received at the hands of men of small calibre ever since the project was inaugurated. In opposing the improvement and in undertaking to minimize the possible results therefrom, such men are proving to be the greatest stumbling blocks in the pathway of the progress of the respective communities in which they live and from which they derive their support.

The freight rate to every town in Western Michigan, except those towns having water transportation, is based on the present rail rate to Grand Rapids, because Grand Rapids is the paramount market in Western Michigan, and the only way this rate can be lowered is by the reduction of the rate now made to Grand Rapids. Such being the case, it is necessary to secure a readjustment of the present basic rate to Grand Rapids before any other town in Western Michigan, not enjoying water transportation, can secure a more favorable rate.

Cadillac happens to have an enterprising firm known as J. Cornwell &

Sons, who are engaged in the wholesale and retail grocery business and are also merchant millers. Under existing conditions, this firm is at a decided disadvantage in competing with towns which have water communication, such as Petoskey, Traverse City, Manistee, Muskegon, Milwaukee and Chicago; and, in thus throwing cold water on a worthy project, the editor of the Cadillac News is placing a stumbling block in the pathway of this house and effectually barring the further extension and enlargement of its trade; furthermore, such a publication is placing an embargo on every farmer who grows grain within a radius of twenty-five miles of Cadillac, because, under existing circumstances, Cornwell & Sons can not pay as much for wheat as they could afford to pay if they had a more favorable rate in and out of Cadillac.

The world is full of men whose vision is so circumscribed that they are unable to see far into the future, and it is due to the opposition of this class of men that the improvement of Grand River has not already been accomplished. It is true that the improvement will help Grand Rapids, but it is also true that it will necessarily assist every other town not now enjoying water transportation in Western Michigan, and every effort like that of the editor of the Cadillac News not only retards the completion of the improvement, but retards the progress of the town which is so unfortunate as to have within its environments a man whose views are so narrow that he can not discern the signs of the times and admit that in this day and age of the world the welfare of one community hinges, to a great extent, on the welfare of another community and that it is impossible for one market to receive a concession without every other market profiting thereby.

The Massachusetts State Board of Labor Arbitration reluctantly admits that its services are of small usefulness to employers and employees. Only 11 per cent. of the cases that it has investigated were taken to the Board on the joint petition of both parties to the dispute. It did more business in cases brought before it on the petition of one side only, namely, 26 per cent. The remaining cases which it looked into, comprising 63 per cent. of the whole number, were cases which it examined of its own accord, its investigation not having been asked for by either side, and its action presumably was looked upon by the parties interested as undesirable interference.

Get your teeth attended to before going to the Pan-American Exposition. A Buffalo dentist has been examining the tools of some of "his confreres," the Courier says, and finds that "they developed sorcina anvantia, staphylococci and streptococci and bacillus proteus. An actively motile bacillus was found in one. In another tube a pure culture of some form of leptotrichae was found. In another green mould, in several larcinalate. In others still the various forms known as hiyxomycetic."

THE TROUBLE IN SPAIN.

There have been many evidences of unrest and discontent in Spain recently, which give rise to grave fears for the future of that country. The outbreaks which occurred in Madrid, ostensibly because of opposition to the marriage of the Princess of the Asturias to Prince Charles of Bourbon, as well as the riots against religious societies, are really evidences of discontent and political agitations going on among the masses.

The riots which have taken place quite recently in the provinces are more openly due to industrial depression and other similar causes; but, as always happens in such countries as Spain, politics have also figured largely in the matter. Reactionists and visionaries of all sorts never fail to take advantage of popular unrest to work out their schemes; hence it is not surprising that, simultaneously with the labor outbreaks and religious riots, evidences are forthcoming of intriguing by Carlist emissaries on the one hand and socialist republicans on the other.

In the midst of this unsettled state of things there has been a change of Ministry, as well as of political control of the government. The new Premier is without a majority in the Cortes; hence he will have to call for the election of a new chamber. The time would seem to be hardly propitious for a general election.

THE BEET SUGAR INDUSTRY.

A report issued by the Census Bureau on the beet sugar industry in the United States in 1900 shows thirty factories in operation. Of these nine are in Michigan, seven in California, three each in Nebraska and Utah, two in New York, and one each in Colorado, Illinois, Minnesota, New Mexico, Oregon and Washington.

The total capital invested is nearly \$21,000,000. The employees were 2,320; the wages paid were \$1,448,000. The cost of the materials used was \$4,803,000; additional expenses were \$451,000, and the value of the products was \$7,323,000. The lowest price paid for beets per ton of 2,000 pounds was \$4.26, the highest \$4.47. The total output of granulated and raw sugar is given at 159,995,375 pounds, or 71,427 tons of 2,240 pounds. White granulated sugar formed 72 per cent. of the total quantity of sugar manufactured, and raw sugar for refining 28 per cent.

The total amount of beet sugar made in Europe last year was 5,523,446 tons—about eighty times as much as the product of the United States, which is destined to be greatly increased.

Lubeck is about to exercise its right as a free city to issue a coinage of its own. The city arms will take the place of the Kaiser's head on one face of the German coins. The last Lubeck coins were struck a hundred years ago, in 1801.

An Illinois man stole a freight train a few days ago, but got caught. He made a great mistake; he should have stolen the railroad.

Getting the People

Suitably Printed Stationery and Office Supplies.

I have had it in mind to make some observations on this branch of business management, for it is a factor in trade-getting of more importance than is usually comprehended.

The merchant considers carefully what he puts on paper to convey impressions, either to his customers or the remainder of the business world with which he has to deal, but too often he gives little heed as to how he is represented in the medium of his correspondence. The materials most ready, and often to which he is most used, may be the stub of a pencil and a bit of wrapping paper; or, if the circumstances require him to be more formal, he makes his literary effort on a sheet of unprinted note paper with evidently unaccustomed pen and dirty ink, producing a result even less creditable than the first. These of course are extreme, but there are such. A little better is the merchant who takes advantage of the willingness of some of his specialty supply houses to furnish his paper with their specialty as its prominent feature, but the improvement is not great. Aside from the fact that such stationery is of the poorest and the printing to correspond, there is an unsuitableness in burdening the correspondence with Jones' Unparalleled Axle Grease or Johnson's Magic Bluing when it is probable that these articles are not the most important or most representative in the business. The use of such supplies may effect a saving of a few mills, barely cents, a day, but it is an economy more than wasteful in its effect on business prestige and standing.

The cost of suitably printed stationery is a very insignificant matter in proportion to its influence in any business. In fact, I do not believe the question of cost has been considered in most cases so much as the accident of offered supplies by the astute specialty men or neglect to attend to renewal. Not many merchants but will bear me out in the statement that a most persistent enemy to business prosperity, in their observation, if not in their experience, is the spirit of negligence in such details as are soonest manifest in poorly assorted stationery or in the lack of many kinds.

Often there is hesitation in procuring suitable stationery for the reason that the merchant is at a loss to decide what will best fill his need. In most towns there are printers who are competent and willing to help him out if he will put the matter into their hands. But too frequently this is not thought of and the dealer strives to prepare his own printing. Often his lack of success is caused by his making a poor selection from the correspondence which comes to his hands and trying to imitate it, forgetting that the conditions of the businesses are not alike. Or he undertakes to write his own copy and must needs put all the particulars into every part, even to the envelopes. This is a most common mistake.

Suitable stationery for any business employs the best materials of the various kinds. By this I do not mean fancy grades or styles, but if the writing is done with pen use the best quality of writing paper, or if with typewriter the best of the rougher finished paper. Envelopes should be of large size, 6½, white and of best quality. A few cents saved on quality of such materials is poor economy.

SEE THE NEW LINE OF

Merchant Tailoring Suits

And Pantings Just Received New Styles and Patterns

DON'T FAIL TO SEE OUR NEW FASHION PLATES FOR SPRING OF 1901.

We are also receiving our

New Spring Stock

of ready-to-wear suits in all ages and sizes. Our winter Overcoats and Ulsters are nearly closed out. If you want anything in this line call and see what we have left. We will be pleased to show them to you. If you find one you want the price will be made to suit you.

T. SHANAHAN, Tailor and Clothier.

Tailor Made Suits

— SPRING STYLES —

We place on sale today the finest line of Ladies' and Misses' Tailor Made Suits, Jackets, Walking Skirts, Silk Dress Skirts and Wool Dress Skirts, ever shown in this city—we want you to come in and see the line, and get first choice.

**Suits \$10 up to \$25,
Skirts \$1.98 up to \$25,
Walking Skirts \$1.98 up to \$9,
Misses' Jackets \$3.50 up to \$10.**

SALE—French Flannel Waist Patterns, today \$1.48.

JW Milliken

THEY ARE HERE

We are now receiving our stock of vehicles for this season's trade, which we believe is the most complete line ever shown in Cheboygan. Our farm implements will be here in plenty of time for spring's work. We will be pleased to show our stock and feel assured we can give satisfaction to our customers.

L. D. RICE,

104 MAIN STREET,

CHEBOYGAN, MICH.

Opposite Livery Stable 1 Formerly Owned

USEFUL HOUSEHOLD ARTICLES AT THE

x x

BAZAR.

x x

MRS. J. ROBERTS,
STATE STREET,
2nd Door South of Main.

J. Cornwell & Sons

Wholesale and Retail Grocers.

Snow Drop Flour

The best bread flour sold in Cadillac.

Snow White Flour

The best pastry and bread flour in Cadillac.

Pure Buckwheat Flour.

All Wheat Flour.

RALSTON'S BREAK-FAST FOOD,

And a dozen other kinds

NONE SUCH PUMPKIN,

Makes delicious pies. Try a package, only 10c.

J. Cornwell & Sons

GADILLAC, MICH.

Then as to the printing: The matter for a letter head should consist of the firm name and an indication of the business in the fewest words possible, the address and date, any names of partners or reference to organization in small type at top, that may be necessary, and no more. The envelope should have the name of the dealer, the name of the business, the address and no more. This in small plain type looks like business—a displayed poster on an envelope is a "give away." The invoice heading should be on good paper in the regular sizes in neat plain type and as little matter as possible, the statement should be still more concise and the address tags plain and strong.

Chapters might be written to advantage on the proper qualities of business stationery, but the subject may be summarized in, let the materials be the best, the type matter the least and the sizes best to correspond with those in most common use.

* * *

T. Shanahan is extreme in his ideas of display and is inclined to write to fill up. The printer would have done better to arrange his display so as to use less kinds of type. Then the main display lines should not be so large nor so near the border—there should be more white all around with this sort of border. "Pantings" may be a good word, but it will take some time to educate me to it. The words used to designate this particular part of masculine apparel are generally more or less abused and the more conventional modes of expression are generally the best.

A carefully written and well printed advertisement is that of J. W. Milliken. The printer has done well to adhere to one style of letter and the display and border are well balanced. The naming of prices is good, so far as it goes, but I think the naming of some average prices is better than naming only the extreme.

L. D. Rice indulges in a little of the ultra modern in advertisement writing, but I am not wholly pleased with the result. The reader has to search too far to find what he is talking about. It is a mistake to bury the name of the business in such a paragraph with no display or even capitalization. The type is all too large; a border of this kind must have plenty of white or it gives a confusing, dazzling effect which is disagreeable.

The advertisement of Mrs. J. Roberts is sufficiently concise but I am not wholly pleased with the work of the printer. I do not like the way the first and last lines are spaced out of center and the last line is much too heavy for the others—kills them. I would try again on a different line.

J. Cornwell & Sons have a good plan for their advertisement, but if the names of articles had been kept alike the result would have been better. Also I have to criticize the typographic carelessness. Commas should not be used after the last two names of articles any more than the first and the periods after the others as well as after Grocers are superfluous. In the matter of punctuation either one plan or the other should be followed—the two can not be mixed. Pastry is a new product, or possibly they mean pastry.

Always keep your temper, but have sense enough to know when you are insulted and spirit enough to resent it.

A clear conscience is a good pillow.

A Clerk's Courtesy and Its Quaint Reward.
Written for the Tradesman.

Cham Norton stood in his place behind the silk counter and gazed disconsolately out at the storm. Like most Colorado storms it had come up suddenly. The morning had been fair and bright. Cham had entered his department at eight o'clock confident of a good day's sales, which, he had figured, would bring his week's total up to the premium mark. It was the custom of his employers to give a prize of \$2 to each salesman whose sales for the week reached a certain amount. This amount for the silk counter was high and seldom was the premium won. Norton had been particularly successful all the week and if this day's trade was fair at all he was sure to win. It was not the value of the prize so much as the honor of winning it that the young man was striving for. It would bring his name directly to the notice of his employers and this, in an establishment where there were three hundred employes, was well worth extra efforts. He had busied himself putting things in ship shape for the trade of the day. It was pleasant to dream and build castles, as he worked, of the success that would surely follow if he won the prize. He pictured himself advanced to a more important position with its resultant increased salary. He thought of how delightful it would be to spend a few dollars without feeling crippled financially for two weeks afterward. He was in the midst of the reverie when, chancing to look out—his counter was near the entrance—he saw that it was snowing. His castle in the air fell in a ruined heap. His dream of recognition and advancement faded into nothingness and his cheerful boyish face clouded with disappointment. While he stood doing his best to hide his chagrin a salesman at the same counter, glancing significantly in his direction, remarked that there would be no prize won if the storm kept up.

The snow was fine and wet and froze as it fell, making the street slippery and dangerous. The wind sprang up after awhile, driving the sleet with stinging slantness and clearing the streets of all pedestrians except those who were obliged to be out. Presently the department manager came around and suggested that, as there was no trade, it would be a good plan to have a general clean-up. Occupied with this work, the time passed rapidly. Norton's lunch hour had almost arrived. He was wondering if it would pay to go home for this, when an old countrywoman entered the store and stopped at his counter. She took the first available seat, apparently very much out of breath and greatly exhausted. Cham had been brought up to honor and respect old age. Taking up his whisk broom, he slid quietly over the counter and carefully brushed the wet snow from the old woman's clothes. To courtesy of this sort she was evidently unaccustomed, for she protested against his taking so much trouble. He declared that it was no trouble and that she would be more comfortable than if the snow was left to melt.

"Ye'r richt, laddie," she replied in the pretty Scotch dialect; "but is it no an awfu' day? When I left hame this morn the wather was fine an' clear, but sic an a storm has blawn up sin' sine. My days, but it maist played me oot. I'll jost rest a wee an' then if ye dinna mind I'll look at a bit silk for a waist," and the old lady paused for breath.

"I'm unco chawt about the storm," she began again, "for it maks the gangin' unco slippery. I'll jost look at a bit black silk, sir, if ye hae the time. I must hurry awa, for my train leaves at half after twalve o' the clock. Ae, that's a fine bit," she remarked as Norton displayed a silk of good quality. "I'll tak' five yards o' that. Dear a me, I wis I had na ventured oot the day. I'm worrit about gettin' to the train, for it's unco slippery."

"Don't let that trouble you in the least," said Norton, "for I am going in that direction myself and will see you safely in the train. It's my lunch hour and I have to take the depot car to get home. You must not feel that I am being bothered at all," he declared as the old lady protested against his "doin' sic an a thing."

She was truly grateful for the support of his strong young arm when they got out on the slippery pavement. Norton was more than glad that he had offered his services. It was an act of courteous kindness which changed the old countrywoman's ideas of the city clerk entirely. And he had done a greater thing that day than winning the salesmanship prize. "In as much as ye have done it unto one of the least of these ye have done it unto me." Truly the old Scotch country woman did not regard it as a small deed at all. To her it was passing strange that a swell city youth should have bothered his head about her safety one way or the other.

Norton's fellow clerk was not sparing in his ridicule of the motive which had prompted the kindness to the old lady. He remarked ill-naturedly to a girl at the next counter that "Cham was working the old woman for an invitation to spend his summer vacation on her ranch. Catch me doing anything so absurd as taking an old country jay to the depot! She could have gotten back as she came—by herself. How ridiculous to treat an old countrywoman as if she were a princess. I like to make short work of such as she."

Miss Young to whom this speech had been addressed replied that there were two things of which she had long been sure—first, that Norton was a gentleman and, second, that the person to whom she was speaking was not. With this comprehensive remark she turned her back and the would-be snob was obliged to smother his mortification as best he could. At this juncture the department manager returned from his lunch. Passing the silk counter, he asked who the old lady was that he had seen leave with Norton. The small-minded clerk, always anxious to impart information, especially to his superiors, told the manager the occurrence, jocularly adding the statement he had already made to Miss Young as a reason for the courtesy. The manager looked at him with much the same expression that the young lady had and, without replying, went on to his desk.

When Norton returned Miss Young took occasion to thank him, in the name of women generally, for his kind treatment of the old lady.

"Kind! Why, it was nothing more than I should hope some fellow would do for my mother if she were similarly placed," Norton replied as he turned to his work.

Several weeks sped rapidly by and in the activity of business the incident of the old countrywoman was entirely forgotten. The week following the storm Norton had succeeded in cap-

turing the salesmanship prize, much to the chagrin of his envious co-worker. One afternoon toward the end of February a boy entered the store and enquired for Mr. Norton. Being shown to that young gentleman, he handed him a package, saying that "his grannie sent it" and at once took his leave.

Somewhat surprised, Norton opened the package and found, to his astonishment, that it contained a pair of fine black woolen socks, evidently just his size. To one of them a note was fastened. It was written in a quaint cramped hand and read as follows:

"Dear Mr. Norton. I hae knitted these socks for ye in token o' my appreciation o' yer kindness and courtesy to me, an auld woman, durin' the storm three weeks sine."

"Just think, Cham," said Miss Young, when he showed her the gift, "every stitch in them contains a kind thought and perhaps a prayer for you. What a fine reward for a trifling kindness."

Mac Allan.

Thoughts Worth Saving.

Get to your work early and stay at it and you will win.—Philip Armour.

Exposure to daylight is the best disinfectant of all rottenness.—H. G. Chapman.

You can never know a man's working qualities until he demonstrates them.

It is the new commandment. Whatever light may be coming to us in the future, that is the message for to-day, that we learn to love one another.—Dr. W. S. Rainsford.

The man who says that he can not succeed in business because he is too honest is a whiner and a coward, and dare not face his own real faults.—Lindsay Denison.

If there were fewer theorists in the world, there would be more success. Facts can be discounted at any bank, but a theory is rarely worth par.—Philip Armour.

City life is a social machine, or rather, it is a congress of machines. A few men are managers and engineers, but the ninety and nine are cogs and pins and links.—Prof. L. H. Bailey.

The fact that some succeed should make you hopeful. The fact that some fail should make you cautious. Remember that your compensation is in living as much as in money.—Prof. L. H. Bailey.

Bad for the Wagon.

"Did you hear about the street car running into Smith's meat wagon?"
"No; was anybody hurt?"
"No, but it knocked the liver out of the wagon."



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.



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.

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.

We want you

to write us for any kind of boxes you need.

Kalamazoo Paper Box Co.,
Kalamazoo, Mich.



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

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

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

Around the State

Movements of Merchants.

Tekonsha—Cole & Arey have engaged in the retail lumber business.

Tipton—Chas. Evans succeeds Lewis & Evans in the grain business.

Tipton—W. J. Hampton has sold his general stock to Chas. J. Lewis.

Flint—Wm. J. Howden, meat dealer, has sold out to Emory Fredenburg.

Detroit—L. L. Herrick has purchased the grocery stock of Thos. H. Shore.

Grand Ledge—Doty & Doty succeed Doty & Davis in the grain business.

Saginaw—Wm. F. Clark has purchased the drug stock of C. L. Grube.

Montgomery—Masters & Berry succeed Smith & Masters in general trade.

Samaria—Warren Kirkland has purchased the general stock of Frank Whitling.

Yale—Rounds & VanCamp succeed Fox & Rounds in the hardware business.

Marion—L. B. Densmore has sold his general merchandise stock to J. P. Wangen.

Marlette—Bernatz & Hunter succeed Young, Hunter & Co. in the hardware business.

Cass City—Wm. H. Hebblewhite, of the mercantile firm of Frost & Hebblewhite, is dead.

Tustin—Bentley & Swanson have purchased the general merchandise stock of N. S. Spencer.

Coldwater—E. Nichols & Co. succeed Edwin Nichols in the grocery and dry goods business.

Ludington—Mrs. W. Travis has purchased the millinery stock of Mrs. Matilda C. Gustafson.

Flint—Miller & Boughton have sold their North Saginaw street grocery stock to Watkins & Welch.

Woodland—Hart & Rounds, dealers in hay and grain, have sold out to Chas. E. Rowlander.

Niles—Lewis F. Brown has purchased the interest of his partner in the clothing firm of Brown & Rosenberg.

Ironwood—Anderson & Silberg succeed Geo. Brewer & Son in the furniture and undertaking business.

Jackson—Wm. H. Medler has purchased the grocery stock and fixtures of H. D. Winans, at 208 South Mechanic street.

Ypsilanti—Ferguson & Snyder continue the grocery business formerly conducted under the style of Fisk & Ferguson.

Howard City—Richard Perry has opened a meat market in the brick block owned by him and formerly occupied by D. N. Cornell.

Vicksburg—D. Liebethal has engaged in the clothing, shoe and furnishing goods business, having purchased the stock of Julius Barney.

Shelby—C. W. Fisher & Son succeed C. W. Fisher in the confectionery and restaurant business, instead of the drug business as heretofore stated.

Kalamazoo—Chas. Hyman has retired from the grocery firm of Hyman Bros. The business will be continued by the other partner, Harry Hyman.

Big Rapids—W. E. Haney informs the Tradesman that he has not sold a half interest in his grocery stock to John Powers, as has been reported.

Cadillac—D. N. Cornell, of Howard City, has purchased the meat market of F. H. Hutchinson, and has taken his son, Frank L. Cornell, into partnership, the style of the new firm being D. N. Cornell & Son.

Walled Lake—Chas. F. Rose & Co. is the style of the firm organized to succeed Chas. F. Rose in the hardware, boot and shoe and oil business.

East Jordan—The grocery and bazaar stock of J. J. Gage was bid in at chattel mortgage sale by J. S. Gage, who will continue the business at the same location.

St. Joseph—It is rumored that J. E. Enders will open a department store at this place. It is stated that he has an option on the store rooms in the Martin block.

Manton—R. V. Sanford and P. C. Leach have formed a copartnership under the style of Sandford & Leach and opened a grocery store and meat market on West Main street.

Mason—Fred M. Hall, of Vevay, has purchased a half interest in the hardware business of R. Raymond & Son. R. Raymond will retire. The new firm will be known as Raymond & Hall.

Wyandotte—William G. Meldrum has purchased the interest of his brother in the wholesale and retail tobacco and cigar business of Meldrum Bros. and will continue the business in his own name.

Cedar Springs—L. C. Stage has retired from the hardware firm of Rose & Stage and taken a position with the Plano Reaper Co. E. A. Marvin has purchased an interest in the business and the new firm is known as Rose & Marvin.

Manton—A. DeWindt, hardware dealer of Grand Rapids, and his brother-in-law, A. E. Kromer, have purchased the hardware stock of L. C. Cronkhite, Mr. Kromer taking the management of the business. The firm name will be A. E. Kromer & Co.

Pentwater—J. E. Gamble, of Westport, S. D., having secured the interest of Charles Jensen in the general merchandise firm of the F. W. Fincher Co., the name will hereafter be the Fincher-Gamble Co., and is composed of F. W. Fincher and J. E. Gamble. Mr. Gamble has added some means to the concern and will devote his entire time to it.

Holland—The clothing firm of Lokker & Rutgers has been merged into a stock company under the style of the Lokker-Rutgers Co. The capital stock is \$20,000. The officers are Luke Rutgers, President; H. Brinkman, Vice-President; J. J. Rutgers, Secretary, and Fred Beeuwkes, Treasurer. The new firm has leased the store adjoining, formerly occupied by the Boston store.

Manufacturing Matters.

Duncan—T. D. James is building a novelty factory.

Perry—L. C. Wilkinson is building a brick planing mill.

Newberry—George and Charles Engel will build a small sawmill.

Albion—Wm. E. Baldwin, cigar manufacturer, has removed to Adrian.

Menominee—The Foster Lumber Co. has sold its sawmill to Burns & Hicks.

Marine City—Graham, Koch & Co. succeed Butler, Graham & Co. in the cigar manufacturing business.

Detroit—Articles of association have been filed, incorporating the Soluble Desiccated Egg Co., under a fully paid in capital stock of \$12,000.

Breckenridge—Stone Bros. is the name of the new firm which succeeds Stone & Wyant in the agricultural implement business and the manufacture of tinware.

Jackson—Carncross, Hughson & Kellogg is the style of the firm which succeeds Carncross & Hughson in the hat manufacturing business.

Ionina—The Ionina Automobile Co. will shortly be organized at this place. The old electric light plant is being equipped with the necessary machinery.

Gaylord—The Jensen Lumber Co., recently incorporated with a capital stock of \$125,000, has purchased the Michelson & Hanson Lumber Co.'s sawmill at Bagley, on the Mackinaw division of the Michigan Central, has a full stock of logs for it and will operate the plant this season.

Detroit—Articles of association of the Burdick Toilet Paper Co. have been filed with the county clerk. The capital stock is named at \$10,000, divided into 1,000 shares, of which E. D. Burdick holds 400, and Joseph Kinnell, of Delray, 280. The other shareholders are John S. Hall, Daniel Ross, Dr. L. N. Hogarth and Dr. M. A. Layton.

Detroit—The Michigan Soap Co. has decided to enlarge its plant to several times its present capacity and contracts have also been let for new engines, boilers and machinery, which will enable it to make a total output of \$300,000 a year. The company's stock will also be increased from \$25,000 to \$50,000, half of which is paid in, while Rothwell & Co. will place the remainder.

Detroit—Articles of incorporation for the Pitton Novelty Co., Ltd., have been filed. The capital stock is put at \$10,000, of which Fred Postal holds \$500; Arthur Pitton, \$5,000; Elmer L. Allor, \$50, with the remaining 445 shares held as treasury stock still unsubscribed for. Mr. Postal is to be Chairman of the Board, Mr. Pitton Treasurer and Business Manager, and Mr. Allor Secretary.

Pontiac—The Wolverine Carriage Co. has changed hands, W. F. Stout, who held a controlling interest in the business, retiring to take a much needed rest. His stock has been purchased by F. G. Jacobs, of the First Commercial Bank. The members of the firm are now F. G. Jacobs and C. V. Taylor. The business will be continued at the same location under the management of A. G. Taylor.

Grayling—Salling, Hanson & Co. are negotiating for a large tract of hardwood timber and hemlock in town 35 north, range 2 and 3, in Presque Isle county. The firm owns a large body of timber adjacent to the tract being negotiated for and if the deal goes through will probably build a mill at Rogers City and manufacture the timber. A company has been organized to build a railroad west from Rogers City, largely for logging purposes, and this will traverse the timber of Salling, Hanson & Co.

The Boys Behind the Counter.

Kalamazoo—Charles Hyman, who retired from the grocery firm of Hyman Brothers and intended to go to Chicago to engage with a wholesale grocery firm, has taken a position with the People's Outfitting Co. and will remain in Kalamazoo.

Traverse City—Two popular young salesmen of the city have recently departed for new fields of usefulness. E. A. Rogers, who has been some time in the dress goods department of the Boston Store, has secured a good place in a similar capacity in Kramer's dry goods store in Cadillac. Will Johnson, who has also been a long time in the Boston Store, will go to Alpena, where he will take a responsible position.

The Grain Market.

Wheat, as usual, was spasmodic during the week. On last Saturday, it made a gain of 1¼c for cash as well as May options, while to-day it settled back to where it was one week ago. It seems to hang around 79c for winter and 76c for May options in Chicago. Saturday May wheat closed at 77½c, while to-day it closed at 76¼c. The visible decreased 769,000 bushels, where fully double that amount was expected to decrease. Exports were over 4,000,000 bushels, which gave strength to the market. Foreigners took some. The news generally was in favor of holders, but there seemed to be more wheat offered than the market would take, so a decline was in order. Prices undoubtedly will stay around present prices until spring opens and the condition of the present crop can be determined, how much damage the fly has done and also how the demand will be. As the roads are getting in bad shape, the receipts will fall off, so the market is in a waiting mood.

Corn made another increase of 1,334,000 bushels and the price has advanced fully 1c since last writing. Corn seems to have more friends than wheat.

Oats remained very steady at last week's prices, while we have a large amount in sight.

In rye, there is no change. There is no trading to amount to anything and the market is flat.

There is more demand for flour, as the surplus has gone into consumption. Mill feed made another advance of \$1 per ton for both bran and middlings and the demand exceeds the supply.

Receipts during the week were: 48 cars of wheat, 30 cars of corn, 6 cars of oats, 2 cars of hay, 7 cars of potatoes.

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

Hides, Pelts, Furs, Tallow and Wool.

The hide market is much lower and is weak at the decline. Light stock is ½c lower than last week, with good sales. The stocks offering are not desirable, being the poorest of the year. No one seems to want them to accumulate.

Pelts are dormant. The demand is for lower values. Even with the price conceded, buyers hesitate and will not move to make a purchase.

Furs of the late catch are poor in quality and lower in price.

Tallow is lower and weak, with little doing.

Wools are low in price, with a fair volume of trading. Sales have been made in some lines for speculation. This is evidence that some think prices have reached bottom. The mills buy only as they have orders to fill. The weak holders have generally closed out and but little is now moving out of the State. The new clip is close at hand and buyers hesitate to name a price for the future, as they have little faith in present values. Wm. T. Hess.

Indiana has launched an anti-lynching bill and civilization awaits results with profound interest and perhaps a trifle of hope. In no State of the Union have there been furnished of late better opportunities for studying the topic of lynchings in all its manifold phases. With such material right under their noses, it would seem that the solons of the State are amply fortified with sufficient knowledge to conjure up an anti-lynching bill that is really anti-lynching.

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

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is practically unchanged, 96 deg. test centrifugals being still quoted at 4c. They were considered low at 4 1/4c and liberal purchases were made by refiners on that basis, and it was anticipated they would buy heavily at the four cent basis, but most importers prefer to store rather than accept such a low price, so very few lots are offered for sale. The market is firm, with very little prospect of its being any lower. The refined market continues steady, but trade is rather quiet, buyers being disinclined to purchase in advance of regular requirements. The recent decline of 35 points in the market price has placed sugars on such a low basis that the question of any lower values seems to be entirely eliminated and the situation has now resolved itself into how long the trade can afford to safely wait before taking hold again. There is a slightly improved demand within the last two or three days and a very liberal buying movement is considered probable in the near future. The market will bear close watching and we think it would be wise for buyers to place themselves in position to buy freely on the first indication of a change. If the raw sugar market should show any signs of advance, refined sugars will advance almost immediately.

Canned Goods—There has been a little improvement in the buying of canned goods during the past week. The orders were of an assorted character, showing that the trade will have to buy in order to supply spring wants. This feature indicates an active and healthy market for the remainder of this season. The tomato is the uppermost thought in the minds of all connected with the business and the market for that line from week to week is eagerly watched by packers and jobbers, the former hoping for higher values and the latter endeavoring to keep in close touch with the ever-changing conditions. The past week for this line of goods has not developed any changes, although the buying has continued just as active as it has been during the month. An unlooked for change in the corn market has taken place. So far as the cheap grades are concerned, we will have them with us for some time, but the better grades that were offered last week were quickly moved. The market shows an improvement of 2 1/2c per dozen, with a good demand at the advance. But little interest is taken in future corn, what buying there is being principally of fancy grades. It has been a long time since the stocks of the better grades of peas were so light at this season of the year. As a matter of fact, the best packing of early peas is sold out and there are so few of the better grades that they will cut no figure, even if they are carried over until next season. There is a fair stock of seconds, but not many standards of either the Junes or the marrowfats, and it is almost safe to say the packers will open the season with clear floors. Some packers have not named prices on futures yet, but most of them have done so and have made large sales. The outlook for the crop is excellent; in fact, it could not be better, so far as anything can be determined at this time of the season. The best illustration of the disturbed minds of the packers at this time is given by the pineapple packers. In March, 1900,

a goodly supply of orders were placed for future pineapples. Nearly all the packers had made prices and the market was in a settled condition. Up to the present time, however, no prices have been made and no orders placed. It will be a matter of a few days, however, when prices will be named and then the season of 1901 will be fairly opened. The pineapple crop is in excellent shape, the fruit is maturing gradually but surely and promises to excel in flavor the crop of 1899, which was of the most excellent quality. Peaches are quiet and show no change in prices. There has been considerable buying of 1/4 oil sardines, especially the latter part of last week, in order to get in before the advance of 50c in price which took place on the 15th. The remainder of the market shows no changes. The general opinion is that there will be sufficient buying of all lines during the spring to bring about a firm and healthy market.

Dried Fruits—There is little or no change in the spot situation in dried fruits. Prunes still go out quite freely and holders generally are firm at quotations. There is a good demand for 50-60s and 70-80s, which are rather scarce. The very small sizes are also wanted. On the coast the situation is said to be decidedly stronger and there are reports that the Cured Fruit Association has finally secured control of all outside goods and that henceforth it will be impossible to buy at cut prices. There seems a lack of offerings from California at the prices which have prevailed right along—a circumstance which seems confirmatory of this report. Stocks of prunes in that part of the country are probably lighter than they have been in a number of years at this season. Raisins continue in a very demoralized state. Stocks in dealers' hands are not believed to be heavy and are understood to be largely in seeders' hands, but there is almost an entire absence of demand or enquiry and, on the whole, the California raisin outlook is gloomy. Apricots are in better demand and a very fair trade is reported. The market, however, is easy. Peaches are selling only in a small way. Dates are improving in demand and holders are a little firmer. Some dealers are asking an advance of 1/4c for Khadrawis. Figs are fairly active at previous prices and stocks are gradually increasing. It is estimated by one of the largest dealers in figs that the quantity now here is only about half the amount at the same time last year. Some qualities are reported becoming scarce. Currants are selling in a hand-to-mouth way at unchanged quotations. Evaporated apples are weak and unchanged.

Rice—Trade in rice is rather quiet, but, despite this fact, prices are firm. Stocks are low and buying is mostly in small lots for immediate requirements. The Southwest reports exceedingly strong conditions, with a good demand. Heavy drafts have been made on the lower grades of rice for shipment to Puerto Rico. The constant enquiry for these styles has contributed greatly to the strength of the market on other grades as well.

Tea—General conditions in the tea market are rather discouraging, as the anticipated improved demand has as yet not materialized. List prices, however, were held steady, holders remaining confident despite the unsatisfactory state of affairs, still anticipating a generally improved demand in the near

future, in which case prices will undoubtedly advance.

Molasses—The molasses trade is rather quiet and business is small. The trade in general are not disposed to stock up and continue to purchase for immediate requirements only, which is, however, sufficient to sustain prices. The statistical position remains strong and dealers remain firm in their ideas as to prices, anticipating higher values for choice grades of which supplies are light. There is a good demand for molasses in cans and the trade for this style of package is continually increasing.

Fish—Fish of all grades is in good demand at previous prices.

Nuts—The demand for nuts is light and is constantly falling off, as is expected at this time of the year. Brazil nuts are lower. The few new crop goods at hand are of good quality, but have sold slowly. Walnuts are in good request. Stocks of Grenobles are not heavy and goods are held 1/4c higher in some cases. French walnuts go out fairly well in a small way. There is a small trade in almonds. Prices of almonds are generally unchanged, with a moderate business doing. We are now approaching the critical time of the year when the coming crop is liable to damage and a sensitive market must be expected for the next few weeks. Peanuts are in fairly good demand at unchanged prices.

The Produce Market.

Apples—Choice stock is getting very scarce. 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—The price continues to ease off, owing to the enormous importations from Austria and Italy. Local dealers hold choice handpicked at \$1.75 in carloads and \$1.80 in bag lots.

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@1.25 per bbl.

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

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

Eggs—The price has dropped to 12c for strictly fresh and even at that price it requires the greatest effort on the part of local dealers to keep the market cleaned up. One of the best posted egg men in Chicago asserts that the cold storage capacity throughout the country during the past two years has increased from 500,000 to 800,000 cases. He argues the houses will seek to fill this space; that eggs look high and should go into storage cheaper than last year, and cites the disastrous results of two years ago.

Grape Fruit—Grape fruit continues moderately firm at previous prices. There is little interest shown among large buyers, but small lots move reasonably well.

Green Onions—15@20c 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. California fetch \$3.50 for 300s and \$3.25 for 360s.

Lettuce—Hothouse stock is in good demand, commanding 15c per lb. for leaf.

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

Lima Beans—7c per lb.

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

Oranges—Californias fetch \$2.25 for the larger sizes and \$2.50 for the smaller sizes.

Parsley—40c per doz. bunches

Peaches—According to the latest reports from Georgia that State is expected to ship 3,000 cars of peaches this season, which is the largest yield ever recorded there. The cold has not hurt the buds at all and there are a large number of new orchards coming into bearing which will help swell the increase. It is interesting to note in this connection that peach growers along the Eastern shore of Maryland have uprooted many orchards because they do not pay, yet with the Baltimore canning interests so close that it would seem likely to be the most profitable location possible.

Pieplant—10c per lb.

Potatoes—The market is a little higher, stock in good demand, especially for the best grades. There is no increase in stocks. The feeling for the near future is firm.

Poultry—Receipts are small and prices are strong. 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@10—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—25@30c 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 \$3.25.

Squash—2c per lb. for Hubbard.

Strawberries—35@40c per quart.

Turnips—\$1 per bbl.

Veal—Local dealers pay 7@8c.

Housewife and Burglar.

The burglar had entered the house as quietly as possible, but his shoes were not padded, and they made some noise. He had just reached the door of the bedroom, when he heard some one moving in the bed as if about to get up, and he paused. The sound of a woman's voice floated to his ears.

"If you don't take off your boots when you come into this house," it said, "there's going to be trouble, and a whole lot of it. Here it's been raining for three hours, and you dare to tramp over my carpets with your muddy boots on. Go downstairs and takes them off!"

He went downstairs without a word, but he didn't take off his boots. Instead, he went out into the night again, and the "pal" who was watching and waiting saw a tear glisten in his eye.

"I can't rob that house," he said; "it reminds me too much of home."

Arthur Bailey, for the past two years in charge of the drug department of the Hall & Munson Co., at Bay Mills, will open a drug store at Sault Ste. Marie April 21. The Hazeltine & Perkins Drug Co. has the order for the stock.

Chas. Johnson, whose general stock at Whitehall was recently destroyed by fire, has re-engaged in trade at that place. The Olney & Judson Grocer Co. furnished the groceries and P. Steketee & Sons furnished the dry goods.

Carl G. Trumble, formerly prescription clerk for F. L. Henderson & Co., at Jackson, has engaged in the drug business at that place. The Hazeltine & Perkins Drug Co. furnished the stock.

C. E. Pipp has rented an additional store at Otsego, which he will open March 27 with a line of crockery and glassware. The stock was furnished by DeYoung & Schaafsma.

BOUGHT ON TIME.

How the Installment Dealer Was Victimized.

Everybody in the building spent part of the day on the back porch watching Mrs. J. Demontreville Jones "move in."

Everything was brand new, from the baby grand piano to the graniteware skillet, and Mrs. J. Demontreville Jones in person, arrayed in knee-deep seal coat, superintended the work without taking off her gloves. "It was not within the memory of the oldest tenant that any one had moved into the Valladolid apartment building with "all new stuff;" nobody could recall the installation of any family in which the feminine branch had not tied cloths about its head, wielded a duster and washed windows. The newcomer did none of these housewifely chores. On the contrary, she ordered the silent giants who brought her furniture as if she were accustomed to an army of servants. Then she was "such a fine figure of a woman." Mrs. Greene, who lived next door and who was "scrawny," said that the newcomer was "a fat monster." Mrs. Bolles, who weighed 317 in her "Mother Hubbard," thought that the stranger was "queenly." Mrs. Dippel opined that her new neighbor was "vulgar" because she wore diamond rings outside her gloves, and every girl and woman in the building gossiped about Mrs. J. Demontreville Jones for a week after she came.

Then they began to "drop in for a neighborly visit." Mrs. Greene was rather pleased to note that Mrs. Jones had a mole and a double chin. Mrs. Bolles was delighted to find out that her "queenly" friend had once weighed 317½ pounds, but had "reduced" to her present comparatively spirituelle condition of 286 avoirdupois by a magical system of "treatment." But it was Mrs. Dippel, the diplomatist of the Valladolid apartment building, who drew from Mrs. J. Demontreville Jones the story of her coming, its purpose and the economical genius displayed in search of a temporary home in a great city.

"You see, my dear," explained Mrs. Jones to the wily Mrs. Dippel, after they had kissed and began to warm up over their third cup of tea; "I have a beautiful home in Perkinsville. When I made up my mind to come to Chicago for treatment I found that it would cost a fortune to bring my furniture with me. Furnished apartments were too expensive and, besides, one never knows what horrible maladies may be acquired from contact with second-hand furniture. I could never put up with boarding houses, and hotels are, of course, out of the question when it comes to economy or comfort."

"But wasn't it dreadfully extravagant to buy all this fine furniture for just a month's stay in Chicago?" asked the wide-eyed Dippel woman.

"Not at all, you dear, innocent thing!" quoth Mrs. J. Demontreville Jones, pouring another cup of tea for her "friend;" "you see, I bought it on time payments—ten dollars down and ten dollars a month. Have you lived all these years in Chicago without getting on to the time-payment plan? When I get ready to go home I just send my trunk to the depot, lock up my flat, give the key to the janitor and send a postal card to the furniture man."

"Aren't you afraid he'll make trouble for you?"

"Trouble! Why, no; the trouble is

all his! I get the use of all this nice furniture for a month. Costs me nothing to move in and nothing to move out. If I want to stay a week or two over the month I guess I can make the collector wait."

"What a splendid manager you are!" gurgled Mrs. Dippel.

"Why, it's the simplest thing in the world. I tried it in New York twice and it worked like a charm. This is my first experience in Chicago. Oh, yes, the treatment is splendid. I've taken off seven pounds already and I expect to go home as slim as a girl."

Mrs. Dippel said she could "notice the change," and the two neighbors parted with every symptom of loving adoration. But some "mean old thing," as Mrs. Jones thought, told the landlord that the "fat lady in No. 236" meant to "jump the lease" on the first of the month, and the good woman from Perkinsville was forced to do a lot of talking to allay his suspicions. The anxiety she suffered during the last two weeks of her stay did more than the "treatment" to bring down her weight and the snubs she got from her neighbors did the rest. She could get her gloves on over her rings the evening she packed her trunk. Mrs. Dippel saw the expressman come to the back gate in the gloaming to cart her trunk away, so she slipped on her cloak and ran around to the front entrance to kiss Mrs. J. Demontreville Jones good-bye. But she was doomed to disappointment, for her friend had fled by the back way and, as the affectionate but crestfallen Mrs. Dippel saw her late neighbor vanishing into the darkness down the cross street, she murmured with sweet but sad sincerity:

"Good-bye, you vulgar, dishonest old thing!"—Chicago Record.

Foundation of Linen Industry in Ireland.

Linen has been used for garments both in Great Britain and Ireland and in Europe, from time almost immemorial. The foundation of the linen manufacture in Ireland was laid by the Earl of Strafford during the time he resided in that country as chief governor. Those who desire to study up the early history of linen manufacture in Ireland should consult "Wakefield's Account of Ireland," especially the first volume. In connection with the Earl of Strafford's introduction of linen manufacture into that country it may be of interest to give the following extract from his lordship's letter on this subject, being part of the report he made to the king and council in 1636. It will be seen that the earl had something more in his mind than the introduction into that country of a useful industry, and his object was early that of diverting the Irish people from engaging in the manufacture of wool, which was the great commodity of England.

England at all times in her earlier history directed her laws and policies for the promotion of her woolen manufactures. Thus it will be seen that he Earl had a motive, after stating that the Irish had little or no manufactures among them, but some small beginnings toward a clothing trade, which the Earl attempted to discourage because it would trench on the clothing trade of England. We quote the Earl:

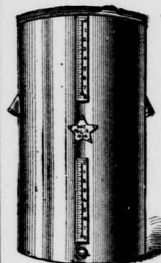
"If they should manufacture their own wool, which grows in very great quantities, we should not only lose the profit we make now 'in dressing' their wools, but his Majesty would lose extremely by his customs, and it might be feared they might beat us out of the trade itself, by underselling, in which they are able to do. Yet I have endeavored, in another way, to set them at work, and that is by bringing in the making of linen cloth; more in regard to the women, who are naturally bred to the art of spinning; as the Irish earth

is apt to the bearing of flax, and that this manufacture would be rather a benefit than other to this kingdom.

"I have, therefore, sent for the flaxseed into Holland, being of a better sort than we have, and have sown this year a thousand pounds of it (finding, by some I sowed the last year, that it takes very well here). I have sent for workmen out of the Low Countries and south of France, and set up already six or seven looms, which, if it pleases God so to bless us this year, I trust so to invite them to follow it, when they see the great profit arising therefrom, as that they shall generally take and employ themselves that way, which, if they do, I am confident it will prove a mighty business."

What will remain to perpetuate the name of A. T. Stewart when the marble mansion on Fifth avenue disappears? Stewart endowed no college, he founded no art museum, he established no great charity. He left his millions to be fought over by those who came after him with more or less claim to kinship, but nothing went for the public good. It is impossible not to compare the results of two such lives as those of Stewart and Girard. The latter's fortune, collected by hard labor and self-sacrifice, went to found a great charity, which has grown in usefulness as the years have gone by, and which will carry the name of its founder down to the remotest posterity. But the recollection of Stewart is fading already, and the disappearance of the mansion on which he lavished so much of his gains will almost wipe it from memory. Nothing is more short-lived than a name built up on money solely.

Instead of saying that a man is the creature of circumstances, it would be nearer the mark to say that man is the architect of circumstances. It is character which builds an existence out of circumstance. From the same material one man builds palaces, another hovels; one warehouses, another villas. Bricks and mortar are mortar and bricks until the architect can make them something else.



Patented August 15, 1899

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Ready Roofing, Galvanized Iron

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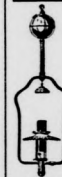


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Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

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Is carried by the merchant when he undertakes to handle the credit transactions of his establishment by means of pass books or other equally antiquated methods. The strain is immediately lessened, however, when he adopts the Coupon Book System and places his credit transactions on a cash basis. We make four kinds of Coupon Books and cheerfully send samples free on application.

TRADESMAN COMPANY, GRAND RAPIDS.

MEN OF MARK.

J. B. Ware, Manager Peoples Telephone Co., of Detroit.

Joseph Bruff Ware was born at Butlerville, Jennings county, Ind., May 8, 1860. In 1869 the family removed to Kalamazoo county, Mich., and settled on a farm, four years later removing to Grand Rapids, where the father engaged in the lumber business. Mr. Ware attended the Grand Rapids high school, and afterward entered the State Agricultural College at Lansing, where he remained two and one-half years, pursuing the mechanical course. He left school in his junior year, however, to take the management of his father's shingle mill at Blanchard, where he remained a year. He then removed to Grand Rapids, where he engaged in the wholesale lumber and shingle business under the style of Ware & Tucker. He continued in the lumber business until 1895. During this time he organized the Michigan Retail Lumber Dealers' Association, being elected its first Secretary, and continuing in that capacity as long as he remained in the lumber trade. In 1894 he dipped into politics and was elected a member of the House of Representatives on the Republican ticket, being the only man in the House who did not travel on a pass. On June 6, 1895, he identified himself with the local telephone movement, being elected Secretary and Manager of the Citizens Telephone Co., of Grand Rapids, which is very generally conceded to be the most successful independent telephone system in the United States; in fact, it is very commonly acknowledged by the leading spirits of the Bell institution that no competitor in the telephone field is more strongly fortified or more surely entrenched in public favor than the magnificent telephone system which now covers a large portion of Western and Northern Michigan, the success of which is due, in no small degree, to the genius and energy of the man who has given the movement his best thought and best effort ever since the inception of the undertaking. Mr. Ware is a born fighter, albeit his antecedents were of the Quaker type, and he has developed a degree of combativeness and shrewdness and long-headedness which stamps him as one of the most progressive men in the independent telephone movement in the country. In consequence of the record he achieved here in connection with the Citizens Company, Mr. Ware has received frequent offers from outside companies, including a long distance combination of interests with large capital and brilliant prospects at New York, but so long as he considered that the Citizens Company needed his services he turned a deaf ear to every entreaty and peremptorily declined every offer, although some of them were accompanied by financial considerations which involved a great sacrifice on his part to continue in his old position. Having remained with the company until it is unquestionably on a solid foundation and feeling that he could safely leave to his colleagues the further exploitation of the work, which will be carried on the coming season more aggressively than ever before, Mr. Ware recently consented to enter into negotiations with the newly-organized Peoples Telephone Co., of Detroit, to take the management of that corporation, which has entered upon the work of inaugurating a telephone system which will afford Detroit people decent telephone service at a reasonable price. Several elements entering into the situ-

ation influenced Mr. Ware in reaching this decision, among which may be mentioned the ample capital of the promoters of the enterprise, the unprecedented unpopularity of the Bell company by reason of the doubling in rates as soon as the former local competitor was absorbed and—most important of all—the advantage it would be to the Citizens system to have a strong telephone system in the eastern part of the State, giving Grand Rapids and Western Michigan reliable telephone connections with Detroit and the towns and cities in Southeastern Michigan now suffering from the exorbitant rates and inferior service of the Bell corporation. That Mr. Ware will prove himself equal to the occasion and give the citizens of Detroit and Southeastern Michigan a telephone service equal to the best and better than they have ever known before goes without saying.

Mr. Ware soon discerned that a State

a large measure been instrumental, therefore be it

Resolved—That we accept his resignation with much regret, and are only consoled by the knowledge that his connection with the independent telephone movement in Detroit will inure to the great advantage of the whole independent system in the State, and greatly strengthen our own business in Western Michigan.

Resolved—That we congratulate Mr. Ware upon the personal advancement that comes to him in this new connection, and the people of Detroit in securing his services.

The abandoned New England farm was much written of a few years ago. By newspapers, and official reports of the agricultural departments, there was lamentations over the deplorable lack of farming interest in that section. The abandoned farm, decaying buildings and deserted highways were everywhere in evidence. A marked change is reported as having taken place. The



organization of the independent telephone systems of the State was a necessity and, acting on this idea, he issued a call for a meeting, which resulted in the organization of the Independent Telephone Association of Michigan, Mr. Ware being made its first President, to which position he has been elected ever since. This Association has played an important part in the exploitation and development of the independent telephone movement in this State.

On the retirement of Mr. Ware from active connection with the Citizens Telephone Co. last week, the directors elected him a director and unanimously adopted the following very complimentary resolutions:

Whereas—Jos. B. Ware has been Manager or Secretary of this Company since its organization and has performed his duties with marked skill and ability, to the great advantage of the Company, to the success of which he has in

young man who acted on Horace Greeley's advice to "go west," prospered and is returning to possess himself of the old homestead for his declining years. Partly to this cause and partly to improved methods of farming are credited the conditions now reported from Connecticut after careful investigation. In that State it is claimed there are to-day no "deserted farms." In other New England States great numbers of farms that were without tenants a few years ago have been taken up, in New Hampshire alone 840. The change noticed is sustained by analysis of the census figures, which show a healthful increase of population in the farming parts of the New England States.

Never glance at a business man's books or papers which may accidentally be left open before him.

Railway travel teaches people to know their own station and stop at it.

To Choose Good Meat.

How many people know how to select good beef? Even butchers pass around carcass after carcass with indifferent judgment. Housekeepers do the same at a butcher shop or in a big market. The following may be some guide to both the marketman and the housewife in aiding them to select good meats:

Let us imagine ourselves before a butcher's block having on it four pieces of beef presenting faces from the round or sirloin. One is dull red, the lean being close grained and the fat very white; the next is dark red, the lean loose-grained and sinewy and the fat white and shining; the third is dull red, the lean loose-grained and sinewy and the fat yellow; the fourth is bright cherry red, the lean smooth and medium-grained, with flecks of white through it, and the fat creamy—neither white nor yellow. The first of these is cow beef; the second bull beef; the third, beef from an old or ill conditioned animal, and the last is ox beef. Ox beef—that from a steer—is the juiciest, finest-flavored, sweetest and most economical to buy of all beef. It is called "prime" when the lean is very much mottled with white fat flecks, and when it is from a heavy, young animal (about four years old), stall-fed on corn. Beef from a young cow that has been well fed and fattened is next in merit to ox beef. Beef from an un-matured animal is never satisfactory, being tough and juiceless. It may be easily recognized by its pale color and its small bones.—National Provisioner.

Hot House Lambs.

Following are the usual directions for packing and preparing hot house lambs 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 the 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.

The Chinese do not think it worth while to give a baby girl a name. She is sister and goes by number. If her mother gives her a pet appellation that is their own secret. The husband never learns of it. To him she is the Chinese equivalent for "Hi, There," or "Oh, Say," until the babies arrive, when she becomes Chang's mother, or is otherwise indirectly designated. That does not bother her, for she knows no other girl except as the owner of a certain number in some man's home. Yet mother is a term of love and power. A man may do much as he likes in regard to his wife, but although he be gray and bent he can not embark in any enterprise or undertake a journey if his mother is living, without her consent.



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TRADESMAN COMPANY

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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 20, 1901.

STATE OF MICHIGAN ss. County of Kent

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

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

ENGLAND'S PROBLEM.

For a while before and after the beginning of a new century men are naturally disposed to make wide generalizations and far-reaching predictions. This tendency has of late determined the character of a great many editorials, essays and public addresses. There is evidently a prevalent impression that the relative strength and prosperity of the leading nations of the world will most probably be materially altered by economic and political developments within the present century. The question of international trade rivalry is represented as the most urgent issue of the age, and there are those who apprehend that it will be a source of violent and world-wide conflicts. In a recent issue of the Fortnightly Review a contributor, writing under the name of Calchas, the Greek seer at Troy, asks: "Will England last the century?" He holds that if England loses her trade she must lose her empire. "But our trade we shall not keep unless we intensify our education, quicken our application, harden our perseverance and evoke a Renaissance of the national spirit in which every citizen shall work in the constant thought that England's place in the world will be presently at stake, and that it still depends upon herself whether she shall sink or swim." He foresees a struggle for commercial supremacy that will be the most enormous, although it may be the most orderly, grapple and pressure of human forces that the world has ever seen.

Asking how England will fare in this struggle, Calchas is reminded that every century since the Renaissance has seen the rise of a new power and a transfer of political supremacy: "The Sixteenth is the age of Spain. In the Seventeenth comes the rise of France at the expense of Spain. With the Eighteenth there is the expansion of England at the cost of

France. The ruling political fact of the Nineteenth Century has been the rise of the German Empire—at our expense, as Germans imagine the Twentieth Century is mainly destined to show." On the other hand, Germany understands well enough that, although she should distance England in the race, she would still have to compete with America, and that the victor would have to settle, sooner or later, with Russia. England possesses one immense advantage in the long lead she has secured over all the rest of the world. "The total value of our exports and imports," says Calchas, "is still half as much again as that of Germany, and twice that of the United States. These great rivals, who have carried any number of points in the immense perimeter of our outworks, ought to find progress more and more slow, if not altogether arrested, as they approach the stubborn center of British resistance. Again, our competitors are competitors with each other, and are becoming more directly so." But England's long lead in the race was due to exceptional conditions that no longer exist. The fact that her supremacy was so long unchallenged is attributed to events which Calchas describes as "historic accidents from the Reformation to the Thirty Years' War and the French Revolution, which prevented until 1870 the thorough settlement of the continent." The triumph of that year is regarded by Germans as a point of departure: "The idea represented by the Kaiser, and which has as complete a control over the enthusiasm of his subjects in the mass as the imperial sentiment exercises over us, is that Sedan, Versailles and the indemnity, although marking at the moment the overthrow of France, established in reality a continental base for the development of German world-power."

The most impressive fact in this struggle is its inevitableness. It could not have been prevented by any degree of diligence, enterprise and skill. The Germans are inclined to ascribe the recent advance of their country and the relative retrogression of England to their own moral and intellectual superiority; but, as Calchas points out, even if England had been in every respect the most efficient nation in the world, she could not have prevented new industrial rivals from breaking her monopoly as soon as they chose to develop their industrial resources. That monopoly was the result of an exaggerated and disproportionate development. The British Empire has a smaller white population than any one of the three leading powers of the world. How, then, could she hope to meet and overmatch them all combined in every quarter of the globe? "We have reached our limit," says Calchas. "England can be but one among the workshops, the warehouses and the transport managers of the earth. Our utmost pains and brains could not have prevented this development and can not avert it. The universal and automatic character of this mighty menace, far more than the superiority of our more fresh-blooded competitors in effort and technique, is what brings out the immense extent and urgency of the problem." That problem is for England simply a question of holding her own. While the other great powers are endeavoring to carry out a policy of commercial extension, her ideals are consolidation and resistance. But Calchas does not contend that the criticisms of her rivals have been wholly

unjust. He finds, however, that the Latin judgment upon the temper of the English is far more trustworthy than that of the Germans. The Latin notices "an excess of misdirected energy in football and frontal assaults. Of degeneracy there is absolutely not a trace in the temper of the English people. * * * No state ever showed more greatness than did this country a year ago. But Lord Rosebery quotes, in his 'Napoleon,' an observation of the Great Emperor which shows how England, in this most national trait of her temper, is changed neither for better nor for worse, but is still the same. 'Had I been in 1815 the choice of the English as I was of the French, I might have lost the battle of Waterloo without losing a vote in the Legislature or a soldier from my ranks.' We recognize that touch. It is still part of our likeness." The material is good; what it needs is deeper and more scientific cultivation.

Calchas thinks that much can be accomplished by state direction, an initiating and stimulating government. What is needed, first of all, is a strong Prime Minister, not in the House of Lords, but in the House of Commons: "The House of Commons is the lever of the empire; and the Prime Minister who does not sit there can not have his hand upon that lever or develop the full efficiency of the machine." He insists, in the next place, that the navy should be raised to a three-power scale, "in view of the geometrical progression of the German navy, the profound hostility of the German people, and the determination of the German government never to fight us alone, but to head a continental coalition against us if the relations of the two countries by the fault or fate of either should come to the worst." The next desideratum is a very large and highly efficient defensive force, whether that force can be secured by an expansion of the volunteer movement, or whether conscription alone can meet the demand. Then as to foreign policy, England should settle definitely and directly with Russia. The two countries have not now, if they ever had, any real ground for mutual dread and suspicion. After that settlement, it would be easier to co-operate with Germany in general diplomacy. The next item on the programme is education. The real weakness of England is, Calchas thinks, in the education of the middle classes, who ought to have a better knowledge of modern languages and modern science than any other class in the world. Then, after remarking that the drink traffic and the slums are problems that will be faced when the needed reform is urged as one of the vital conditions of national efficiency, Calchas dwells upon the question of taxation, and intimates that England has suffered from an excessive devotion to the doctrine of free trade.

Bob Fitzsimmons advises the boys to join, or organize, athletic clubs. This is all very well as far as it goes, but the boy of average intelligence is discouraged the first rattle out of the box by the knowledge that no amount of exercise will make it possible for him to attain such beautiful large liver colored freckles as adorn the epidermis of the piebald pug.

The United States Fish Commission hatches out millions of fish annually, but it is only occasionally that some one bobs up as Absent Sampson has done and takes us all for suckers.

GENERAL TRADE REVIEW.

As the situation in the iron and steel and allied interests develops, the effect of the gigantic combination is more manifest in greatly increased Wall Street activity, sales having reached the tremendous number of 1,600,000 shares on one day this week. The movement of values has been upward nearly all along the line, many of the transportation stocks making new high records. While many of these are affected by the change in managing policy involved in consolidations, the general improvement must be credited to continually increasing earnings. A new record for sixty leading stocks is made at an average of \$91.37.

There has never been a time in the history of the country when money in circulation has been so plentiful. In addition to the enormous supply of money in the country (exclusive of record breaking Treasury holdings) credits abroad continue to grow, owing to the big excess of merchandise exports over imports. For the month of February the excess of exports was in value \$49,020,096, making for the eight months of the fiscal year an excess of exports of \$492,224,994, a gain of \$128,005,097 over the same time in the preceding year. The foreign trade of the United States is now larger than that of any other country in the world. For the seven months ended January 31 exports from this country increased \$100,000,000 over the corresponding time in the year before, while those of the United Kingdom in the same time increased only \$50,000,000. The record of foreign trade supplies a strong argument for confidence in money and stocks. Owing to its growth in foreign trade the United States is winning the financial supremacy of the world.

Iron and steel products are becoming more scarce, judging by the enormous premiums demanded for prompt delivery. Demand is not confined to any special division, all shapes sharing the vigorous activity and strength. Some mills have voluntarily advanced wages, and there is a lack of labor controversies. Record-breaking production in the Connellsville coke region is an indication of conditions at the blast furnaces and steel mills. Although the number of furnaces in blast increased only three during February, the weekly capacity rose to within a few thousand tons of the highest point on record. Meanwhile furnace stocks showed a material loss, although production was at the rate of 15,400,000 tons yearly. The only explanation of this contradictory condition is to be found in largely increased stocks at the mills, of which reports have not yet been made.

Cotton has dropped to a lower level than had been reached in over a year. While the high figure had been deplored as a restraining influence in both manufacture and trade, the decline is not found to be an unmixed blessing, for the stocks on hand made from high priced material are heavy. Thus the sharp fall in prices, while stimulating demand, is forcing many to pocket heavy losses.

Kentucky has just been visited by a waterspout. This is the last straw that gives the camel the hump. Had it been any other kind of a spout she might have stood it.

A lady in Texas has given birth to a child without limbs. Although the child will be badly handicapped in life's race, it will never have its leg pulled.

STATE UNIVERSITIES.

Thomas Jefferson, the author of the Declaration of Independence, which sounded the clarion note of freedom of human action, wrote also the statute of Virginia for religious freedom, emancipating conscience from the thralldom of sectarianism. His darling wish, however—the child of half a century of anxious care and thought—was realized in the establishment of the University of Virginia, the first real State university on the American continent. This culminating achievement broke the fetters of prejudice that had enchained the human mind. To quote his own words, "I have sworn upon the altar of God eternal hostility against every form of tyranny over the mind of man." Freedom in government, freedom of mind, freedom of conscience—in the realization of these three great principles has been wrought out the best in Western civilization; and freedom is the touchstone of them all. Instead of being known as the Father of the University of Virginia, Thomas Jefferson, as the highest achievement of his kingly career, deserves the proud distinction of being called the Father of State Universities in America.

Jefferson's scheme did not begin with a university. This was to be the capstone of the system. For fifty years, with pen and tongue, he battled in his native State for a system of public education which should include primary schools, academies and, finally, a university. "A system of general instruction," said he in 1818, "which shall reach every description of our citizens, from the richest to the poorest, as it was the earliest, so it will be the latest of all the public concerns in which I shall permit myself to take an interest."

In 1819 the Assembly of Virginia passed a bill incorporating, in large measure, his ideas on public education, and in 1825 the university was organized, and begun a career that has given the country many distinguished scholars and statesmen. The idea of a free education for all the people at the State expense was not quickly germinated and rooted in Southern soil. It had then, as it has to some extent yet, to combat the ultra-conservative spirit of that section and the opposition of sects who were primarily concerned with widening the influence of their own peculiar tenets. North Carolina, Georgia, Alabama, Mississippi and other Southern States adopted similar systems of public education with a university as its head, but none of them, even to this time, have furnished financial support to a degree at all commensurate with the growth in wealth and population of their respective commonwealths. Virginia herself may be justly charged with parsimony in the support and maintenance of her own university, and the direct results of this policy are shown in the comparatively small increase there has been in her attendance and additions to material equipment during the last decade.

It was in the West, however, that the ideas of Jefferson found the richest soil. A cosmopolitan people were ready for the idea of universal freedom for obtaining the richest fruit of mankind. The ideas of caste and position, of European origin and so long dominant in the seaboard States, did not exist here, and the people quickly rallied around an educational system, perfect in its organization, that recognized no aristocracy, and that encouraged the kingdom where mind and character

reign dominant. The primary school for all, leading to the high school, closely affiliated with the university; then a university for the talented and ambitious, free for everyone; such in simple outline, after the models of Jefferson, is the system of public education in vogue in the region north of the Ohio and west of the Mississippi River. Its growth and development have been marvelous.

Michigan was the first distinctly Western State to adopt the new idea of free university education. The University of Michigan at Ann Arbor was established in 1837. Since that time it has grown steadily in the confidence and affection of the people, until now all opposition has practically ceased, although its income, derived from legislative grants and constitutional provisions, amounts annually to the enormous sum of \$530,500. It owns nineteen buildings that cost more than a million of dollars; gives employment to 207 teachers and has nearly 4,000 students. Nearly every high school in the State is annually inspected by a University official, and their graduates are received into the institution without examination. Even the church colleges work in entire harmony with it. The reflex influence of this great educational center, working downward, as all such movements do, has had an uplifting influence on every common school in the State; and Michigan possesses her practically perfect free school system largely as a heritage from her University.

Minnesota furnishes probably the most striking illustration of the rapid growth and development of the free State university idea. The university was founded in 1868. It is now housed in thirty buildings, costing in the aggregate more than \$1,000,000; its income is \$340,000 annually; number of instructors 250; number of students 3,410. This achievement seems more wonderful when it is remembered that in both wealth and population Minnesota possesses only about one-half that of many other states. Many of the universities—notably the University of California, to whom Mrs. Phoebe Hearst has given probably \$10,000,000 are becoming the beneficiaries of wealthy and philanthropic men. As the country grows older these gifts will doubtless increase in frequency and amount.

A modification of the mortgage law in Kansas, just adopted by the Legislature, limits the time for redemption after foreclosure to six months when less than one-third of the purchase price has been paid. Otherwise the existing provision of eighteen months for redemption remains. An effort to repeal the law failed through the opposition of representatives from the western part of the State, where agriculture is uncertain, and farms are generally mortgaged.

Women of the smart set wintering at Southern resorts are riding horseback astride, and friendly reporters commend the custom highly. Attired for that form of exercise it is asserted that women appear to much better advantage than when using a side saddle. The change is commended on the score of healthfulness, also, and the hope is expressed that the passing of the side saddle and encumbering habit is at least visible.

Dorothy Dix says that the langorous society girl is not for the poor man. Poverty is not entirely without its redeeming features.

THE SONS OF ITALY.

The sons of sunny Italy have helped to populate cities in every part of North and South America. During the past twenty years it is estimated that nearly 5,000,000 Italians have emigrated to the countries of the western hemisphere. So constant has been the drain on the population of the Italian peninsula that the numerical strength of the Italian nation was dwindling. The returns of the census just taken are, therefore, received with some surprise. The resident population of Italy has increased from 28,000,000 in 1891 to 35,000,000 in 1901. This indicates a birth rate greater than that of any neighboring nation. It is far in excess of that in France. During the past hundred years the population of France has increased only 12,000,000. Italy's gain of 7,000,000 in one decade is emphatic proof that this branch of the Latin race is not dying out. Good authorities declare it probable that Italy now contains more inhabitants than at any time in Roman history. While, however, the country may be growing in population, its growth in wealth is not proportionate. Emigration is likely to continue in the future as extensive as in the past. Italy is heavily burdened by taxation to enable it to maintain its position in the triple alliance. Among the greatest sources of revenue that the country enjoys are the tourists who flock thither in greater numbers each year to visit its historic cities and to admire its treasures of art and architecture. In preserving these the Italian government has done wisely. Italy is a beautiful land, a fit place for the home of a dominant race, such as the ancient Romans were, but it is doubtful if it ever again becomes the seat of world-wide empire. Great reforms must be wrought and great industrial changes accomplished before the Italians can occupy a place in the front rank of nations.

ON A BUSINESS BASIS.

One of the greatest problems, if not the greatest one, brought over from the last century is that of efficient and economical municipal government. Of late years city political campaigns have been characterized by promises of retrenchment and reform and the resulting administrations have been characterized by climbing taxation and the creation of new offices to be filled by the favorites of the dominant element. There are extremely few cities in which the taxes are not on the increase and the municipal budget is not eaten up entirely year after year.

One of the exceptions is the city of Baltimore, under its new charter and the administration of Mayor Thomas G. Hayes. Last year Baltimore not only failed to consume its budget appropriations, but had a surplus of \$229,000 left; and there isn't any question but that the city was just as well governed in every particular as it would have been if this very considerable sum had been expended also. The saving of this public money is so notable an achievement that it is interesting to have Mayor Hayes tell how he did it, which he does in an article in a late number of the Independent.

In a nutshell his policy was, and is, to put the city on a business basis. He applied to the public service precisely those rules and regulations which a careful business man would apply to his private affairs. Where he found useless offices, as he did in the water department, he cut them off, saving a con-

siderable sum. The same rule was applied to the fire department, which suffered no loss of efficiency therefrom, and had left a surplus of \$20,000 to its credit at the end of the year. The street cleaning contract was let out to a private contractor, who gave bond to perform the work in a satisfactory manner, under city supervision, for upward of \$40,000 a year less than the city had been in the habit of doing it on its own account. Consolidations were made in the public lighting department, resulting in a saving of \$5,000 a year without detracting from the service.

"Wherever a city is to have a business administration," says Mayor Hayes, "political patronage, as it is termed, must be thoroughly eliminated." The Baltimore street cleaning department, with its hundreds of employees, had become a great political machine, more interested in electioneering than in keeping the streets clean; and there were continually new places being made in the force for political workers. Now the contractor employs his men, exacts efficiency of them, and politics does not enter into the consideration. Mayor Hayes does not condemn municipal ownership of street railways, lighting plants, water works, etc., but he points out that conditions in European cities where municipal ownership has been tried are radically different from what they are in this country. Glasgow, he thinks, is no proper precedent for Baltimore, because of the differing social conditions and environments. But he does assert positively that American cities can be, and should be, governed like business corporations, and that the application of business rules to city government is the proper solution of the problem of such government. It depends upon the voters to elect men who will apply such rules and principles to public affairs and not run the city as if its chief reason for existence was to furnish sinecures and soft berths for a lot of politicians.

HOME RULE FOR CITIES.

Recent decisions of the New York Court of Appeals have the effect of undoing much of the work of the labor organizations in placing upon the statute books of that State laws favoring their interests. The declaration of the Court that the "prevailing rate of wages law" is unconstitutional is followed by like declaration in reference to the law requiring that all stone used on State and municipal contracts shall be dressed in that State. Great savings in the cost of public work will result from these decisions. Contractors will have their profits largely increased in cases where contracts not yet executed were made, with the expectation that the provisions of these laws must be complied with. More important than the effect of the decisions in reference to future contracts are the opinions of the Court that the Legislature exceeds its powers when it attempts to prescribe precisely how much municipalities shall pay for work, in disregard of local conditions as to labor and materials and in disregard of the principles of home rule. The Court distinctly indicates that much of the legislation for cities has been without warrant under the constitution.

Two Kansas cousins named Pfister were married recently. It seems too much to expect any degree of harmony to result from such a double-pfistered affair as that marriage must necessarily be.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—In low grades of bleached cottons, prices are unsteady. In wide sheetings there is some business being transacted, but it is not on a very important scale. Cotton blankets, however, show some improvement and better business is being recorded than for several weeks past. The conditions which surrounded the cotton blanket business have been so unsettled that buyers do not know when goods are at a proper level. It seems, however, as though they had now reached a condition where they could trade, after fluctuating for a considerable period. Canton flannels are expected to open for the new season very shortly. There is a quiet amount of business being transacted in brown sheetings and drills with the same irregularity that we have reported in other weeks and there is a moderate business progressing in denims, ticks, plaids, stripes, checks and other coarse colored cottons. Prices, however, are unsteady.

Prints—Staple prints are moving along fairly easy without any change of price. The stocks of prints are reasonably good. The curtailment in production has kept stocks within bounds this season.

Ginghams—The demand for staple ginghams is quiet. Prices, however, show no change. All the finer grades are well conditioned and steady.

Linings—The market for linings has, in many cases, been in favor of the buyers this week, although it has had but small effect on the general amount of business which has been under way. There is very little change to be noted in fabrics sold to the clothing trade. Fine grades are steady, but low grades, as a rule, are easy for buyers.

Dress Goods—Speaking broadly, the new fall dress goods season can scarcely be said to be well under way. The business so far has been confined to plain fabrics, and the bulk of the buying has been done by Western jobbers. Under present conditions, it is no easy matter to measure the possibilities of the market, or to clearly define the price situation. There has been no attempt at concerted opening, but agents' hands have been forced by the presence of buyers in the market. The various lines of plain goods have come on the market in a desultory and quiet manner, owing to the fact that when the early buyers appeared on the scene manufacturers had not completed their preparations. Even as these words are written there are certain plain goods lines which are incomplete, and which are not yet being shown openly. The leading lines of plain goods, however, are generally open, and some very fair business has been secured. The fancy goods and novelty end of the market is as yet very much in the nature of a closed book, the average lines not being ready to show, and buyers evincing no active desire to operate thereon.

Underwear—The knit goods industry is once more moving along in a natural course of steady although not heavy business. On the whole, a healthy condition is to be found in all departments at the present time—at the mills, in the jobbing houses and in the retail stores. The heavyweight business for fall is progressing with quite a favorable aspect at the present time. There is not nearly the amount of business doing that many

agents would like to see, nor are the profits what they feel they should be. Nevertheless, some of the retailers have stated to the writer that they expected next winter to be a cold and decidedly old-fashioned one, and should undoubtedly buy heavily when they were ready, in spite of the fact that moderate quantities will be carried over from this year. On staple goods the jobbers are feeling very confident, but it is on fancies that they are very uncertain. They feel that men's wear fancies will not cut very much of a figure next winter. Staples they will bank on until they see how fashion dictates. Naturally fashion does not have as much to say with the majority of people in this line of goods as with many other lines of apparel, yet it does have something to say. The retailers have prepared for a good summer business, as summer business goes. Of course, it does not cut anything like the figure that winter business does. Last summer the lightweight stocks were well closed out. Buying has been on a liberal scale for the coming season. Union garments will be a prominent feature of the summer trade in all grades, although largely for medium and better class goods. In the two-piece lines, balbriggans still hold lean. The excellent imitation balbriggans that are being turned out have been purchased in large quantities, and we regret to say that much of it is likely to masquerade as the genuine balbriggan. That domestic cotton goods can successfully imitate foreign lines, as well as the real thing, is certainly a point in their favor, although it is a pity that they should not sell on their merits as well as those of foreign makes.

Hosiery—Hosiery of all kinds shows an excellent condition in every department, from the mill to the retailer. Fancies have been bought up this spring with avidity by the progressive retailers, who say that neat patterns are going to be important factors in this season's trade. In fact, the retailers are already doing an excellent business, and have done so all winter. Perhaps the only difficulty that is met with at the present time for cotton hose, both staples and fancies, is the fact that the mills are getting behind on their orders. It is not going to be an easy thing to find such lines as will be desirable. If the consumers continue to buy in the same brisk manner that they have so far this spring, a number of new lines had been placed on the market since the first of the month by agents of both domestic and foreign houses. One line in particular attracted the writer's attention, it being of a soft gray ground with a very fine hair line stripe. So fine was this that at a little distance the effect was of a gray white. There were a number of variations in both color and size of this stripe, but the effect of all of them was very neat.

Carpets—Ingrains are still very quiet, and no doubt will continue so for a while. Manufacturers claim that the business in straw matting is so adversely affecting the sale of ingrain, that they are contemplating a move for obtaining legislation that shall make the duties on matting practically prohibitive. The advance in prices on these goods the first of last month did not have the effect that was expected. A good many mills are shut down entirely, while some are selling a few goods at the 2½c advance.

Tricks in the Silk Trade.

From the New York Sun.

Pure silk, when it has been through all the processes necessary to bring out

all its good qualities, is worth its weight in silver said an expert the other day. Therefore the women who expect to buy pure silk at little more than the price of cotton must expect to be fooled; and there are lots of ways by which the manufacturer gets even with them.

They make stuff that is called silk, and passes for it with credulous persons who don't know any better, out of nearly any old thing now. One favorite imitation silk is made of cellulose treated with chemicals. It isn't a good material to get on fire in. Then there are South Sea Island cottons and some mercerized cotton which, after treatment, look something like silk, although of course they wear very differently and their silken appearance soon vanishes.

But it is in adulterating goods which really have some silk in them that the greatest skill is exercised to deceive the buyer. To obtain the required rustle and body rough floss is often used for the woof of the material. This soon causes it to wear shiny.

Another trick is to increase the weight and apparent solidity of a flimsy silk material by using metallic salts in the dye vats. Pressing, with some kinds of silk, increases the weight also, but at the sacrifice of strength. Cheap, crackly, stiff silk which has heavy cords is good silk to avoid. It won't wear.

There are several tests which reveal readily the purity of a piece of silk. The microscope, of course, will show it at once, even to an unpracticed eye. Pure silk has the appearance of fine smooth tubes. Another good test is by burning. Pure silk burns slowly, with a slight odor; cotton flares up quickly and would throw off a decidedly disagreeable smell.

Then the tongue will readily reveal the presence of metallic salts. There is no mistaking their taste. But all these may be disregarded, said the expert, when silk is offered for the price of cottons. You need not bother to test that stuff.

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.

Gold Shell Warranted Rings

Reproduced from

Solid Gold Patterns

Each ring guaranteed to give entire satisfaction or a new ring given in its place. A written warrant given with every ring by the manufacturer.



Retail 25c each.



Retail 50c each.



Retail \$1.00 each.

Large assortment of gentlemen's and ladies' set rings in stock to select from.

Write for samples and prices.

AMERICAN JEWELRY CO.,

JEWELRY JOBBERS

TOWER BLOCK.

GRAND RAPIDS, MICH.

Ladies' Summer Underwear

Low Neck and Short Sleeves at 75c, 85c, \$1.50, \$2.00 a dozen.

High Neck and Short Sleeves at \$2.25 and \$3.00 a dozen.

Low Neck and No Sleeves at 45c, 60c, \$1.25, \$1.50 a dozen.

High Neck and Long Sleeves at \$2.25 and \$3.00 a dozen.

In Ecru, White and Fancy Colors.

Write for samples.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

Clothing

Prevailing and Prospective Styles in Chicago.

For several weeks the large houses have been receiving their spring stocks, and now something of an idea may be formed of what promise to be favored fashions. Blacks will unquestionably be more popular than ever. Some may say: "Oh, that is a staple and does not figure in style!" But it does, and promises to be what the dressy men want who are surfeited with gray and oxford. Never in the history of clothing has one scheme taken such a hold on the public at large and held on so tenaciously as gray. The men are tired of it, but the want and desire for fancies have not yet awakened, and will not for another season at least. The result will be a compromise this spring of black serges of wide wale. Worsteds, black, will not meet or supply the demand, and navy blues or blue blacks, even in serges, will not be wanted for early spring wear. Judging from incoming stocks black serges will be the go until fancy summer flannels are picked up. Many buyers have indulged in homespun and tweeds in fancy grays and browns. Just what these suitings will do is problematical, as the tone of the trade has been so quieted down and subdued by gray, gray and gray that it will take a courageous determination and a bold plunge on the part of the dressy fellow to pick up anything whose predominating feature is not somberness of the gray school. There is not a merchant in Chicago who would not do a rag-time dance to the death knell which proclaimed the passing of the gray age. This concentration of taste hampers the originality of the fashion designer, narrows the scope of selection and makes the extravagant dresser a conservative buyer. That "variety is the spice of life" is certainly more conspicuous and plain to one who looks over the monotonous display of piece goods now being shown for spring suits and overcoats. It is virtually a reproduction of last spring's piece goods.

That the average man is tired of quiet effects is well demonstrated by noting the hosiery he is buying. The loudest ones have the greatest call. To illustrate: A State street haberdasher showed me a pattern—an orange, scarlet and black pattern—that at once brought the laugh. The humor died away upon being informed that he could not get all he could use of that particular pattern. The orange (very bright shade) came down the hosiery to the toe into one and one-quarter-inch stripes. These were separated from the black by quarter-inch stripes of scarlet. Only about two and a half inches of black all told could be found on the entire sock. This is an extreme specimen, but it shows a hunger for bright colorings that threatens to stop nowhere short of conspicuous loudness. From present indications it may be deduced that a dealer can not indulge in anything in the hosiery line that will be too loud or fancy.

Just now the prevailing shade in neckwear in all shapes is red, or its combination with black to tone down its brilliancy. The narrow school is leading and its diminutiveness calls for small figures or an all over pattern of Persian or kindred design. This design for bright neckwear is the outward growth of the toning down of the coloring in the fancy vests and the gradual in-

creased favor for the white or very delicately tinted shirt. At present neckwear manufacturers are at wide variance as to what will be a leading shade for spring. The matter fines down to a point where individual taste alone prompts the manufacturer to say that this or that will prevail. His selection of silks proclaims his conviction. No two have the same idea.

The complexion of orders now being placed for summer shirts shows that the dressy fellows are expecting to go coatless to some extent during the coming summer. A number of made-to-measure shirts now ordered are very closely patterned after the new E. & W. Prince Albert shirt No. 4. They are to have four half-inch pleats in the back and the entire shirt to be made of fine linen. In the E. & W. shirt the back pleats are only half-inch box pleats and are equally spaced vertically across the back, between the tops of the shoulder or sleeve seams. This makes a decidedly swell shirt and is intended for wear with or without a coat. It has square-point cuffs attached, rather narrower than those of last summer. The measurement of cuffs in the orders now being placed by the swell dressers ranges from $2\frac{1}{4}$ to 3 inches— $2\frac{1}{2}$ being considered best.

The fact is not yet fully apparent to many dealers, but the tendencies seem to warrant saying that surah silks in the multi-colored Scotch plaids are going to be a rage just before the windsors step in. These Scotch plaids are unquestionably going to have a run to fill in the interim between now and Easter, and on until the windsors bloom out. In what shapes? The narrow (one and one-quarter inch) derbies. They are certainly dead swell. I heard one man say that Scotch plaids were too large patterns to be handsome in a narrow derby. On the contrary, the narrowness of the derby takes away the loudness of the pattern by showing so little of it. Other patterns which would be positively hideous in an imperial are decidedly handsome, bright and genteel in a narrow derby or very small batwing. These new Scotch plaid derbies are cut on the straight of the pattern and fall catch-as-catch-can in the make-up, so that in a dozen cut from the same piece there may be a dozen distinctive combinations of colors, fractions of plaids only showing in each.—Apparel Gazette.

Received Nearly Three Thousand Wedding Proposals.

Samuel S. W. Hammers, of Gettysburg, Pa., claims the distinction of being the most proposed to man in the country. Mr. Hammers has had 2,650 women offer to marry him. He has not accepted any of them yet, the overwhelming number of eligible aspirants making it extremely hard for him to decide. Mr. Hammers is coy and still holds his finger blushing at one corner of his mouth and looks at the carpet while he says: "Oh, this is so sudden. I didn't dream the whole 2,650 of you felt this way."

Mr. Hammers owes his immense popularity to a skillfully worded advertisement. Anybody that puts a marriage advertisement in the newspapers gets a reply, but Mr. Hammers made the one he inserted ring so true of devotion and honesty of purpose and extreme desirability from every standpoint that the replies almost inundated the postoffice at Gettysburg and broke down the health of the letter carrier, who had to carry Mr. Hammers' love letters up to him in a bushel basket some sixteen times a day.

Mr. Hammers invited all his friends up to assist him in handling his courtship epistles, and it has taken several love-letter bees at the Hammers home-stead to dispose of all the letters. He answered a good many of the letters, and received a reply in almost every case, together with photographs and little love offerings in the way of flowers, pin-cushions, and candy.

The 2,650 women who want to marry Mr. Hammers are of all sorts and conditions. Some of the letters are mere scrawls and others are typewritten and most businesslike in composition. One woman in Baltimore wrote:

"Dear Unknown Friend: Of all who have read your little modest advertisement in the papers I believe that I am the only one to whom it came with the entire conviction that at last I had met my affinity. I know I am the only one, for only two people can share in an affinity, and as I feel that you and I have been intended for each other from the beginning, then I know no other woman read your advertisement with the same emotion that I did. Dearest, we belong to each other. Your soul spoke to mine from out of that little five-line advertisement. There can be no doubt for I feel none. Tell me when you will come to me."

Mr. Hammers would have accepted this evidence as conclusive and posted off to Baltimore except that in the same mail he received 162 more letters also assuring him that the writers knew the moment they had seen his advertisement that his soul was speaking to theirs and that affinities at last had triumphed over everything else. With 163 affinities what is a man to do? Mr. Hammers gave it up.

One of the most businesslike letters was from Chicago and read:

"Dear Sir: I am a woman 30 years old, blonde hair, blue eyes, even temperament, good-looking, fairly well educated, eminently respectable, \$2,000 in the bank, good family. I will marry you if you suit me. Send your qualifications and references. Do not delay

in replying, as I am considering two good offers."

If there is any other woman who would like to marry Mr. Hammers she should apply early and avoid the rush.

Was Not Quite Sure.

Miss Olive (of St. Louis)—Say, cousin, what's a periphrasis?

Miss Browning (of Boston)—A periphrasis is simply a circumlocutory cycle of oratorical sonorosity, circumscribing an infinitesimal ideality interred in a verbal profundity.

Miss Olive—Thanks; I thought it was something like that, but I wasn't quite sure.

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

Let us send you samples or have our representative call.

Heavenrich Bros.

NO MORE DUST!



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

WIENS SANITARY AND DUSTLESS FLOOR BRUSH.
WIENS BRUSH CO., MILWAUKEE, WIS.

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.

THE PURITAN SPECIAL

STYLE AND QUALITY GUARANTEED.

\$3.00 FULL VALUE.

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

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

Shoes and Rubbers

Should Not Ignore the Ethics of the Trade.

The question, "Can any retailer of shoes be perfectly honest in the strictest meaning of that expressive little word?" must be answered by each dealer according to his conscience and the best moral lights with which nature has endowed him. The retailer of somewhat lax morality will promptly repudiate the possibility of saintly integrity in a trade so filled with temptations to deceive a little for present profit; and even the man who would indignantly resent any doubt, either expressed or implied, about his unvarying honest dealings with all of his patrons will find many opportunities, not foreseen, for backsliding a little in certain exigencies in his daily wrestlings with carping and unreasonable customers. There are times that try retailers' souls in the shoe store to the point of yielding to the temptation of subterfuge in their dealings with shoe wearers and in which a species of mild mendacity seems almost justifiable under the circumstances, provoked, often, by persistent and provoking deception on the part of a haggling customer.

To illustrate, by an instance of extreme provocation, let us suppose that nearly a dozen pairs of shoes have been tried on by a captious customer, fitted carefully by the dealer to a pair of ill-formed feet for which no manufacturer's model has, or ever could have, provided; twice a dozen pairs have been examined in hopes to please the undecided mind, without finding favor, and must be tumbled about and mixed up, sorted out again by the dealer and put away in their proper places; finally, after great and vexatious physical labor, comes the important adjustment of the price problem, which is no small factor in the consummation of a sale with the average buyer.

It is unfortunately true, as every retailer knows to his sorrow, that there is a class of purchasers who frequent the stores who would never believe that they are getting all that is coming to them if they paid the first price asked for an article without a strong protest; to some of this class a sale is absolutely impossible without the concession of a slight reduction from the price first asked. It is this sort of people who tempt the usually honest dealer to resort to the innocent white lie, which so promptly and helpfully proffers its services to turn to in his time of need; it is his only means to accomplish success in a case like this; and conscience repels while expediency urges the way and suggests the asking of a trifle more for a similar pair of shoes and then you can drop a little and sell to your customer. Of course, no reputable retailer will follow a line of business policy like this, even if he has been once tempted to indulge in it. It causes too much confusion, and, moreover, he can not tell beforehand whether a customer is going to demand a reduction.

There are many little matters in which the retailer has had to school himself to be prepared for possible emergencies which may arise to obstruct sales. In the matter of sizes there has always been more or less friction between dealer and buyer and the former has been obliged to resort to subterfuge or silence on many occasions upon this vexed subject. The coming of the long shoe has done much to mitigate this

trouble. In fact, the average feminine shoe wearer of to-day seldom knows what size shoe she is wearing; nor is it necessary that she should, so long as it is the right shoe for her foot.

In the old days the retailer or his clerk were perfectly reckless in the use of that tell-tale implement, the size-stick. Its use to begin the operation of shoe selling was regarded as indispensable as the carpenter's rule in fitting up his work. But the size-stick now, except for custom work, is not brought out in the retail shoe store. The reasons are obvious: its use is no longer necessary to the trained eye of the dealer; and in the hands of a tyro clerk it is a dangerous thing for trade. He could make or lose a female buyer by the use of this implement as easily as he could by too much talk about the feet under consideration. Of course, with the expert salesman in the old times it proved a powerful little ally for selling shoes to credulous folks, because, like a live thing, it could play the imposter. He knew the power of adulation and the line at which free speech should be placed in regard to this vulnerable part of feminine anatomy and he observed the rule scrupulously. He could skillfully place the size-stick where it would do the most good to female vanity and where it would be mightier than either pen, sword or tongue in combating prejudices and bringing peace of mind to the subject of its application. To the delightful old expert handler of this magic stick a size was a trifle not to be considered in applying the adaptable implement to the sole of the unsuspecting purchaser, as compared to the feat of fitting that foot with a shoe which would bring comfort to it.

But then, as now, it was usually the customer's fault if she took away a pair of ill-fitting shoes. The retailer can judge only of the fit by general effects, aided by the trained eye and hand, and by the ease or difficulty of getting the shoe on the foot; but the purchaser knows by the feeling of the shoe whether she is going to have any comfort in wearing it. Any retailer or salesman who is fit for the business would rather sell a good than a ill-fitting shoe to his patron. A poor fit brings after-troubles to the store and injures its reputation.

It is true that women are more particular in the selection of their footwear than men are. This is not only natural, but it is a praiseworthy trait. Their love of dress is proverbial and right. They are, as a rule, more interested in the appearance of their feet than men are; but it is to be feared, in some instances, that it is the daintily dressed foot which constitutes their idol rather than the ideal foot of nature. There is probably not one woman in a hundred but that wishes to possess a beautiful, symmetrically formed foot; but for everyday use she wants it housed in a fashionable shoe. The living type of the sculptor's ideal form never wore tight shoes nor laced her waist, and the woman must not who would copy the natural physical beauty of the original which she so much admires.

But the retailer who is in business to make a reputation for fair dealing will find many branches of trade ethics which must be observed if success is to be attained. It is alleged that some tradesmen who have grown well-to-do, and who continue in business only for diversion and mental employment, become arrogant and indifferent to the wishes of their customers. When they have reached that stage it is a good

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.

It Isn't Luck

that has brought us more than 1500 NEW customers in the past five months. It's KNOWING HOW to buy right and being WISE ENOUGH to sell right. Our new catalogue will show you HOW we do it.

Mention Michigan Tradesman



Our Storm Queen.

Selected Vici stock, heavy sole, cushion cork insole and waterproof lining between vamp and inner lining. An ideal wet weather shoe. C to EE. 2 1/2 to 7. \$1.50

EDWARDS-STANWOOD SHOE CO.

Monroe and Franklin Streets, Chicago, Ill.

time for them to retire from the scene of active business life and let some new aspirant handle those patrons courteously, and with an incentive that will insure the permanency of the trade.

As the philosopher has wisely said: "The ladder by which we have climbed to a plane of prosperity is, of course, no longer needed, and the thought of it is often distasteful to us, so that we feel like kicking it down after it has served its homely purpose. But let the climber beware how he kicks over his ladder before the top is reached and a safe landing made."

In climbing to success, the shoe man has used his customers for rungs upon which to rise, slowly and surely. He has not shot up on an elevator; he has, in fact, made some missteps in the treatment of his patrons, and has, at times, gone down a step or two, which has taken some of the conceit out of him perhaps. So long as we stay in trade, therefore, we can not afford to slight one of these helpful patrons.

The veteran dealer when asked if the knowledge of leather and shoes alone would fit a man for the greatest usefulness in the retail store replied negatively and decidedly. Said he:

"The ethics of our trade would very likely be to such a man a sealed book, and it would take him a long time to acquaint himself with those successful relations between buyer and seller which the retailer and his experienced clerk know so well. A thorough knowledge of leather and the technique of shoemaking alone will not make a good retail salesman. Instances of men who have gone from the shoe factory to the shoe store and have failed utterly are not rare. They know all about shoes, but very little about shoe-buying humanity who are constantly out in search of bargains from patient and courteous clerks. Suavity is as essential here as was the knowledge of leather and mechanism in their former place. The details of shoemaking, in which they are adepts, fit them rather for buyers than for sellers of shoes.

"There are several good reasons why this man may be entirely out of place in the store. A customer, if he is willing to forego those conventional civilities naturally looked for in the clerk, may get in lieu of these much valuable information from such a man that will be profitable to him in making his purchase; but human nature is such that pleasant words and smiles and little acts of courtesy are indispensable in these transactions. In fact, a man with shoe lore at his finger ends, but without much idea of the difference in tastes and resources of customers, will be apt to waste much valuable time of his own and that of his customer in trying to persuade a limited two-dollar purchaser to take a pair of four-dollar shoes because they are better."

But, to return to the question of business veracity, an experienced old retailer expresses himself thus: "How much of this moral luxury, truth, can shoe retailers afford to indulge in, anyway? On the witness stand nothing less than 'the truth, the whole truth, and nothing but the truth' will suffice to keep us on the safe side of perjury; but in the shoe store we are not called upon to kiss the Bible before making a statement to a customer about our wares, so we sometimes claim the right to a mental reservation or two in answering this leading and often embarrassing questions. We are frequently put through a severe cross-examination after we have stated

in a general manner the quality and worth of the goods under consideration, and in such cases we argue that it is better to err on the side of too little rather than too much freedom of speech. With a minimum of talk we may safely avoid violating truth, while we are not giving up 'the whole truth' which might be damaging to our business interests. Now discretion and reservation, in some instances, are not wholly opposed to morality and truthfulness, and either in or out of the shop we never tell to strangers all we know or think, except under compulsion of oath, and even then witnesses often claim certain mental reservations."

Continuing, this astute philosopher and shoe moralist says: "If we told the customer all we knew, very likely he would not understand more than half of it, and he might not care for any of it except the lowest price for the shoes and their merits. Should we tell him what we think as well, we should in many instances lose a customer for good. There is an old French proverb which being translated runs thus: 'All truths are not to be spoken,' and most tradesmen know that all the truth is frequently inexpedient and impolite as a business measure."—E. A. Boyden in *Boot and Shoe Recorder*.

Women's Trade Preferred.

"A friend the other day remarked that he supposed I would rather make sales to one man than to a half-dozen women, not taking into question the subject of profit," said a Western shoe retailer to a representative of this paper the other day. "Much to his surprise and almost astonishment, I informed him that he was entirely wrong, as I preferred to sell shoes to women rather than men, at any time. Of course, I have my 'cranky' and 'old-fogy' women customers, but they are not nearly so numerous as with men. As a rule, when a woman comes into my store and wants a pair of shoes, she will permit me to give her a bit of advice and does not cross me when I advise her. I do not mean to say that a woman knows less about a shoe than a man, but she is not so conceited about her knowledge, or rather supposed knowledge, as it is a fact that very, very few men or women outside the shoe business know anything at all, to amount to anything, about shoes.

"Men always attempt to display their knowledge about shoes and it would result in no good to dispute them. Such a course would probably result in losing customers. Men think they know what they want, and I must say that they are much harder to please than women. To show how little some men know of shoes, I will relate an instance that occurred in my store recently. A newly employed clerk was showing a young college man shoes. The fellow wanted a patent leather—something snappy and up-to-date," he said. The clerk took down a shoe and showed it to the customer, saying: 'How does this strike you for \$3.50?' Now this was really a \$5 shoe, but the clerk did not discover his error until the words were out of his mouth. The collegian's reply of, 'Oh, I wouldn't wear that shoe; that's too heavy and coarse; I want something finer,' rather surprised the clerk. The \$5 shoe was put back and a \$3.50 shoe was shown. The student looked it over critically, said it was 'better than the other,' but the last didn't suit him. You see, he was trying to make out that he had a knowledge of lasts. I honestly believe that if the clerk had asked him \$5 for the \$3.50 shoe he would have bought it. As it was, he bought a \$4 shoe and seemed well satisfied with himself, if not with my stock."



Princess

These cuts show two of the most popular styles of the famous American rubbers—highest in quality, most elegant in style and fitting perfectly. We deal exclusively in rubber footwear; seven different brands:

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

Write for prices

A. H. KRUM & CO.

Detroit, Mich.



Sensible Over

Goodyear Glove Rubbers

FOR SPRING WEAR



SPORTING BOOTS, HEAVY BOOTS, LIGHT BOOTS
FOR MEN, WOMEN AND CHILDREN.

Bring on, old weather prophet,
Your March snow, rain and thaw,
For I can wade the deepest slush
Or mud you ever saw.
In Goodyear glove boots you just bet
I won't get wet or grippy.
Say, if my ma would let me go
I'd wade the Mississippi.



Have
You
Seen
Our
Motorman?

Hirth, Krause & Co.,

Grand Rapids, Mich.



Rubbers

Boston and Bay State

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

RINDGE, KALMBACH, LOGIE & CO.

10-22 N. Ionia St.

Grand Rapids, Mich.

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.

Window Dressing

Use of Flowers in Spring Window Trims.

Spring trims are appropriately set off by the use of flowers of various sorts. If they are never seen in the windows at any other time of the year, the Easter season deserves to be marked by their use. We spoke in our last number about bulbs and called attention to the advisability of looking after this matter of flowers at the present time. At Easter time the price of flowers increases so much that it is advisable to purchase before rates go up. Arrangements can now be made with the florists for preparing plants for the time when they are needed. Among the flowers that are good for use in window trims are tulips, which make a brilliant show; daffodils, and jonquils, which in their pretty green and yellow dress are very attractive; marguerites and hyacinths, which give a very agreeable perfume. The Japanese lily is another bulbous flower which is inexpensive and pretty. Pots of azaleas and maiden hair ferns are used at all seasons of the year, but they are excellent for a spring trim. The azalea is a brilliant, showy flower and when mounted attractively makes a very ornamental and advantageous adjunct for a window trim. * * *

Difficulty is sometimes experienced in properly covering the pots in which flowers are growing. At the present time florists are selling wicker cases in different colored straws which are intended for coverings for flower pots. These cases are shaped like flower pots and are very ornamental. Any person who uses flowers in his window frequently would do well to provide himself with some of them. Another tasteful covering is made of a heavy wire frame of the shape of a flower pot, which is covered with the fibrous loofah, cut into sections and dyed green. This makes a very attractive covering, rustic in effect, for flower pots. But the most generally practicable covering for pots is crepe paper. Crepe paper wrapped about the bottom of the pot and tied in place by a broad band of ribbon will be found very beautiful. Bare pots should never appear in a window trim. Crepe paper is tied about the pot and folded over at the top so that the pot with the flowers in it presents the appearance of a big morning glory with the flowers peeping over the top of the paper like the stamens of the morning glory. The advantage in bringing the tissue paper well above the edge of the pot is that it conceals the earth in the pot and the unlovely stalks of the plant. Of course, if

the beauty of a plant lies in its stalks or foliage they should not be concealed, but, as in the case of azaleas, where the shrub is not particularly beautiful, or in the case of tulips, where the same is true to a less extent, it is desirable that everything that is not beautiful be hidden from sight. In forcing bulbs from ten days to three weeks are required. If any trimmer does not understand this process he had better leave it to an expert florist. Another convenient means of introducing growing green into a window is found in the use of grass seed of a kind that can be obtained of any florist. A sponge is filled with warm water and set in a warm place. Then grass seed is sprinkled liberally over it, which, falling into all the crevices of the sponge, germinates under the influence of the heat and sends up slender shoots of bright green that do not live long, but are very attractive while they last. Some very pretty effects can be produced with sponges used in this way. * * *

While there is much to be said in favor of an elaborate trim for Easter, and a trim, too, that involves considerable expense in a floral way, yet, after all, there are very good reasons why many a merchant should not try to do anything elaborate in such a direction. It is advisable that the spring windows be chiefly remarkable by the character of the goods that they contain and the manner in which they are displayed. For example, a spring window of fresh new goods should have its colors pure and fresh, and there are no better colors to give that effect than green and white. Then its draping should be simple and the greatest attention given to getting every single article into the window with perfect neatness and taste. Every article shown should be displayed in a unit of display which commends itself to the trimmer as being best adapted to show that particular article. Study simplicity in putting in your spring trims. Make your goods show up for all they are worth, and to that end do not put too many things in the window. Place every article by itself with the greatest neatness and let the few accessories used be rich and simple. A few flowers, such as jonquils, in tall glass vases, and put in the center or at one side of the window in a conspicuous position, are very beautiful. In Japan the artistic taste of the people is such that they very frequently take a single branch of a tree and place it in some conspicuous position where it can be seen and admired. In the same way a few branches of pussy willow

shown in a window either in a glass vase or attached by ribbon or otherwise to some article would be very effective. Price cards in white with a border of green and a little sprig of pussy willow, tied to the card by a light green ribbon or glued to it, are very effective. So in a number of ways it is possible to introduce an inexpensive and very effective hint of spring into your window trims. * * *

In a window which has mirrors at the back a very pretty spring effect can be got in the following manner: The woodwork of the frames is covered over with white or light gray cloth tacked on smoothly. Then about the edges of the glass are arranged sprays of pussy willow, which are bound about with white or light gray satin ribbon. The contrast of the dark brown stems against the white or light gray background is very pretty. Gray and red and brown are colors that go well together, and gray silk neckwear shown with gray gloves and red neckwear makes a very brilliant and pleasing window. —Apparel Gazette.

Surgery by Telephone.

From the Philadelphia Record.

Surgery performed by directions given over the telephone is the latest innovation at the Hahnemann Hospital. A physician who is connected with its surgical staff was called up by 'phone the other day by a nurse at the Children's Hospital in Germantown, with which institution the physician is also connected, and was told that his services were immediately required for a child which had dislocated its shoulder. "Bring the child right up to the 'phone," said the surgeon. "All right, I have the child in my arms," the nurse replied. "Now, then," said the physician, "place the child's elbow against its side, and move its hand and forearm outward." His directions were here interrupted by a sharp click that sounded through the 'phone as the dislocated member snapped back into place. "There you are—nicely done, wasn't it?" said the surgeon to the nurse. She replied that the operation had been most successful, and the physician returned to his clinic.

Any Bank Good Enough.

"Mr. Bluff wants to know if you've got a blank check you could give him," said Mr. Bluff's bright office boy. "I've got some on the Artisans' Bank, but I don't suppose they'd do," replied the merchant. "Any old bank'll do. His daughter's going to be married, and he wants to draw a handsome check to display among her presents."

A New York grocer advertises in his local paper that he gives no premiums with his goods. Says he: "I sell tea and not my customers. If you want to get doormats and cheap paintings you must go elsewhere."

GAS READING LAMPS

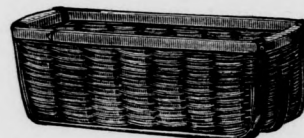


No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

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.

Balloo Baskets Are Best



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

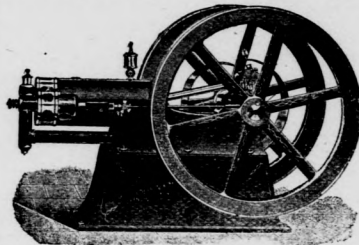
We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

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.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

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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.

Needles vs. Cigars to While Away Idle Moments.

Written for the Tradesman.

When a woman has nothing to do she sews or knits. A man under the same circumstances smokes. A practical business woman, with not a bit of nonsense about her, has come to the conclusion that, while for some unknown reason society has put both practices down as the proper thing, there is nothing proper about it; that society has been making another one of its pretty blunders and the sooner it is corrected the better.

The needle is not essentially feminine. The presence of the tailor to-day and his place in history are evidence enough that the needle is as well adapted to a man's fingers as it is to a woman's and there is no reason, therefore, why he should not use it. Knitting has long been known to be one of the industries of men. The shepherd watching his flocks on the plains of the old country, and perched for that purpose high in air on his three-legged stool, depends upon his knitting needles to while away the time, and the result of his handiwork bears testimony that he has turned it to practical account. Why not import this industry for men into this country and save the hosts of idle men from themselves?

Instances where the trial has been made show conclusively that the question is not one of sex. A case has been cited where a boy brought up with three sisters took kindly to the needle of both kinds and became skillful in their use. He could sew as well as they, he could knit, and no pleasanter hours can be recalled to-day than those when the mother and her boy and girls sat down to their needlework together! It did not make him unmanly nor a milksop, but it did put an efficient implement between his fingers which he made good use of at school, at college and occasionally since he has had a wife to sew on his buttons.

Custom is at the bottom of the whole matter and it is plain that the man, young and old, has as much right to waste his idle moments in smoking as his mother and sisters and wife have, and no more. Here is a common instance: A man, after dinner, lights his cigar and throws himself into his easy chair as naturally as he draws the breath of life. His wife, just as naturally, takes her little rocker where the light falls brightest and talks and works at some sort of needles, without once thinking that she is doing anything—exactly the scene as it is in the wigwam, where the Indian lies and smokes in silence and the squaw, with never idle fingers, keeps him from weariness. Even if she chews gum, which may be considered the equivalent of the cigar, her fingers are still busy, and the point at issue remains unsettled.

It is contended, then, that knitting with needles or with one—crochet—by right is, and ought to be, as much an employment for men's fingers as it is for women's. It is asserted that men waste time which should be better employed. There are times in season and out of season when the time used as it should be would save these idlers from themselves. What is commoner on the train, for example, than a smokerful of men with nothing to do; and that same train will be hurrying to their destination a careful of women having the pleasantest time in the world with their knitting, with not a thought of gum or ennui? What is to prevent the traveling

man from learning to knit and practicing it on the train? It would lighten his cigar expense, do away with his story telling—or largely reduce it—and so add greatly to his self-respect, prevent billiards and cards from being the necessity they too often are now, the theater would see him less frequently and his bank account would be correspondingly increased. Better than all that, what added attraction to his homecoming when in the bosom of his family he could sit down and sew and chat and so make the home life more the sociable companionship that Heaven intended it to be!

Maybe this too much theory. Let us turn to the practical: An up-to-date woman, having occasion to visit the village store, saw half a dozen men pitching quoits. It was a summer noonday, hot and dusty, but in spite of heat and dust the players mopped their perspiring foreheads with grimy handkerchiefs and kept on. After two hours' absence in attendance upon a sick neighbor, she, the wife of one of the players, who on her way home had stopped for some purchases at the store and found the players still at their game, watched them for a moment and turned silently away. "What do you think of it?" asked one of them banteringly. "I think," was her earnest reply, "that, if you men had been crocheting all this time you would have more to show for it than you have now." Laughter, of course, followed; but the thought had been expressed. And it is submitted here, for the consideration of the traveling fraternity as well as of mankind in general, whether the needle shall become a part of the manly outfit and allowed to take the place of the cigar which, it is asserted, helps on the idleness which the needle is intended to remove. Traveler's Wife.

Didn't Understand the Wink.

The man felt the need of a stimulant to go on with his work. But he had no money. He had enjoyed himself the night before. He circulated among his office friends and at last found a quarter of a dollar. Then he called the office boy and in a confidential tone said:

"Boy, I have a bad cold. Here is a quarter. Get me some cough medicine. You understand?"

Then the man winked.

"Of course," said the boy.

Presently the boy returned and handed the man a small bottle, carefully wrapped up. The man left his desk and sought a secluded spot where he tore off the covering. Then there was an explosion. It was well for the boy that he was out of reach at that moment. Later the man found him.

"What did I tell you to get?" he asked.

"Cough medicine," said the boy.

"And you got it!"

"Yes. Dr. Cureall's great cough cure."

"But didn't you see me wink?" shouted the man.

"Yes," said the boy.

"And what did you suppose that meant?"

"I don't know."

What more could the man say?

After an experience of five years Minnesota has repealed the law which provided that a rebate should be given on road taxes for each vehicle with wide tires. The law failed entirely of its object—the maintenance of good roads. When tax settlements were due farmers would demand rebates for wagons that had never been used on the roads, and the road fund was mulcted of money that might otherwise have been used for construction.

Tell the Truth.

Dr. Lyman Abbott, in a recent lecture at Boston made the following statement: Despite the defects of the American press, it holds up a mirror of the whole world's affairs. The mirror may not be the right kind, but its tendency is to lead the people to self-consciousness. If you do not like vice and crime, change the light. If you look into a mirror and see a dirty face, do you wash the face or the mirror?

I do not want a press which shows up the virtues of humanity and not the faults, but let us have more truth, the whole truth, and nothing but the truth. Although the press may be defective in leadership and lacking many qualities which one hopes to see, it brings the whole history of yesterday before us and is constantly exerting an influence in American democracy which no one can gainsay.

Ill-gotten wealth is a dead canary in a gilded cage.

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.

FOR A FEW DAYS ONLY

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

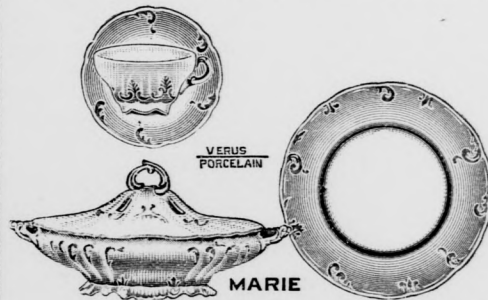
\$4.80

Remember for a few days only.

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

Latest shapes. See cut.

Write for catalogue.



DEYOUNG & SCHAAFSMA

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

Perhaps

you want some unique style in printing—something different than others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality, but be careful where you go for good printing—get quality.

Tradesman Company,
GRAND RAPIDS, MICHIGAN

Butter and Eggs

Observations by a Gotham Egg Man.

The course of the egg market has lately been disappointing to the speculative element in the trade. The wintry weather that prevailed during February failed to have as much effect upon egg supplies in the big distributing markets as some anticipated and so far as New York was concerned the falling off in the previous liberal arrivals was not sufficient to cause any shortage although it permitted a reduction of accumulations (at a loss) and left our market in reasonably healthy shape.

* * *

We are now advancing rapidly toward the period of the spring flush and there is every indication that supplies will soon exceed the current consumptive requirements of the country, in which case the bottom of values will be fixed alone by the willingness to withdraw stock to cold storage. The point at which cold storing will begin with sufficient volume to afford a firm bottom is of course uncertain at this date, but it is worth while to bear in mind that buyers for cold storage have the whole matter in their control within reasonable limits. Without their operations the price of eggs would fall to the lowest point at which enough eggs would be marketed to supply consumptive wants and they could, by concerted effort, allow the price to fall to any desired point above that. But as any concert of action is of course out of the question the market is likely to find a stopping point at whatever figure the "any-price-to-get-stock" element sees fit to pay.

* * *

Last February there were some contracts for April delivery made in Chicago at $12\frac{1}{2}$ @13c, which would be about equal to 13 @ $14\frac{1}{4}$ c at seaboard points on the basis of the freight rate now ruling. Past experience has clearly demonstrated the fact that this is a most dangerous basis upon which to load up the storage houses with April eggs. The price is so high that opportunities are sure to arise later in the season to put away less desirable qualities at lower prices and the result is to load the warehouses to the brim with summer eggs which come out during the fall before the high cost early goods can be profitably moved, affecting the demand unfavorably, postponing the unloading of spring goods, and inviting a disastrous wind up.

* * *

Recent advices from the West indicate that production is opening up in the Northwest already and unless there should be some unusual weather conditions later in the current month it is probable that the whole country will be at or closely approaching the high mark of egg production by April 1. Reports from all sections indicate that the crop of poultry on the farms is larger than ever before and we may confidently expect a spring production of unprecedented proportions. Under these conditions it would seem the height of folly that April production should be withdrawn to cold storage on a basis of cost that is almost certain to result in unhealthy conditions during the whole season.

* * *

It is to be hoped that when the time comes for free storage buying the presence of heavy stocks and the signs of great production may be sufficient to reduce speculative ideas materially below

the rates talked of last February. With a bigger egg crop than last year the prices paid last year in April and May should be considered high enough; these resulted in a profitable storage business while the higher rates paid two years ago led to disaster. Why can not we have a repetition of the conditions that led to gains instead of those that led to losses? The sentiment that creates speculative bottom this year should be influenced by the unfavorable experience of 1899 as much as by the more favorable result realized in 1900.—New York Produce Review.

The Proper Care of Apples.

The care of stock should always be a primary consideration with the retail dealer. "Goods well bought are half sold," is a trite saying, but right in line with this is another which is equally strong in its application to every-day business, and it is that "goods well cared for are always sold."

This latter axiom should apply to the apple stock especially. And this is the season of the year when apple stocks require the most attention, especially if the apples were bought in the fall and have been kept in storage over winter. Even if the apples are not to be sold immediately; if the stock is a large one and will carry the dealer through until the first of May or later, it should be taken from storage at this time and carefully assorted. All the specked and rotten apples should be removed from the barrels, for with the warm spring weather they will cause rapid decay, and a few weeks later the loss will be a great deal more than the work of sorting will cost at this time.

Apples bought in the fall for storage, if there is no cold storage warehouse available, should be stored in the coolest possible place about the store, either in the cellar or in a back room, where they will not freeze. If they are brought out of storage at this time of the year to replenish the stock on sale in the store, they should be carefully assorted before being offered for sale. The specked and half rotten apples should be separated from the good fruit and should be offered at a bargain to anyone who will purchase—five or ten cents for the lot.

If the good apples run in irregular sizes, it is good policy to separate the large and choice apples from those of medium size and the culls. These larger apples should be sold separately and should bring the top price, while the smalls and mediums may be sold at about the average price for this season of the year. In this way the merchant will realize more from his apples than he would if he sold them altogether at one price. Apples are becoming scarce and certain wealthy customers will demand the very best in size and quality that can be obtained, and will be willing to pay a good price for them. The small ones can be sold for cooking purposes, and will meet with a good demand at this season of the year. They should be moved as rapidly as possible now, before the pieplant and strawberries are on the market at low prices.

Take care of the apple stock properly, and make as much as possible out of it now. Perhaps you sold apples early in the season at a narrow margin of profit. Now is the time to even up by making a good profit.—Commercial Bulletin.

A little brief authority is not much to be clothed with; but some men so costumed feel as if they were wearing royal robes.

Delaware Tomato Growers Despondent.

At a meeting of the Peninsula Packers' Association, representing three States, at Dover, Del., steps were taken last week to discourage the growth, to some extent, of tomatoes, corn and other goods to be canned, on the ground that the crops, being thus forced, are inferior in quality and that there is too much of an output to correspond with the capacity of the factories. It is estimated that not more than one-half the factories of the peninsula will run this year, and farmers are discouraged by their prospect.

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.

L. J. SMITH & CO.

MANUFACTURERS OF

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

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

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



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

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.

ALL GROCERS

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

THE LEROUX CIDER & VINEGAR CO.,

TOLEDO, OHIO.

Alfred J. Brown Seed Co.

Seed Growers and Merchants

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

GARDEN SEEDS IN BULK

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

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

English Criticism on the Yellow American Poultry.

"I am inclined to think, from evidence which has reached me, that the strong feeling in favor of yellow-fleshed poultry is dying down to some extent in America, and that where it comes into competition with the finer flavored, white-fleshed fowls, the latter are accorded first place. Those who have been accustomed to the more succulent and finer flavored European poultry know that it is distinctly superior in quality, and hence there is small likelihood of the European taste coming to follow American feeling in this direction."

A fact which the writer of this article forgets is that in various countries different tastes prevail, and it is erroneous to imagine that what prevails in one place ought necessarily to be followed in another. For one, I do not for a moment condemn the American taste, believing that residents in North America have a right to their own judgment in this matter. The assertion that white-fleshed poultry is tasteless compared with yellow-fleshed is one that at any rate we do not accept. It must be remembered that flavor is one of those qualities which can not always be understood, and it requires a trained palate to appreciate the finer qualities. I have known a man who thought that the cheapest vin ordinaire met with in France was quite as good as claret from Chateau La Fitte. It is quite possible that, so far as any benefit obtained from the wine was concerned, there is no real difference, but to ask a man who has appreciated the higher grade wines to drink the lower would provoke objections.

The writer of the paragraph referred to assumes that the reason of the popularity of American poultry in England is their meat properties. This is altogether erroneous. No one can charge me with any desire to belittle the American breeds of poultry, because they have undoubtedly rendered a very great service, and I have done my full share in advocating their adoption, but the real reason for this adoption is their productiveness as layers, giving an abundance of tinted shelled eggs. Of course the meat properties do claim some attention, because in England there is a large demand for what may be termed the third and fourth grades of chickens. This demand is distinctly greater in quantity, but at the same time the returns are lower than for the better class trades. Where the third and fourth grade fowls sell best, we do not find that the taste for poultry has been cultivated. A chicken is a chicken, no matter what the color of its flesh or the size of its body, and under circumstances like this the yellow-fleshed fowls sell quite as well as the white-fleshed, but there is no contention that they are better in quality; it is simply that these hardy fowls look large in size.

At the same time, however, it must be conceded that the yellow fleshed birds have been introduced even in the districts where the finest classes of poultry are produced; but this infusion of yellow blood is carried out to some extent systematically, and has an important influence in giving greater vigor to the progeny. For instance, on the continent the Faverolle, which is so popular in France, owes part of its virility to the Light Brahma, the mixture being one part Light Brahma, one part Dorking, and one part Houdan. The result of this is that the flesh and legs

are as a rule white. The same is true of the Coucou de Malines, which is so popular in Belgium. Here we have the Brahma again used upon the native fowl of the country, but the efforts of breeders are to get rid of the yellow skin and secure white flesh.

It must also be remembered in this connection that even although the yellow-fleshed birds have been used to a considerable extent in our fattening districts, and to some extent are in evidence, comparatively few yellow-fleshed birds are met with. The system of fattening tends to reduce this. At one of our leading shows, held in December (the Smithfield Table-Poultry Show), there were some remarkably good specimens of Plymouth Rocks, but in these the flesh was comparatively white, although a yellow tinge could be seen. This was owing to the system of fattening. The use of skim-milk, which prevails in all our rural table poultry districts, reduces greatly the yellowness of the skin and flesh, and although it does not get rid in any way of the yellow legs, still it improves the appearance of the bird materially. There is not the slightest tendency in Europe to adopt the American idea of yellow flesh in our first-class poultry trade. It is a further fact that the prices secured for the birds upon our markets—at any rate, where the best qualities are sought for—are to a considerable extent determined by the color of the flesh. No yellow-skinned fowl will ever command the top price. What we have found in practical experience is that the birds of the first rank are those with white flesh and legs; the second rank, those with whitish flesh and dark legs; and the third rank, those with yellow flesh. It may be explained, however, that some of the finest of French table-poultry have dark legs, and therefore it is possible that the first and second ranks named above may be put together, giving yellow-fleshed specimens the second position.

Stephen Beale.

Value of Courtesy as an Asset.

About the cheapest and yet most effective factor that a business man can employ to further his own popularity and thereby his business interests is courtesy, and yet how often we come across self-important individuals who act as though they hardly knew the meaning of the word.

The old saying, "Honesty is the best policy," always seemed to the writer to indicate a very low estimate of that virtue, and yet no doubt there are people who are honest more because it is the best policy than for any other reason.

Inasmuch as this publication is supposed to give business hints to business men, and not to be a forum for the discussion of ethics and etiquette, in the consideration of courtesy as a business asset—for such it really is—the writer is constrained to impress upon the reader the necessity of being courteous, no matter whether it be from innate gentility or as a matter of policy; but be courteous.

There is not enough courtesy in business life. Courtesy is a lubricant for the wheels of commerce whose value is not appreciated by as many merchants and business men as it should be.

Courtesy makes friends, and nine times out of ten business is done on more or less personal friendships. As between the salesman whom you know and are friendly with, and the one whom you do not know or who has never shown you much courtesy the choice is

easy, and who shall say that business is not influenced by courtesy.

Be courteous to customers, be courteous to your employees, be courteous to everybody so far as you can. There are, of course, some people whose own innate discourtesy leave them out of this proposition entirely.

One never can see ahead to the benefits accruing from courtesy or the incalculable amount of trouble that may rise up as the result of discourtesy. The effects of discourtesy are cumulative and sooner or later they must be met.

A man may go on being discourteous to customers, to employees, to practically everybody, in fact, for years, but some fine day he wakes up from his egotistical dream of self-importance to find his customers buying of a more courteous man, his employees going with a more courteous employer, and friends

at a premium and few and far between, because courtesy, that great characteristic that almost compels friendships with those to whom it is shown, had always been an unknown quantity to him.

Courtesy is an asset worth 100 cents on the dollar. Discourtesy has made many a man call a meeting of creditors.

In making a business transaction, remember that it is the commission on the buyer's ignorance that swells the profits of the seller.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

MILLER & TEASDALE CO.

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POTATOES

We handle from all sections and sell everywhere.

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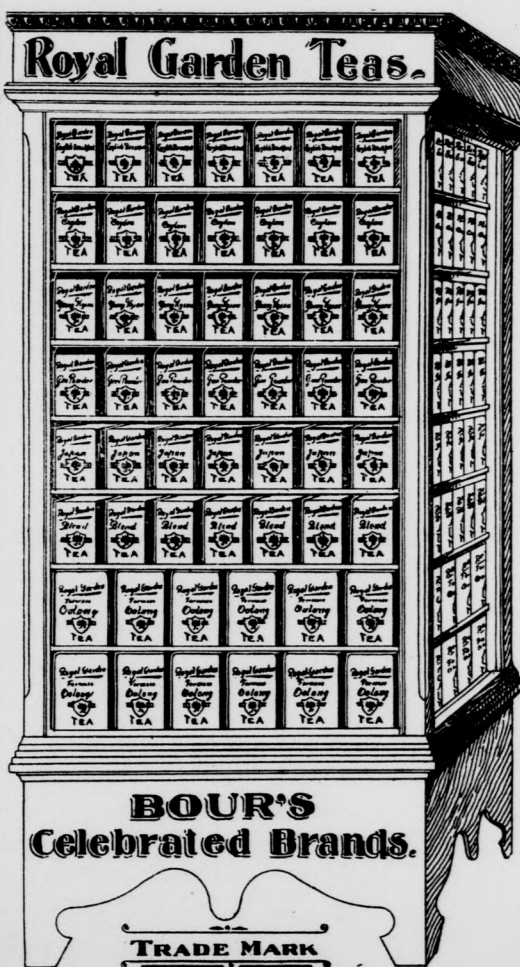
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CAR LOTS ONLY

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.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

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

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

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

Write for particulars.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, March 16—The coffee market has suffered a reaction since last report and, as a result, we have nominal quotations and very little real business. Crops are in large movement, receipts at Rio and Santos amounting to 28,000 bags on Thursday. This fact, together with lower reports from Europe, tended to cast something of a gloom over the hopes of those who last week seemed so elated. Offers from Brazil were on a lower basis without finding takers and the talk of cornering the market has apparently died out. At the close No. 7 is nominally 7½c. In store and afloat the amount of coffee aggregates 1,265,299 bags, against 1,253,042 bags at the same time last year. Mild grades are very quiet, neither jobbers nor roasters seeming to be at all interested in the situation. Good Cucuta is quotable at 9c. East India sorts are quiet, but held at steady figures.

The volume of business in sugar is not excessively large, but brokers and refiners both report a steadily improving demand. Prices are now guaranteed to date of arrival. Offerings of raw sugars have been rather small and holders are not disposed to make concession, preferring to store the goods.

There has been little, if any, change in the tea market and, while demand is not specially active, there is sufficient life to "keep things going" and at prices certainly as strong as last week. Little is doing in a speculative way, although on Thursday 30,000 pounds changed hands.

There is a good undertone to the rice trade and, with rather light supplies, the market is in good shape. Choice head, 5¼@6¼c. Foreign sorts are selling in a moderate way at quotations showing no change from prevailing rates a week ago.

The spice market shows no changes, but prices are well held and this is especially true of cloves and pepper, the former being held firmly in invoice lots at 7½@7¾c. Jobbers are doing a satisfactory trade.

Offerings of really desirable New Orleans molasses, grocery grades, are rather limited and on all sides a satisfactory condition prevails—at least for the moment. Open-kettle is worth 32@40c and blends are well held at 28@32c. Foreign sorts are selling with a fair degree of freedom and at unchanged rates. Ponce, 32@36c, the latter for fancy.

The syrup market is well cleaned up and the situation favors sellers. Prime to fancy, 21@27c. There seems to be a growing demand among consumers for fine Georgia cane syrups, samples of which now shown here are certainly very fine. In fact, it will give maple syrup a hard run, if it comes to a choice between the two by the consumer. Prices for the cane product in round lots will range from 60@75c. The supply is rather limited. Maple goods have not yet been received and making has just begun in Vermont.

In canned goods there is the same old story of a dull market. The demand is lighter than usual and, as fresh vegetables can be obtained all the year around, the consumer naturally takes such in preference to the canned article. Stocks seem to be rather light with the retailers, but they are not tumbling over each other to obtain new supplies. The can trust has been the chief topic of conversation and the future of the concern will be awaited with interest. The trust certainly seems to have everything its own way, so far as securing all the factories is concerned.

Lemons and oranges are doing as well as could be expected and this is not

saying very much. It seems as though the piles of oranges along the streets were never so huge as now and the man who gets value received is the one who buys a quarter's worth. Prices are rather unsteady. Lemons are selling fairly well and quotations are generally well sustained. Bananas are somewhat slow and quotations are somewhat shaky.

The butter market has gained strength within the past few days and, with a continuation of activity, prices will probably show some advance. While 22c appears to be about top for best Western creamery, 22½c has been paid in some cases and this may be well established next week. Seconds to firsts, 19@21c, finest imitation creamery, 18@18½c; Western factory, 14@14½c.

No changes have taken place in cheese since last report. There is a fair demand and best full cream will fetch 12½c. Exporters are doing practically nothing.

There is a fairly active demand for eggs, but the supply seems to be sufficient to meet all requirements and firsts, of Western regular packing, can not be named over 14c.

Clever Swindle Played on a Brooklyn Grocer.

The grocer sat on a high stool, his elbows on the counter and his face buried in his hands. The Brooklyn man came in to get a quarter's worth of eggs.

"Hello," he said, "what's the matter now?"

"I'm thinking," said the grocer, "that the man who said that all the fools are not dead knew precisely what he was talking about."

"How could you think otherwise," remarked the Brooklyn man with true Brooklyn humor, "with all the customers you have?"

"Hold on," said the grocer, "this is no joke. Let me tell you about it. A little while ago I was sitting here doing nothing in particular, when in rushed a pleasant looking young man. He had a lot of bills in his hand, and he wanted to know if I could let him have a \$10 bill for small bills. He said he wanted to send \$10 away in a letter, and didn't like to put small bills in an envelope. Well, I'm a pretty good natured sort of a man and I told him that I would be glad to oblige him. So, while I went into the drawer to get the bill, he counted out \$10 so that I could hear him, and then fished out an envelope into which he placed the bill that I gave him. Then he started out of the store. He didn't seem in a great hurry, and so when in counting over the money that he had given me, I found that there was only \$9, I didn't have any suspicions of any intentional wrongdoing on his part, but credited the matter to a natural mistake.

"Well, I called him back, and he became apologetic; said it was a curious mistake for him, and a few other things that I don't remember. As a matter of fact, he talked so fast and so smoothly that half of what he said escaped me in my admiration of his oratorical power. While he was talking he was fishing around in his pockets for an odd dollar. Apparently he couldn't find one, for he finally said:

"Well, I guess I'll have to give you your bill back until I can get that other dollar." Then he looked at the envelope

in his hand and continued: 'Gee! that's too bad. I've gone and sealed that envelope up and it's addressed and stamped and your \$10 bill is inside. I'll tell you what we might do, though,' he went on, after a moment's thought. 'You give me my nine small bills and I'll go out and get the other bill. In the meantime you hold on to this envelope and when I come back I'll give you the entire \$10 and we won't have to open up my letter at all.'

"Well, I swear I couldn't see any harm in this arrangement, and I said 'yes' without a moment's hesitation. What makes me so darn mad now is that I was excessively polite to the duck. Why, I fairly bowed him out of the store, and after he had gone I carefully placed the envelope in my cash drawer and locked it up. Then I waited for fully half an hour for the young man to come back, and he failed to show up. I took the envelope out and ripped it open, not with any idea in my head that anything was wrong, but simply because I was impatient with the man for being so inconsiderate after I had done him a favor. Well, there was a neatly folded piece of paper in the envelope, and on it was written in a neat hand: 'I'll be back when the robins nest again.'"—N. Y. Sun.

Milk Food Forbidden in China.

The London Lancet gives the following condensation of a proclamation in the Loo Chow Herald:

Man should not rob animals of their own proper food; and, of all animals, the cow is the most valuable to man. The sellers of milk blacken their souls for gain; but those who drink milk do so in the foolish belief that it is good for them. Before taking any medicine, we should carefully investigate its properties, and who does so in the case of milk? Milk is the natural food of babes and of young animals; but when adults drink it do they not thereby endanger the life of the suckling calf, and arouse bitter resentment in the souls of the calf and its mother? Beasts have not the power of speech, and so cannot tell men that by drinking cow's milk they will become like quadrupeds. If men must have a strengthening draught, there are a thousand better things than milk, so why select that? Besides, the term of life is foreordained and it can not be prolonged by drinking milk.

Every one who reads this warning is especially enjoined to abstain from milk in the future. Children whose parents will not allow them to drink milk will not be stunted in growth, but will have their lives prolonged and be immune in epidemics. So it is proclaimed in the Hall of Good Counsel.

Crowding business is a good deal like squeezing a hen for an extra egg—there's more feather than fruit.

The Vinkemulder Company

Offers especially attractive prices on

Navel Oranges

Particularly the larger sizes.

Headquarters for

Apples, Onions, Cabbage

Write for prices.

14 Ottawa St., Grand Rapids.

GRASS AND CLOVER

SEEDS

Send us your orders.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

HARVEY F. MILLER EVERETT F. TEASDALE

MILLER & TEASDALE CO

Wholesale Brokerage and Commission.

FRUITS, NUTS, PRODUCE.

100 N. THIRD STREET, 100 N. FOURTH STREET

ST. LOUIS.

District Agents

SOUTHERN CALIFORNIA FRUIT EXCHANGE.

REXCHANGE.

UNITED STATES.

INTER-STATE.

CALIFORNIA.

ARMORY.

ECONOMY.

BAKERS' POTATO.

CODERS.

St. Louis, Mo., Feb. 20, 1899.

Mr. E. A. Stowe,
Editor Michigan Tradesman,
Grand Rapids, Mich.

Dear Sir—We have been using your paper as a medium for advertising our business for the past two years, and must say that it gives us pleasure to attest to the very satisfactory results which we have received. Hardly a day passes but that we receive some communication from Michigan, stating that the writer saw our advertisement in the Michigan Tradesman and desired to correspond with us, and we have secured many valuable shippers in this way.

The writer, E. P. Teasdale, traveled through Michigan, visiting our shippers in that State during the summer of 1897. He found a copy of the Michigan Tradesman in every store and business house where he went. One of our representatives, who traveled through Michigan in our interest the summer and fall of 1898, makes the same report.

We are doing a large business as shippers' agents, representing the largest shippers in all parts of the country, handling fruits, nuts and produce. It is our business to market what they grow and ship, and we have been successful in this line. We are advertisers in all of the fruit and produce publications in this country and, while we cannot always figure direct results from all of them, we are pleased to state that the Michigan Tradesman is an exception in this respect, inasmuch as we can trace many pleasant and profitable business relations to correspondence which resulted from our advertisement in your publication. We are glad to make this voluntary and unsolicited statement in your behalf.

Yours truly,
Miller & Teasdale Co.

Dio. E.P.T.

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

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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

NEW CUSTOMERS.

How to Gain Them and How to Hold Them.

"What should the retailer do to secure new customers and how can he hold them?"

This question suggests that the retailer has been in business for some time and desires to add "new customers" to his old ones, but it does not necessarily imply this, because when a man starts in business all of his customers are new, just as the customers secured at any subsequent time are new. Practically it makes no material difference which way we look at it; both cases are essentially identical; for, if we offer inducements to attract new customers, the same must be given to retain the old; otherwise the latter would be discriminated against and in that case it would not pay to be an old customer. Don't banish old customers while securing the new.

I accept the question in its wide significance and therefore note it as one of the things the retailer should do, namely, that he must treat all customers in the best possible manner; with the same liberality, courtesy and kindness.

What is necessary to secure and hold customers at any stage of progress is exactly what is requisite to make the start in business auspicious, successful. And to achieve ultimate success all the factors requisite to produce success at the start must be in continuous operation to the end. Business momentum will not last long after the application of energy ceases.

To gain new customers the retailer must be advantageously located in a community where they exist in sufficient number; that is, where competition is not too active, nor business overdone. He must have a full stock of good goods; the kind the people want, but always the highest quality demand allows; the price must be right. Keep the stock well arranged and in good order—but not to an extent indicating there is no business to disturb it.

The store room must be properly constructed—suitable. Display goods to the best possible advantage; artistic window display is a good mode of advertising. Make a liberal, but proper and judicious use of printer's ink, the mode of advertising having the most extensive influence. Continuous, persistent advertising is necessary to success. An advertisement tells what you will or can do; pleased customers tell what you have done; therefore, they are the best advertisement.

Advertisements should be truthful; never misrepresenting or exaggerating. Practice get-at-it-ive-ness and cultivate stick-to-it-ive-ness; they contain much practical philosophy. Good reputation, the light proceeding from good character, exerts a material influence thereon; character being the sum of those qualities that constitute a man—what he is—these constitute the essence of what the retailer should do to secure new customers.

Besides the preceding, the following are among the requisites to hold customers: Have regular prices; observe the golden rule and strict integrity; never run down a competitor's character or goods; this is unnecessary when you give customers full value for their money. Active vigilance, continuous attention to business, and exemplary habits are prominent among the things that produce permanent success.

Identify customer's interests with your

own; cultivate kindness and courtesy. Give people credit for rectitude of intention. Don't have too many hobbies or prejudices; don't make a hobby of politics. Take an active interest in the welfare of the community; don't be parsimonious, but be as liberal as economy permits. Avoid errors. Accommodate customers by sending for goods not in stock; they will appreciate kindness. Don't give the idea you know every business but your own. Be as attentive and pleasant to the purchaser of five cents' worth as to the one who buys five dollars' worth.—Joseph Kevany in Commercial Bulletin.

Care Necessary in the Selection and Sale of Butter.

With the retailer in the cities and in many of the smaller towns, the proper selling of butter is one of the most important features of the business. It is taken for granted that the retailer has a refrigerator, that he has a good butter department, and that he is thoroughly posted on the purchase of this most important line.

The proper testing of butter on the part of the retailer is a most important consideration. A retailer should know how to test by both tasting and by the sense of smell. Many retailers depend on one or the other of these two senses and oftentimes they find themselves at fault in their purchases. This is particularly true of the dealer who buys by taste and is addicted to the use of tobacco or liquors. At times his sense of taste may be keen enough to discriminate in a remarkable manner, but if he has recently been smoking or is addicted to smoking, he will find that after consuming part of a cigar his taste will be blunted and that it can not be depended upon. Therefore it is the part of wisdom to cultivate both the tasting of butter and the smell of butter to a point where, if one fails, the other can be relied upon. The buyer of butter can make or unmake his butter department. If he always buys with a full knowledge of the grade he is obtaining, the quality, the degree of saltiness or freshness, and with regard to the quantity of buttermilk left in the butter—for on this depend its keeping qualities—he will buy butter that will always be salable and on which there will be the minimum of loss. If he buys in a haphazard manner, accepts the word of those from whom he buys as his authority on all occasions, has a perverted taste or smell, which makes the butter appear good when purchasing, but which is not to be depended upon, he will find that his butter customers are purchasing across the street, around the corner, or are getting their supply from some friend up in the country who purchases direct from a well-known excellent buttermaker. If the sales in the butter department do not keep pace with those in other departments of the store, the retailer can usually trace the loss of prestige to his butter buyer or to his clerks.

Having purchased butter of an established quality, the next thing for the retailer to consider is the proper care of the butter until it is sold. It frequently happens that several tubs of butter are purchased at once and are stored away in the refrigerator until such time as they shall be disposed of. In storing the butter away care should be taken to have the refrigerator as clean as soap and water can make it. Keep the butter separate from every other article of food, especially vegetables, cheese and

articles which have a distinctive odor. Butter is one of the greatest absorbents of odors there is on the market. Frequently it happens that butter sold by the retailer has a woody taste. The dealer attributes this to the tub in which it is packed, but more frequently it comes from the refrigerator from which it is sold. The woods used in the making of butter tubs, unless the latter are of very cheap construction and have not been washed in warm water before being used, will rarely give any taste to the butter contained in them. It is more likely that there is a pine board in the refrigerator or the butter has been covered over with a pine board, or something of this sort. Care should be taken to keep pine wood of all kinds away from the butter tub and the butter department.

In the sale of the butter the clerks should be instructed to handle it as carefully as possible, and in taking it out of the tub or cutting into it, not to crumble it any more than is necessary. Crumbled and mused up butter is not appetizing in appearance, but butter taken out with as few cuts as possible, in one solid piece, always invites a test of its quality. If it is clean and wholesome, sweet in odor and well made, it invites use and attracts trade. Most modern grocers are now discarding the old-fashioned wooden butter dishes and are first wrapping the butter in a wax paper and then wrapping it in ordinary wrapping paper. There is a well grounded impression, whether true or not, among some consumers that butter wrapped in wooden butter dishes contracts the taste of the wood and is therefore undesirable. This is leading the grocer to discard the wooden butter dish among the very best class of trade.—Commercial Bulletin.

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.

OLD RELIABLE B.L. CIGAR ALWAYS BEST.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Roast Your Own Coffee



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

Perfection Coffee Roaster

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

Milwaukee Gas Stove and Roaster Co.

Milwaukee, Wis.

Woman's World

Before and After Taking, From the Matrimonial Standpoint.

Among the things which are of un-failing interest to me are the pictures that adorn the advertising columns of the papers and that represent people before and after taking some of Dr. Cure-all's specific. In the one the individual is pictured as lean and cadaverous, with an expression of agony that may be caused by the state of his liver, but that would be fully justified by the unfashionable cut of his clothes. In the other he is depicted as having expanded in body and estate and so radiant with good health and gorgeous in swell raiment that you would not know him for the same person except for the legend underneath the picture.

I am quite aware that, viewed critically, such pictures are enough to throw an artist into spasms of horror, but from the purely human standpoint they are full of heart interest and genuine feeling. Life is that kind of doctor, except that it doesn't throw in the prosperity cure very often. On the contrary, after we have taken our little dose of experience we are apt to wear an humble and chastened look and to see things so differently we don't always even recognize ourselves.

You can always tell perfectly inexperienced people in any line by the absolute certainty with which they lay down the law on a subject. Experienced people are not so sure. Nothing shakes our faith in knowing how to do a thing like having tried to do it and having found out how many difficulties lie in the way. The amateur knows, no doubt, and rushes recklessly in. The professional who has been up against the game before plays warily and with a due regard for probable catastrophes and losses.

It is funny, though, any way you look at it—the varying attitude we assume before and after different episodes in our lives. There's marriage, for instance. It is strange and unaccountable, but there seems to be some occult power in the marriage ceremony that works a complete and generally disastrous revolution in a man's and woman's manners toward each other. Before marriage they were the very soul of gentle courtesy and charming deference and tender consideration. After marriage only too often they abandon even the common amenities of society, so far as each other are concerned, and regard decent politeness as a luxury not intended for home consumption. When you see a couple at the theater looking bored and tired and sitting up in dead silence between the acts, you don't have to be an old sleuth detective to know that they belong to the "after taking" class. Anybody can pick out a man who is out with his wife by the way he stalks ahead on the street and lets her come trailing along about three feet in the rear. It is the sign manual of matrimony. Of course, there are some exceptions to this rule, but they are so few we can all call them by name.

Did you ever watch a man wait for a woman in a store? No woman in her right mind ought to put a man's affection to that much of a test. It is simply tampering with providence, but they are indiscreet enough to do it every now and then and it works out something like this: The married man walks up and down the aisle and gets madder

every minute. Pretty soon here comes his wife, hurrying along for dear life and with an abject apology on her lips. "I do hope I haven't kept you waiting," she says, "but the clerk was slow and I promised Johnny I'd get him that gun, and—" "Kept me waiting!" he snorts; "great Caesar's ghost, Mary, what did you do? I could have bought out the whole store, and the house and lot included, in the time it has taken you to match a dinky piece of ribbon. Come on, now, don't stop to price that. That's just like a woman! Can't go by a thing she doesn't want and has no idea of buying without stopping to ask what it is worth. Come on, I say, we are five minutes late, and if you ever get me to take you to lunch again, you'll know it."

The man who is waiting for the woman he is not married to may not like it one whit better than the married man, but no matter if he has been sitting on a stool twiddling his thumbs for the past three hours, when the girl does appear he greets her with a beatific smile and the fervid assurance that it has not been a particle of trouble and that he simply adores hanging around in dry goods stores and that this has been the treat of his life. That's "before taking," you see.

Then there are those delicate little attentions that mean so much to women. The double, back-action flop that a man's ideas can execute on that subject after marriage is one of the wonders of the world. It is a lightning change that takes a woman's breath and leaves her gasping and wondering, in the words of the politician, where she is "at." Before marriage he was so anxious that she should see all the new plays and have the new books and be supplied with candy and violets. After marriage he assumes that she does not care for any diversion beyond the excitement of being married to him and that she has lost her sweet tooth. One of the amazing things of life is that a single man can recall any kind of a sentimental anniversary and remember to send a girl a souvenir of the occasion, but that a married man's wife has to remind him when Christmas comes around and then go down town and buy herself a Christmas present and have it charged to him, if she gets one.

A woman told me once that on a winter's night she and her husband were sitting by the fire. He was reading and she interrupted him to ask him to get some coal. He grumbled and declared that she always chose the time he was enjoying himself to make him do some task, and he didn't see why she didn't manage better, and so on. Finally, however, he went after it, and she picked up his book, just where he had left off, and read the following remark the hero was just making to the heroine: "My darling, when you are my wife, I will shield and protect you from every care. The winds of heaven shall not visit your face too roughly; those lovely white hands shall never be soiled by any menial task; your wish shall be my law, your happiness my—"

And just then the real husband came back with the coal and dumped it down, and the woman who was dealing with the after-marriage proposition went off and had a good cry.

But men are not the only ones who show a difference before and after taking each other for better or worse. Women present just as startling a contrast, and there is no manner of doubt that, if a man could look into the future and see the pretty, delicate, dainty little



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*Have you written
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NATIONAL BISCUIT COMPANY

creature he is in love with metamorphosed into an untidy creature in the slovenly wrappers and curls papers of after marriage, the wedding would be declared off. It is not in looks only, either. Women's manners are just as much apt to frazzle out under the exigencies of family life as men's. Many a girl who has been so mild that butter wouldn't melt in her mouth turns into a shrewish wife, and many a man who has espoused a sweet little thing because she always agreed with him finds out too late he has married an arguing machine. Too many women treat a man as if he was an oracle before marriage and as if he was an idiot afterwards.

The different "before" and "after" marriage attitude always strikes me as the worst sort of dishonesty. It is a breach of trust that ought to land the perpetrator in the penitentiary. When we pick John out for a husband it is because he is so tender, so considerate and generous. When we select Mary for a wife from amongst all the myriads of other women, it is by reason of her prettiness, her winning ways and intelligent sympathy. We are choosing by what they have shown us of their characters, and in any sort of honor they are bound to live up to the sample they showed us. If John, after the wedding, turns into an indifferent husband, who looks on his wife as a kind of upper servant who can not leave, and haggles over the market money; if Mary develops into a tactless dowdy, with no interest in anybody but herself, we have been deliberately defrauded and cheated. Men and women who fail to live up to the "before" marriage standard are thieves who rob others of something far more valuable than money, because they steal another's happiness.

The most complete veering around of opinion before and after experience, though, is in the case of children. This is what makes the advice of old maids and bachelors about how to raise children so peculiarly valuable. It is only people who have never tried it who know exactly how it ought to be done. Those who have honestly faced the little human enigma and tried to solve it have found out that every child has a thousand idiosyncrasies of temper and temperament and quirks of nerves and body and brain and heredity that turn all general rules into foolishness and make it a conundrum that must be dealt with on its own original plan.

Add to this parental love and you have the reason that before people have children of their own you hear them tell about what model cherubs they would raise—children who would never make any noise, or be dirty, and who would obey when they were spoken to, and be simply little plaster saints. After they have grappled with one young demon with the colic you never hear that fatuous remark again. They give in to the inevitable and live cheerfully, even happily, in the midst of disorder and confusion and teething, while so far from being obeyed, they do not even expect it. One of the most pathetic and instructive sights I ever beheld was an ex-club man, an exquisite—a Beau Brummel and a Ward McAllister rolled into one—who had held violent opinions concerning the bringing up of other people's children, but who was calmly submitting to have his own little Johnny smear him with molasses candy.

We talk about people's characters being formed. They are never formed until they are in their graves. We are always changing and we are different

before and after every new experience. Sometimes we are better, sometimes worse. It is well to dispassionately measure ourselves up against our ideals now and then and weigh ourselves in the balance of our own consciences, and if we are not better and stronger after taking to discontinue the treatment.

Dorothy Dix.

Too Dull to Take the Tips.

According to a pretty newspaper story there is a certain woman in Paris whose gowns are such marvels of originality and such daring and piquant combinations of color that she is the envy and despair of all her friends. Where she obtained her inspiration—for a chic French confection is nothing short of a heavenly sartorial revelation—remained a mystery until she confessed that she haunted picture galleries to study color schemes and found the model for draping a petticoat in the folds of a Roman toga in a piece of antique sculpture.

The incident is full of suggestiveness, not to say reproach, for the feminine sex, and convicts them of arrant dullness in being so blind to their opportunities. The world is full of hints and they take so few. Pictures offer their wealth of ideas, yet how seldom does a woman attempt to reproduce in her own home the coloring or grouping of furniture that is so effective in a painting? Every novel teems with the description of the charms of charming women, so that she who runs may read, yet not one girl in a thousand has sense enough to try to copy these attractions and make them her own.

That a great deal can be done along this line is amply proven by the Gibson girls. The artist made a certain type fashionable and half the young women in the country threw up their heads and began to grow tall and look queenly. Why should the thing stop at a single example? Information is information, wherever it comes from, and it is just as valuable if learned from a picture or a novel as a school primer. Nobody is born with a knowledge of how to read and write. We acquire that through tears and thumpings in our early youth. Let us hope that life will finally suggest the fact to women's consciousness that they can learn at least the elements of attractiveness just as they learned the other alphabet.

One of the things that must always strike one with wonder is that women learn so little from the stage when they are such persistent theater-goers. One feels like knocking the matinee girls' silly little heads together when one sees how many valuable object lessons they are offered and how slow they are to understand them. Every girl in the house, for instance, is sprawling in her seat, while every actress on the stage is showing her how to sit and how to stand, how to enter a room and greet a friend, how to shake hands and a thousand little graceful tricks with the hands that are simply fascinating.

Then what volumes are unrolled on the subject of dress. This does not mean the fashion plate part of it, but appropriateness. On the stage dress is the high note that accents character. The dashing girl gets herself up in a swell tailor-made, the simple little thing wears white muslin that is as innocent as her guileless heart, the adventuress is a glittering mass of hard spangles. Every dress means something and is part of the picture, but the women in the audience are as deaf as posts

to the intimation thus forcibly conveyed, that, to make the most of herself, a woman ought to dress her part in real life just as much as she does on the stage.

We can see the folly of not doing it easy enough. We know that the demure little creature looks absurd in a mannish tailor-made rig and that dear, domestic Cinderella isn't half as sweet and charming in a decollete ball gown as she is in her little housewifely aprons, but we don't know why. We have had the tip given us, but we are too dull to take it. It is time we were waking up and trying not to miss so many of the points in the game. Cora Stowell.

There is more religion in a kind word than there is in giving a dollar for the conversion of the heathen.

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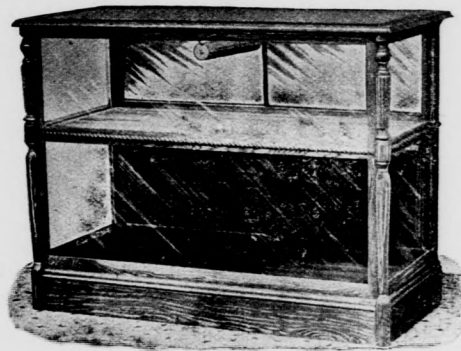
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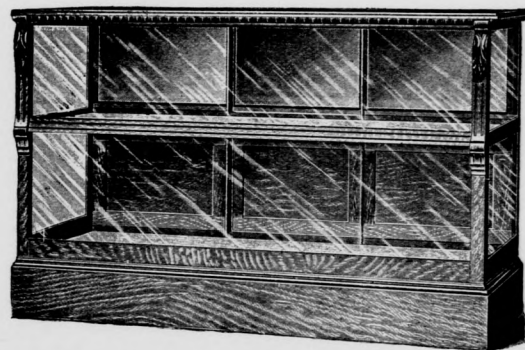


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No. 52.

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.

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OUR FANCY CIGAR CASE NO. 244

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

THE BRYAN SHOW CASE WORKS, BRYAN, O.

Hardware

Is the Hardware Dealer in the Race To Stay?

Is the retail store handling one general line of merchandise to continue in business profitably for an indefinite period or is it to be crowded off the earth by cold-blooded progress and some more economic method of distribution be substituted?

I have in mind four methods of getting merchandise into the hands of the consumer. First, from the manufacturer direct to the consumer. Second, by a socialistic scheme of control of all industry by the Government. Third, through catalogue houses in the large centers, which carry everything, get their money in advance and deliver goods to the transportation companies. Fourth, through department stores scattered over the country, carrying everything and delivering goods to their customers direct and doing everything for their customers but furnishing a health and life insurance policy with each purchase.

Of these methods the first, from manufacturers direct, is suitable only to specialties of considerable value and will never be a serious factor unless Uncle Sam goes in partnership with them and carries merchandise at a loss. The parcels post bill, should it become a law, would injure commercial conditions of the present alarmingly.

The socialistic proposition is too far away in the hazy future to concern us at the present.

Buying our daily requirements, with you, with me, with everybody, is not a matter of sentiment. It is only a cold-blooded proposition of getting the best value and service for our money, regardless of whom it helps or injures.

Nothing comes into existence and becomes an enduring factor in the commercial world unless there is a demand for it and somebody is benefited by it. The same causes produced the large city department store that did the mail order catalogue house. What were they?

The established manufacturer was selling his goods through a commercial agent to a jobber, he in turn to a retailer, who added more profit than you or I would willingly pay—everybody was prospering—and often an article that netted the manufacturer one dollar cost the consumer three dollars.

Some employees of this factory start an opposition plant and try to get it into the market. Mr. Jobber is satisfied with his arrangements and won't touch the goods. Mr. Retailer owes Mr. Jobber and only buys a quarter of a dozen at a time, anyway, and Mr. New Manufacturer runs across Mr. Catalogue House, who will take his whole output at 85 cents, and sell it at \$1.50, and to inspire confidence gets some of Mr. Established Manufacturer's goods as cheap as he can and sells at the same price. Mr. Consumer gets the catalogue and sees that he can buy for \$1.50 what Mr. Retailer asks him \$3 for, so, if he has not the money, rushes to his banker and borrows it and orders everything he needs and much that he does not need or know the value of, figuring that he is saving half his money on all he buys, and buys freely to increase the amount saved.

The nervous resident of a great city has not the patience to study a catalogue, buy a draft and write an order, and the great department store, with its

attractive leaders, offers convenience in furnishing all his requirements in one place.

I believe that the prosperous retailer of the past who bought at high prices and sold at excessive profits was a great factor in the creation of the catalogue house and its twin sister.

The economic plan of these institutions minimizing the number of profits from producer to consumer, no credit losses, has enabled them to make great inroads in the trade of every community.

Moral suasion, to be goody-goody and patronize the home dealer because he pays taxes, donates money to local charities, etc., only advertises the other fellow and gives evidence of weakness on the part of the dealer. The same argument must be used that a friend advised using in soliciting furnace jobs in his community:

"Don't talk of increasing the comfort of the home, that won't touch them," he said, "tell them that it will save them money by saving coal." That is the argument that will get next to their hearts, and that is the only powerful argument to get the business of the individual who is affected with the mail order disease.

Let us consider briefly the policy that we must pursue to be able to use this argument fairly and honestly:

First. Pay cash for everything you buy. There is no banker so expensive to owe as the parties we buy goods from.

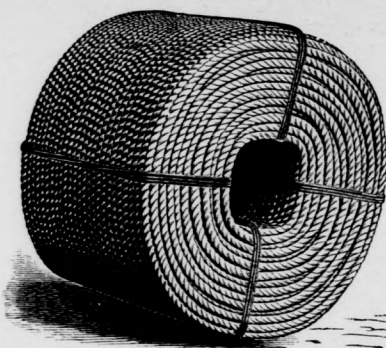
Remember that 1 per cent. for twenty days is 18 per cent. per annum, and that 5 per cent. for the same time is 90 per cent. per annum, yet a prominent manufacturer who sells goods thirty days net, 5 per cent. ten days, tells me that half of his customers take the time price. Paying prompt cash would greatly increase the feasibility of syndicate buying.

Second. Sell all goods on a cash basis. Sell on installments if conditions make it desirable, but at a price that will admit of a liberal cash discount. But for the party who buys and says "charge it," have an established rule everywhere among retailers that if it is not paid within thirty days it shall draw interest just as if he had borrowed the money at the bank to pay for the goods. It is unfair to our banker friends to pursue any other policy, and

When the Busy Season Comes

And the customer to whom you have sold paint for his house finds that you have not quite enough to finish the job it will be a nice thing to be able to say "go right along, I will have it for you in a day or two," and you can say it if you carry our line, for we are quick shippers. Better write to us about it; we save you time and money.

Callaghan & Richardson,
Manufacturers' Agents,
Reed City, Mich.



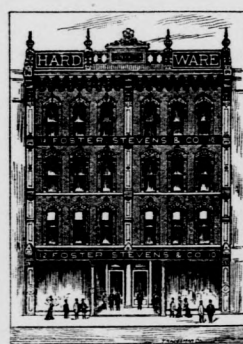
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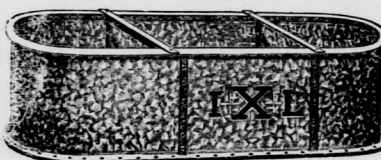
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Steel Mills, Steel Towers,
Steel Tanks, Wood Tanks,
Galvanized Pipe and Tubular Well Supplies.



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

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State Agent Quick Meal Stoves,

525 Michigan Trust Building, Grand Rapids, Mich.



Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

thus, while suffering meekly ourselves, deprive him of his legitimate business by offering money without interest.

Local organization and intelligent discrimination in the choice of special lines should prevent ruinous competition among those in the same line of trade. If your local department or racket store takes hardware items for leaders, sells four-quart miners' dinner pails, twelve-quart galvanized pails, or rim locks for 10 cents each, try a few cases of \$2 lamp chimneys at 3 cents each, and pick any line upon which he is vulnerable and sell it at a loss if necessary, but establish a reputation for the hardware trade, that you believe and practice reciprocity and will resent all unfair attacks upon your goods with a vigor that will cost your competitor dearly.

To me the greatest problem for the hardware dealer to insure the stability of his business is in careful buying. Let the retailer buy his goods as cheaply as the catalogue house and the latter would hardly survive.

While the jobber is a great factor in the commercial world to-day, controlling many factories exclusively, and many of the wealthiest manufacturers look upon him as the best method of distributing goods, the fact is ever before us that the catalogue house got into the race by getting direct to the manufacturer; the larger retail trade to-day are working more and more away from the jobber and buying in larger quantities direct from the manufacturer.

In the struggle for supremacy in modern merchandising it looks to me as if the jobber was in greater danger of annihilation than the retailer.

True it is that many of the great trusts of the country protect the jobber, but deal with the catalogue house so liberally that we are forced to think that they look upon the retailer of to-day as in about the same class comparatively that the aristocracy of Europe look upon their peasant tenants, as a useful article, but born poor and must be kept so for convenience.

I believe it is the duty of every regular merchant to resist to a finish all goods that are furnished to catalogue houses on a basis that makes competition with them impossible.

There is nothing sentimental in the industrial struggle of to-day. The retailer must be active, quick to appreciate a friend and as quick to resent and retaliate when trade combinations are formed that undermine his existence.

Put a man within the four walls of a hardware store, keep him there during business hours for twenty or more years, wearing out his nervous system with the details of his business, and it is to be expected that he will get narrow-minded and cranky, and not be in condition, physically or mentally, to meet the ever changing conditions of the business world. What we need is getting together oftener and exchanging ideas and getting some of the kinks taken out. From what little knowledge of the hardware business I have acquired in sixteen years I am convinced that what any of us don't know about it will fill volumes. Intelligent, co-operative buying seems to me to be the fortification that will make the retail hardwaremen's position safe and impregnable for many years to come.

I do not believe it practicable to attempt co-operative buying for an entire state, but let five or ten dealers whose geographical position will permit combine their orders on many lines of goods, get together every few months

and give one another the benefit of each one's experience in purchasing, thus combining both the brains and the capital of the whole, then let them send one of their number to the meeting of another purchasing syndicate and thus get still more trade information.

I believe that public sentiment is undergoing a healthful change. There is a reaction from the tendency which raged for ten years to continually buy poorer quality goods for less money. It has changed radically within the past two years, and people to-day are asking for better quality goods at fair prices.

Students of social science tell us that life has always been hard and full of perplexities; let us accept their conclusions as so, and accept them cheerfully, but with our stores and warehouses stocked with goods bought for cash at the best figures that our combined abilities can obtain, and sold on a cash basis, will we not be giving Mr. Catalogue House a good share of the hardships and perplexities of business? And Mr. Department Store will have to put a high-priced man in charge of his hardware department to hold his trade in competition with Mr. Syndicate Buyer.

C. H. Williams.

Hardware Stock Musty With Age.

From the New York Sun.

Appraisers are now mousing around among the dusty, cobwebbed stock of an old hardware firm in Fulton street, stock that represents the assets of a concern that has been in existence in New York for 140 years. In the windows of the store, which is at 59 Fulton street, there are old advertisements of the concern's business clipped from newspapers (yellow with age), that were printed in the early part of the century.

Also in the window there is a large placard on which is inscribed the fact that under the name of Van Wageningen Brothers the firm did business from 1760 to 1800; that from 1800 to 1840 it went on under the name of Charles Osborn; that from 1840 to 1872 it was known as Osborn & Little; and that from 1873 to the present day its head has been Charles E. Little. In February last it went into bankruptcy and now the appraisers are taking stock.

A curious medley of ancient ironmongery the stock is. There are old-fashioned skates of so many types that one might select from them specimens of pretty nearly everything in the way of ideas in skates for a period of half a century. The firm did a good deal in the way of the scroll-saw work that was in vogue at one time. Like most of the rest of the stock these products are falling to pieces.

He Had Never Seen One of Them.

"I have a wife and six children in Australia, and I never saw one of them," said one gentleman to another. "Were you ever blind?"

"Oh, no," replied the other.

There was a brief lapse of time, and then the interrogator resumed the subject.

"Did I understand you to say that you had a wife and six children living in Australia, and that you had never seen one of them?"

"Yes, such is the fact."

A still longer pause in the conversation followed, when the interrogator, fairly puzzled, said: "How can it be that you never saw one of them?"

"Why," was the answer, "one of them was born after I left."

TO THE TRADE:

We are the only manufacturers of Dynamite in Lower Michigan suitable for general Rock work and Stump Blasting; also Caps, Safety Fuse, Electric Fuse, Batteries, Dirt Augers, etc. Our goods are strictly high grade and reliable, twenty-five years in the business. Prices and goods right. Shipments made promptly on same day order is received. Try us by inquiry.

AJAX DYNAMITE WORKS,
Bay City, Mich.

Hardware Price Current

Ammunition				Levels	
Caps				Stanley Rule and Level Co.'s.....dis	
G. D., full count, per m.....	40			Mattocks	
Hicks' Waterproof, per m.....	50			Adze Eye.....\$17 00..dis	
Musket, per m.....	75			Metals—Zinc	
Ely's Waterproof, per m.....	60			600 pound casks.....	
Cartridges				Per pound.....	
No. 22 short, per m.....	2 50			Miscellaneous	
No. 22 long, per m.....	3 00			Bird Cages.....	
No. 32 short, per m.....	4 95			Pumps, Cistern.....	
No. 32 long, per m.....	5 80			Screws, New List.....	
Primers				Casters, Bed and Plate.....	
No. 2 U. M. C., boxes 250, per m.....	1 20			Dampers, American.....	
No. 2 Winchester, boxes 250, per m.....	1 20			Molasses Gates	
Gun Wads				Stebbins' Pattern.....	
Black edge, Nos. 11 and 12 U. M. C.....	60			Enterprise, self-measuring.....	
Black edge, Nos. 9 and 10, per m.....	70			Pans	
Black edge, No. 7, per m.....	80			Fry, Acme.....	
Loaded Shells				Common, polished.....	
New Rival—For Shotgun				Patent Planished Iron	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	8	10	2 90
128	4	1 1/2	8	10	2 90
125	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded				Patent Planished Iron	
No. 10, pasteboard boxes 100, per 100.....	72			"A" Wood's patent planished, Nos. 24 to 27.....	
No. 12, pasteboard boxes 100, per 100.....	64			"B" Wood's patent planished, Nos. 25 to 27.....	
Gunpowder				Broken packages 1/2¢ per pound extra.	
Kegs, 25 lbs., per keg.....	4 00			Planes	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25			Ohio Tool Co.'s, fancy.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25			Sciota Bench.....	
Shot				Sandusky Tool Co.'s, fancy.....	
In sacks containing 25 lbs.				Bench, first quality.....	
Drop, all sizes smaller than B.....	1 40			Nails	
Augurs and Bits				Advance over base, on both Steel and Wire.	
Snell's.....	60			Steel nails, base.....	
Jennings genuine.....	25			Wire nails, base.....	
Jennings' imitation.....	50			20 to 60 advance.....	
Axes				10 to 16 advance.....	
First Quality, S. B. Bronze.....	6 50			8 advance.....	
First Quality, D. B. Bronze.....	10 00			6 advance.....	
First Quality, S. B. S. Steel.....	7 00			4 advance.....	
First Quality, D. B. Steel.....	11 50			3 advance.....	
Barrows				2 advance.....	
Railroad.....	15 00			Fine 3 advance.....	
Garden.....	30 00			Casing 10 advance.....	
Bolts				Casing 8 advance.....	
Stove.....	60			Casing 6 advance.....	
Carriage, new list.....	65 1/2			Finish 10 advance.....	
Plow.....	50			Finish 8 advance.....	
Buckets				Finish 6 advance.....	
Well, plain.....	\$4 00			Barrel 1/2 advance.....	
Butts, Cast				Rivets	
Cast Loose Pin, figured.....	65			Iron and Tinned.....	
Wrought Narrow.....	60			Copper Rivets and Burs.....	
Chain				Roofing Plates	
1/4 in. 5-16 in. 1/2 in. 3/4 in.				14x20 IC, Charcoal, Dean.....	
Com.....	7 c.	6 c.	5 c.	14x20 IX, Charcoal, Dean.....	
BB.....	8 1/2	7 1/2	6 1/2	20x28 IC, Charcoal, Dean.....	
BBB.....	8 1/2	7 1/2	6 1/2	14x20 IC, Charcoal, Allaway Grade.....	
Crowbars				14x20 IX, Charcoal, Allaway Grade.....	
Cast Steel, per lb.....	6			20x28 IC, Charcoal, Allaway Grade.....	
Chisels				20x28 IX, Charcoal, Allaway Grade.....	
Socket Firmer.....	65			Ropes	
Socket Framing.....	65			Sisal, 1/4 inch and larger.....	
Socket Corner.....	65			Manilla.....	
Socket Slicks.....	65			Sand Paper	
Elbows				List acct. 19, '86.....dis	
Com. 4 piece, 6 in., per doz.....net	65			Sash Weights	
Corrugated, per doz.....	1 25			Solid Eyes, per ton.....	
Adjustable.....dis	40 1/2			Sheet Iron	
Expansive Bits				com. smooth. com.	
Clark's small, \$18; large, \$26.....	40			Nos. 10 to 14.....	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25			Nos. 15 to 17.....	
Files—New List				Nos. 18 to 21.....	
New American.....	70 1/2			Nos. 22 to 24.....	
Nicholson's.....	70			Nos. 25 to 26.....	
Heller's Horse Rasps.....	70			No. 27.....	
Galvanized Iron				All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28			Shovels and Spades	
Discount, 65.....	17			First Grade, Doz.....	
Gauges				Second Grade, Doz.....	
Stanley Rule and Level Co.'s.....	60 1/2			Solder	
Glass				1/2@1/2.....	
Single Strength, by box.....dis	85 1/2			The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Double Strength, by box.....dis	85 1/2			Squares	
By the Light.....dis	80 1/2			Steel and Iron.....	
Hammers				Tin—Melyn Grade	
Maydole & Co.'s, new list.....dis	33 1/2			10x14 IC, Charcoal.....	
Verkes & Plumb's.....dis	40 1/2			14x20 IC, Charcoal.....	
Mason's Solid Cast Steel.....30c list	70			20x14 IX, Charcoal.....	
Hinges				Each additional X on this grade, \$1.25.	
Gate, Clark's 1, 2, 3.....dis	60 1/2			Tin—Allaway Grade	
Hollow Ware				10x14 IC, Charcoal.....	
Pots.....	50 1/2			14x20 IC, Charcoal.....	
Kettles.....	50 1/2			10x14 IX, Charcoal.....	
Spiders.....	50 1/2			14x20 IX, Charcoal.....	
Horse Nails				Each additional X on this grade, \$1.50	
Au Sable.....dis	40 1/2			Boiler Size Tin Plate	
House Furnishing Goods				14x56 IX, for No. 8 Boilers, } per pound..	
Stamped Tinware, new list.....	70			14x56 IX, for No. 9 Boilers.....	
Japanned Tinware.....	20 1/2			Traps	
Iron				Steel, Game.....	
Bar Iron.....2 25 c rates				Onelda Community, Newhouse's.....	
Light Band.....3 c rates				Onelda Community, Hawley & Norton's.....	
Knobs—New List				Mouse, choker per doz.....	
Door, mineral, jap. trimmings.....	75			Mouse, delusion, per doz.....	
Door, porcelain, jap. trimmings.....	85			Wire	
Lanterns				Bright Market.....	
Regular 0 Tubular, Doz.....	5 00			Annealed Market.....	
Warren, Galvanized Fount.....	00			Coppered Market.....	
Wire Goods				Tinned Market.....	
Bright.....	80			Coppered Spring Steel.....	
Screw Eyes.....	80			Barbed Fence, Galvanized.....	
Hooks.....	80			Barbed Fence, Painted.....	
Gate Hooks and Eyes.....	80			Wrenches	
Wrenches				Baxter's Adjustable, Nickeled.....	
Regular 0 Tubular, Doz.....	5 00			Coe's Genuine.....	
Warren, Galvanized Fount.....	00			Coe's Patent Agricultural, [Wrought..70&10	

Clerks' Corner.

Misfortunes For Which They Were Not To Blame.

Providence saddles some of us with rather heavy burdens—burdens that we can't get rid of and that keep us down all our lives. It seems hard luck, but far be it from me to criticise a plan simply because I can't understand it.

An old retail grocer, nearly 80 years old, and retired these ten years, was reminiscing to me last week. The subject turned on clerks and the old man told me some incidents which inspired the first paragraph of this article.

The incidents told me by the old grocer crystallized into the cases of four clerks who were hard workers and conscientious, yet had to be fired through no fault of their own. The same cause that got them fired from this store would probably get them fired from any, so we have the unfortunate spectacle of good, honest, hard-working young men hounded through life from place to place, unable to secure a living foothold anywhere, entirely through misfortunes bestowed upon them by the Almighty.

Don't get the idea that I'm criticising Providence; I'm simply emphasizing the curious side of the thing. Let me tell you:

The first one of these clerks was a fellow who always had sweaty hands. They were the wettest, sweatiest hands, the old grocer said, he ever saw. The fellow couldn't help it; it was a sort of disease. He washed his hands whenever he could, but the perspiration would gather on 'em in great drops,

summer and winter, and whatever he was wrapping would get wet.

The lady customers stood Jim as long as they could—he was a willing fellow—but they got sickened at last, and one by one declined to let Jim wait on 'em. Some complained directly to the grocer. By-and-by Jim had to go.

The next clerk who got it in the neck for something he wasn't to blame for had a scalp trouble. His hair came out on everything. It was no respecter of persons. Bob's hair wasn't—it would get mixed up in a poor woman's pound of butter just as cheerfully as in a rich man's French prunes.

Bob's failing escaped detection for a time, but it got known at last, and then it was up to Bob. The grocer told me that the poor clerk washed his head often enough to kill an ordinary head of hair—maybe that was what ailed it—but nothing did any good, and the poor devil left little unpleasant souvenirs behind him wherever he went.

I can't say that I would like to find locks of grocery clerks' hair in my food, and I'm afraid I'd be very apt to do just as this grocer said his customers did—refuse to let Bob wait on me. He asked one or two the reason, but he knew before what it was.

When customers get to refusing to be waited on by a certain clerk, his finish is just ahead. Bob went.

The second clerk isn't so badly off as the one with sweaty hands, for by-and-by he'll be bald and will have no more hair to get into things. But it's hard luck—waiting until you're bald to get a job!

The third case related to me by the old grocer isn't quite so aggravated as the other two, but it is still worth tell-

ing. The third clerk was named Simon, and he was a man of about 50—been a grocery clerk all his life. He married late in life, and the prayer of his heart was for a baby. You know how those old fellows get.

Well, his wife had one, and Simon went crazy. He made a nuisance of himself with everybody, talking about his baby. Everything the poor little kid did was told and retold, with many additions supplied by Simon's loving imagination. I don't know whether you can gather just how Simon was handled or not, but his old employer said his whole heart went out in worship to the child and he thought of nothing else all day.

He got to be no good in the store for two reasons: He thought so much about his baby that he got absent-minded. The old grocer told me that many a time he has seen him stop stock still in the midst of wrapping a package and stand that way for several minutes with a vacant smile on his lips and an unseeing look in his eye.

And then he got to be a nuisance with customers. Woe betide the woman who kindly said, "Well, Simon, how's the baby?" He would tell her all right, but she would have to call on some other clerk to fill her order.

So the poor, fond old father had to go, because he appreciated his baby better than his job. Where he is to-day God knows—I hope comfortable, for if there's a sin that's easy to forgive it's over-appreciation of one's babies. And by the time his wife's had six or seven he wouldn't be so apt to stop in the midst of his work and dream about 'em.

No, I do not know this from personal experience.

There was one other case that was particularly tough, I thought. It was a poor fellow who had had a good deal of trouble in his family—had to support a lot of invalids or something. Finally, under the strain he took sick himself with typhoid fever and, when he got over it, he had a nervous affection that stretched his lips in a fiendish grin. Night and day he wore that grin and the grocer said that sometimes it was frightful to behold.

The old grocer said that, just as he expected the ladies soon began to fight shy of this clerk—Frank, his name was—and although he explained the matter to those who complained, it got to such a point that he couldn't explain any longer, and he had to come to it at last. One lady said she'd never come in the store again so long as that awful creature was there.

Frank, too, went, in the midst of his hard luck.

If I ever get to Heaven, I shall expect to see men like Jim and Bob and Simon and Frank occupying the softest seats there. They have been prevented by misfortunes for which they were not in the least to blame, from getting any good luck here, and they certainly deserve it in the world to come, where sweaty hands and loose hair form no obstacles to happiness.—Stroller in Grocery World.

A new compound metal has been recently invented in France, which is particularly suitable for rolling stock. It is composed of aluminium and wolfram and is almost as light as the former, while offering greater resistance, having in addition the advantage of being much cheaper. It is adapted for carriages, cycles and motors. The French have called it "partinium."

Grocers Will Please Commit to Memory

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

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

The following houses are exclusive agents for Dwinell-Wright Co.'s Boston Roasted in the State of Michigan:

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.
 C. ELLIOTT & CO., Detroit, Mich.
 B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.
 JACKSON GROCER CO., Jackson, Mich.
 MEISEL & GOESCHEL, Bay City, Mich.

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.

Qualities of the Successful Salesman.

It takes a very capable man to make a good traveling salesman. One who knows how to shut his mouth as well as how to open it when necessary. One who understands how to keep his mind on the matter in hand even when the really interested party wavers. A man whose perseverance is perfectly balanced by politeness, tact and understanding; a man whose selfish side is strong but controlled by intelligence. A man who having learned to control himself is capable of influencing others—such a man will make a good salesman.

Don't tell everybody that you have a large fund of experience in the study of human nature. The very telling of it proves that you are mistaken. Do not talk of your magnetic powers, your almost hypnotic capacity. Ten to one you have not got it, but if you have, do keep it out of sight; it will serve you better so. Do not wind yourself up like a clock with some set speech. Be natural; be yourself. Copy no one, but study high and successful models.

One wins by one method, another by the very opposite. Most of them work as industriously as their line permits. It was a good salesman who placed but one order in eighteen months—but he sold suspension bridges. It is a very general mistake to suppose that unless tempted by a commission salesmen will not work actively. After years of hard experience in this line I want no men on commission; the irregular income and the irregular life which grow out of a commission do not produce the best results.

After all, a traveling salesman is a man, an active one; beset by many temptations; troubled by many drawbacks; leading too often an irregular life in point of brains, if not of habits; too prone to think little of his calling; too apt to touch heaven when he has an order, and the nether regions when he is "turned down."

The truth serves the salesman best. He should pursue the truth as to the buyer's interest and advantage, but to do so he must himself have at least a speaking acquaintance with truth. He should fortify himself with facts, with tact, with business hints—and let the drinks and cigars go! He should be polite to everyone—it pays. One thoughtless or over smart salesman was rude to my book-keeper, and as, like most men, I keep books in my head, his balance long stood on the debit side. But with all their faults they are a bright lot, and I love them. So here's to the salesman—may he call again!

Artemus Ward.

Monthly Social of Grand Rapids Council.

Grand Rapids, March 19—Another one of those very enjoyable dancing and card parties, given every month by

Grand Rapids Council, No. 131, was held at the lodge rooms last Saturday evening and all in attendance pronounced it a profitable and well-spent evening. Senior Counselor Compton was conspicuous by his absence, as was also Junior Counselor Burns and Secretary Baker. They do say that Brother Compton was breaking in a new brand of cigars on Saturday and that the after-effect was disastrous. Brother Baker had a relapse of a convalescence of his old enemy, rheumatism, and, in consequence, could not lead in the grand march; and rather than subject those present to such a disappointment, he thought best to stay at home. Brother Burns was either stuck in some snow-drift in the Upper Peninsula or did not have money enough to come home with. Up to the present time he has not reported which was the case. Other members were unavoidably detained at home or abroad, but, withal, there was a goodly number present and all enjoyed themselves immensely. Now, boys, every one of you come out to the April social. Come and bring a friend—bring one, five or nine friends—as a good traveling man should be a good U. C. T. and a member of the best Council in the world.

JaDee.

Gripsack Brigade.

John J. Gage, formerly engaged in the grocery business at East Jordan, has gone on the road for the Stimpson Computing Scale Co., of Elkhart, Ind. His territory comprises Northwestern Michigan.

Calumet News: There are stories about people rising from the dead and coming to life again and there are stories told of traveling salesmen which are little short of miraculous, but when one of the knights of the grip is supposed to be dead and buried and then shows up with his trunks and his smiles just as if nothing had happened it rather takes people by surprise. That was the experience that Will Deagen, the clerk at the Arlington, went up against yesterday. Some time ago J. J. Martin, who represents Hirth, Krause & Co., of Grand Rapids, was sick here and went from here to Chicago, his home, where he was reported to have died shortly afterward. Some of his fellow traveling salesmen told of his death here and it was reported in the papers. Yesterday Martin walked into the Arlington office and the clerk remembered all the ghost stories he had ever heard when he saw the name go down on the register. Martin refused to die and says he is still selling shoes.

Those who are disposed to indorse the actions of Mrs. Nation, the Kansas saloon wrecker, should contrast her methods with those of the late Frances Willard. The gentle Miss Willard accomplished more for the cause of temperance in one day than Mrs. Nation with her hoodlum methods can in ten years. Reason, not riot, is the true road to reform.

An enterprising American who lives in Tokio, Japan, advertises the genuine Japanese persimmon for sale in the United States. Japan has knocked down so many persimmons recently they ought to sell cheap.

A ghost is reported to be lurking about the factories in Waterbury, Conn. There will be many persons hoping that the ghost will not disturb the main-springs of the Waterbury watch.

A woman has been discovered up in Missouri who has steadily refused to speak a word during the last twenty-five years. They must not have any sewing societies in her neighborhood.

SUCCESSFUL SALESMEN.

Wm. R. Pike, Representing G. H. Gates & Co., Detroit.

Wm. R. Pike was born in Ionia, Oct. 22, 1868. When he was 4 years old, his parents removed to Chicago, where they resided at the time of the great fire of 1871. A few weeks later the mother died and the family was broken up, Mr. Pike going to London, Ont., to live with an aunt. She sent him to the public schools of London and afterwards gave him a course of commercial training at the London Business University, after which he entered the wholesale hat house of J. Gouinlock & Co. as parcel boy, starting at a salary of \$2.50 per week. During the next two years he was frequently promoted and, on the consolidation of the house with a Toronto establishment under the style of McArthur, Gouinlock & Co., he followed the fortunes of the house, occupying the position of stock clerk for four years. He then moved to Detroit,



where he worked as clerk in the retail hat department of Mabley & Co. June 1, 1890, he engaged to travel for Henry A. Newland & Co., for whom he covered Central Michigan for nearly ten years. In September, 1899, three of the salesmen of the house—Wm. R. Pike, Harry A. Wright and W. F. Fendler—formed a copartnership with G. H. Gates and engaged in the wholesale cap and hat business at 143 Jefferson avenue under the style of G. H. Gates & Co. Mr. Pike continues to cover Central Michigan for the new house, seeing his trade from two to six times a year, and has succeeded in holding his old trade to a remarkable degree.

Mr. Pike is unmarried and has but three society affiliations—the Utica Accident Association, the Iowa State Traveling Men's Association and Oriental Lodge No. 240, F. and A. M., of Detroit.

Mr. Pike attributes his success to hard work and to a determined effort on his part to achieve an enviable record in his chosen occupation. He is exceedingly careful in making acquaintances and taking on new trade, but seldom errs in his judgment of men and methods. Although a comparatively young man, Mr. Pike has every reason to feel gratified over his position in the world of business, which is a precursor of still further victories in the future.

A JOURNALIST'S ACHIEVEMENT.

It is justice to say that the St. Louis world's fair, which has now become certain to be a splendid success, at least as

far as preparation for it is concerned, owes its origin chiefly to a journalist of that city. Charles M. Harvey, one of the editors of the St. Louis Globe-Democrat, started this project ten years ago, and steadily held to it thereafter. James G. Blaine had previously told the people of St. Louis that they ought to erect a monument to Jefferson, under whose presidency the Missouri purchase was made. There were several plans offered for celebrating its centennial. Mr. Harvey for a long time stood alone in advocating the world's fair commemoration. Not until 1898 did he find any substantial aid for his scheme. At that time Congressman Bartholdt was the first man to second his efforts, which he did by introducing the bill in Congress that was adopted at the late session. The measure then dragged along for some time, but the citizens of St. Louis took it up at last, and showed great earnestness in their action to promote the fair. Mr. Harvey, who is a veteran and a highly accomplished newspaper man, constantly kept the subject before the people. He is to be congratulated upon his signal achievement in seeing the fair provided for in magnificent proportions.

A plebiscite of the city of Toronto, taken on the question of municipalizing the gas service, resulted in an overwhelming vote in favor of the city buying the gas plant. The present company supplies gas for 90 cents a thousand feet, but it is expected that gas will be furnished by the city at half that price. This belief is apparently well founded, for Toronto owns its water plant and supplies its residents at one-half the rates that prevailed when the plant was in the hands of a private corporation.

A law has just been passed by the Indiana Legislature providing for the appointment of a marriage commission composed of two women who are mothers, two physicians of note and one attorney. It shall be the duty of this commission to prepare a set of questions to be asked by marriage license clerks, and by justices or clergymen who perform marriage ceremonies. The purpose is to compel candidates for matrimony to pass an examination as to their physical, mental and moral condition.

Courts are numerous and our statute books are loaded with laws which fit all cases and all crimes. If these laws are not observed it is because people have a contempt for the law, and that contempt can only proceed from a belief on a certainty that they can no longer depend on the prompt and faithful execution of the laws which are intended to suppress crime and to protect life and property.

In the economy of American politics there is no room for a boss. He is a costly and dangerous appendage, a cancerous growth that needs to be cut out.

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
 WIRT P. DOTY, Detroit - Dec. 31, 1903
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
 JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
 President, A. C. SCHUMACHER, Ann Arbor.
 Secretary, HENRY HEIM, Saginaw.
 Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Clever Advertising Scheme Conceived by a Detroit Druggist.

Minor E. Keyes, a Detroit druggist who combines successfully the qualities of thorough professional training with a large degree of business ability, recently evolved and carried out with surprising results one of the best advertising plans we have seen executed in many a day. It was employed during the last holiday season, but with some modification it can be used at any time of the year, although doubtless the interest felt in it, and the degree of its success, would be somewhat greater during the season to which it was applied by Mr. Keyes.

The scheme itself was simply this: Small voting cards were distributed among the boys and girls of the neighborhood. The children were directed to write their names in the blank spaces left for the purpose, and then to give the cards to their friends, whom they were to ask to make purchases at Mr. Keyes' store, leaving a card each time. Everything was considered a purchase except postage stamps and every card presented counted as one vote for the boy or girl whose name appeared on it. To the little girl who should succeed in this way in getting the largest number of votes during the four weeks or more of the campaign a large and beautiful bisque doll worth \$10 was offered; and an archaena board, "upon which thirty-two games may be played, together with 100 variations," was offered under the same conditions to the most successful boy. And in order that every boy or girl who entered into the contest might be reasonably sure to get something at least, and that they all might thus be stimulated to work energetically, a pound box of candy was promised to every one who succeeded in getting twenty-five votes. The doll, the game-board, and the boxes of candy, together with the conditions of the offer, were kept displayed in one of the store windows throughout the period; they attracted constant attention and interest, and the youngsters were stimulated to renewed efforts by having the tempting prizes constantly held up before their eyes.

At the outset Mr. Keyes had 3,000 of the voting cards printed. These he thought would be sufficient. To start the scheme, he went one morning to two or three grammar schools in the neighborhood during recess, explained the offer, and distributed about one-third of his stock of voting cards, together with circulars describing the plan in greater detail. This was all the "pushing" that was required. School was no sooner out that day than children began to come to the store in swarms for voting cards. The scheme caught like wildfire. Long before the day had closed—the first day—all the cards had been given out to the eager and enthusiastic youngsters.

A telephone order was that night given to the printer for 3,000 more voting cards. They were delivered the next morning, and in turn exhausted before night. Renewed orders were given until, finally, 23,000 cards had been distributed during the four weeks or so in which the plan was in operation.

The effect upon Mr. Keyes' trade was immediate and surprising. People whom he had never seen before began to drop into his store and buy goods of him. One woman whose husband, as Mr. Keyes found out afterwards, was a chronic invalid, and who lived several blocks away, came in every three or four days for medicines in order to help one of her little friends to win the beautiful doll displayed in the window. A man whom Mr. Keyes had noticed walking by his store every day now began to drop in at noon and buy a quarter's worth of cigars—of course leaving a voting card each time with his nephew's name written on it. These were but two instances. Suffice it to say there were many similar ones. Almost from the very beginning, each day's business was increased 30 per cent. on an average, and this rather remarkable increase remained undiminished throughout the entire four weeks of the plan. Nor was this all. Mr. Keyes can put his fingers on a considerable number of regular customers gained; and these permanent results are what after all determine the chief success of any advertising plan.

Whereas 23,000 voting cards were given out, only about 2,800, or something over 12 per cent., were received back at the store as votes. This percentage of returns, however, while apparently disappointing, is upon second thought greater than would be expected. The cards were of course distributed lavishly and without discrimination by the children, and naturally most of them fell upon unproductive soil. But doubtless even these, while they seemingly brought no direct returns, were not without results; for at least Mr. Keyes' name was brought to the attention of everybody in his section of the city.

In addition to the two main prizes, about fifty pounds of candy was distributed to the children. This might seem at first like a considerable expense, but in reality Mr. Keyes would have preferred to give out more than this; for every box of candy meant at least twenty-five additional sales on which the profits were many times more than enough to offset the cost of the candy. Paradoxical as it may seem, the more money spent in prizes, the more profit yielded!

The success of the plan lay in the fact that every boy or girl is dear to the hearts of a considerable number of persons, who will gladly go out of their way to help the child win a prize or achieve any other success upon which his ambition is set. Mr. Keyes was clever enough to make capital out of this condition of human nature. It is to be hoped that his excellent plan will commend itself to the readers of the Bulletin and that they will not be slow to carry it into execution. It may be objected by the ultra-conservative that it is "unprofessional," and not consistent with the calling of the pharmacist. But Mr. Keyes is a man of professional training and taste; a man who caters to the patronage of physicians and succeeds in getting it; and he found no inconsistency in the plan, nor did he find it work harm to him in any way. Cer-

tainly it succeeded, and in an unusual degree. It not only brought a large temporary increase of trade; it brought also what is in the end of greater value—a considerable number of permanent customers. And it made the name of Keyes a familiar one in nearly every house within the radius of a mile or more about his store.—Bulletin of Pharmacy.

What Constitutes a Gallon of Linseed Oil.

The case of the Heath & Milligan Co. against the National Linseed Co. in which the former company sued the latter for a shortage in linseed oil, covering a period of years, and amounting to \$12,000, has just been decided by the Appellate Court of Illinois in favor of the plaintiff.

It will be remembered that this suit was based on the contention that whereas a gallon of linseed oil actually weighs about 8¾ pounds, the National Linseed Oil Co. had regularly delivered to the plaintiff only 7½ pounds of oil as a gallon. The defense set up was the general custom of the trade, and the lower court held this and the concurrent facts as sufficient defense, and accordingly gave decision in favor of the defendant. The Court of Appeals, however, takes the opposite view, standing on the admitted fact that a gallon is a fixed quantity, and that 7½ lbs. of oil does not provide that quantity.

The really important result of this litigation, however, may be the abandonment of the very undesirable fiction of the gallon, and the substitution of the pound as the unit of measure for this commodity. Conforming to the natural law, linseed oil contracts with cold and expands with heat, so that a gallon of it measured in February is perceptibly heavier than a gallon measured in August. But a pound is always a pound, and purchases made under this standard are as advantageous in summer as in winter.

The Man With a Percolator.

We knew of a drug store a few years ago whose proprietor had the reputation of being the best informed druggist in his town. As a matter of fact he may have been fairly entitled to that distinction, but that is neither here nor there. The reason he made people think so was because he was shrewd enough to keep his percolator stand in plain view, and every time he had to use it, which of course was just about every day, he would get it right out in front of the counter near the prescription case, and make syrup of wild cherry bark and a few of those easy things. Nearly every one that came in would take a look at that wonderful percolating apparatus and go away convinced that the man who knew how to manage such a looking thing as that so as to make medicine with it must be one of the world's master minds. We have also known an ordinary water-still in operation in the store to keep a small crowd standing around nearly all the time. Of course, there was nothing more remarkable about it than about a teakettle boiling, but they never thought of that. And we druggists need not laugh at them for it, for we are all just as bad. We would not look at dogs, cats and chickens running around in the street, but when we see them in a cage in some pharmacological laboratory at a university, they immediately become objects of wonder, and we will all stand around and gaze at them, just as people do at our percolators.—New Idea.

The Drug Market.

Opium—Is dull and easy.
 Morphine—Is unchanged.
 Quinine—Is very firm and has advanced 2c per ounce. Much interest is shown in the next bark sale at Amsterdam, as it is believed that higher prices will result in another advance in quinine.

Cinchonidia—Is in better demand. On account of higher prices for bark, it has been advanced 3c per ounce.

Acetanilid—On account of competition between manufacturers, has declined 3c per pound.

Citric Acid—Is very firm and another advance is looked for.

Bismuth—Metal has declined abroad and lower prices are looked for on the different salts.

Iodine—Has declined. The reduction in the price of crude has been followed by a decline in re-sublimed. The price of salts of iodine has not as yet been changed. All will be lower within a few days.

Menthol—Is easier, on account of new stocks being received. The supply is still small and the price is firm.

Cubeb Berries—Are in active demand and have advanced.

American Saffron—Is in better supply and has declined.

Buchu Leaves—Are again higher and very scarce.

Stopping the Nosebleed.

Nosebleed is sometimes an alarming and even a dangerous accident. It is caused by a variety of conditions, but is most frequently the result of the rupture of a small blood-vessel on the nasal septum—the partition that separates the two nostrils. What to do in such a case is often a puzzling question when no physician is near. Dr. F. C. Cobb recommends the use of suprarenal extract. This does no injury to the lining membrane of the nose and is easily applied.

An excellent method of treatment is the following: Strips of sterile gauze are saturated with suprarenal liquid with chloretone, which has the advantage of being an aseptic solution, and therefore will not cause septic inflammation; these strips are then packed into the nostril from which the hemorrhage appears, when usually the bleeding ceases in a few moments.

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.

HEYSTEK & CANFIELD CO.
 Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

Advanced—Buchu Leaves, Quinine.
Declined—Gum Opium, Saffron, Menthol, Iodine.

Menthol.....	@ 5	25	Selditz Mixture.....	20@	22	Linseed, pure raw... ..	61	64
Morphia, S., F. & W.	2 35@	2 60	Sinapis.....	@	18	Linseed, boiled.....	62	65
Morphia, S., N. Y. Q.	2 25@	2 60	Sinapis, opt.....	@	30	Neatsfoot, winter str	54	60
& C. Co.....			Snuff, Macaboev, De	@	41	Spirits Turpentine..	46	25
Moschus Canton.....	@ 40		Voes.....	@	41			
Myristica, No. 1.....	65@	80	Snuff, Scotch, de Vo's	@	41			
Nux Vomica...po. 15	@ 10	37	Soda, Boras.....	9@	11	Paints BBL LB.		
Ox Sepia.....	35@	37	Soda, Boras, po. 9@	11		Red Venetian.....	13@	2 60
Pepsin Saac, H. & P.			Soda et Potass Tart.	23@	25	Ochre, yellow Mars.	13@	2 60
D Co.....	@ 1 00		Soda, Carb.....	13@	25	Ochre, yellow Ber....	13@	2 60
Fiels Liq. N.N.½ gal.	@ 2 00		Soda, Bi-Carb.....	3@	5	Putty, commercial..	2¼	2¾ @ 3
doz.....	@ 2 00		Soda, Ash.....	3¼@	4	Putty, strictly pure.	2¼	2¾ @ 3
Fuels Liq., quarts.....	@ 1 00		Soda, Sulphas.....	@ 2		Vermillion, Prime		
Fuels Liq., pints.....	@ 85	35	Spts. Cologne.....	@ 2 60		American.....	13@	15
Pil Harg.....po. 80	@ 50		Spts. Ether Co.....	50@	55	Vermilion, English..	70@	75
Piper Nigra...po. 22	@ 30		Spts. Myrola Dom.....	@ 2 00		Green, Paris.....	14@	18
Piper Alba.....po. 35	@ 30		Spts. Vini Rect. dbl	@		Green, Peninsular....	13@	18
Plix Burgun.....	@ 7		Spts. Vini Rect. ½ bbl	@		Lead, red.....	6¼@	6¼
Plumbi Acet.....	10@	12	Spts. Vini Rect. 10gal	@		Lead, white.....	6¼@	6¼
Pulvis Ipecac et Opli	1 30@	1 50	Spts. Vini Rect. 5 gal	@		Whiting, white Span	@	85
Pyrethrum, boxes H			Strychnia, Crystal..	80@	1 05	Whiting, gilders'...	@	90
& P. D. Co., doz.....	@ 75		Sulphur, Subl.....	2¼@	4	White, Paris, Amer.	@ 1 25	
Pyrethrum, pv.....	25@	30	Sulphur, Rol.....	2¼@	3¼	Whiting, Paris, Eng.		
Quassia.....	8@	10	Tamarinds.....	8@	10	cliff.....	@ 1 40	
Quinia, S. F. & W.....	34@	44	Terebinth Venice.....	28@	30	Universal Prepared.	1 10@	1 20
Quinia, S. German.....	34@	44	Theobroma.....	60@	65			
Quinia, N. Y. Q.....	34@	44	Vanilla.....	9 00@	16 00			
Rubia Tinctura.....	12@	14	Zinci Sulph.....	7@	8	Varnishes		
Saccharum Lactis pv	18@	20				No. 1 Turp Coach....	1 10@	1 20
Salaclin.....	4 50@	4 75	Oils			Extra Turp.....	1 60@	1 70
Sanguis Draconis.....	40@	50	BBL GAL.			Coach Body.....	2 70@	3 00
Sapo, W.....	12@	14	Whale, winter.....	70	70	No. 1 Turp Furn.....	1 00@	1 10
Sapo M.....	10@	12	Lard, extra.....	60	70	Extra Turk Damar..	1 55@	1 60
Sapo G.....	@ 15		Lard, No. 1.....	45	50	Jap.Dryer.No.1Turp	70@	75

Drugs

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

**Hazeltine & Perkins
Drug Co.,**

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Black Strap Molasses	Hand Picked Beans
Breakfast Bacon	Wool Twine
Clear Back Pork	
Edam Cheese	

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1

ALABASTINE	
White in drums.....	9
Colors in drums.....	10
White in packages.....	10
Colors in packages.....	11
Less 40 per cent discount.	

AMMONIA	
Per Doz.	
Artic 12 oz. ovals.....	85
Artic pints, round.....	1 20

AXLE GREASE	
doz. gross	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 25
Frazer's.....	75 9 00
IXL Golden, tin boxes 75	9 00



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

BAKING POWDER

Acme	
1/2 lb. cans 3 doz.....	45
1/2 lb. cans 3 doz.....	75
1 lb. cans 1 doz.....	1 00
Bulk.....	10
Artic	
6 oz. Eng. Tumblers.....	90
Egg	



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

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

BATH BRICK

American.....	
70	
English.....	
80	

BLUING

Small 3 doz.....	
40	
Large, 2 doz.....	
75	
Artic, 4 oz. per gross.....	
4 00	
Artic, 8 oz. per gross.....	
6 00	
Artic, pints, per gross.....	
9 00	

BROOMS

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

2

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

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

No. 3.....	
75	
No. 1.....	
1 75	

BUTTER COLOR

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

CANDLES

Electric Light, 8s.....	
12	
Electric Light, 10s.....	
12 1/2	
Paraffine, 6s.....	
10 1/2	
Paraffine, 12s.....	
11	
Winking.....	
20	

CANNED GOODS

Apples	
3 lb. Standards.....	80
Gallons, standards.....	2 30
Blackberries	

Standards.....	
75	
Beans	

Baked.....	
1 00 21 30	
Red Kidney.....	
75 20	
String.....	
80	
Wax.....	
85	

Blueberries

Standard.....	
85	
Brook Trout	

2 lb. cans, Speed.....	
1 90	
Clams	

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

Clam Bouillon

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

Cherries

Red Standards.....	
85	
White.....	
1 15	
Corn	

Fair.....	
75	
Good.....	
85	
Fancy.....	
95	
French Peas	

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

Gooseberries

Standard.....	
90	
Hominy	

Standard.....	
85	
Lobster	

Star, 1/2 lb.....	
1 85	
Star, 1 lb.....	
3 40	
Pie Tails.....	
2 35	
Mackerel	

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

3

Salmon	
Columbia River.....	2 00 25
Red Alaska.....	1 40
Pink Alaska.....	1 10
Shrimps	
Standard.....	1 50

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

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

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

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

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

Barrels	
Eocene.....	@11
Perfection.....	@10
Diamond White.....	@ 9
D. S. Gasoline.....	@11
Deodorized Naphtha.....	@10
Cylinder.....	29
Engine.....	19
Black, winter.....	@10 1/2

CHEESE	
Acme.....	@12 1/2
Amboy.....	@12 1/2
Elsie.....	@13
Emblem.....	@13
Gem.....	@13
Gold Medal.....	@12
Ideal.....	@12
Jersey.....	@12
Riverside.....	@
Brick.....	14 @15
Edam.....	@90
Lelden.....	@17
Limbarger.....	13 @14
Pineapple.....	50 @75
Sap Sago.....	19 @20

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

CHICORY	
Bulk.....	5
Red.....	7
Eagle.....	4
Franch's.....	6 1/2
Schener's.....	6

CHOCOLATE	
Ambrosia.....	21
Household Sweet.....	19
Ambrosia Premium.....	32
Yankee Premium.....	31
Walter Baker & Co.'s.....	22
German Sweet.....	22
Premium.....	34
Breakfast Cocoa.....	45
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

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

COCOA	
Ambrosia, 1/2 lb. tin cans.....	42
Cleveland, 1/2 lb. tin cans.....	41
Colonial, 1/2 s.....	35
Colonial, 1/4 s.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2 s.....	20
Van Houten, 1/4 s.....	38
Van Houten, 1 s.....	70
Webb.....	30
Wilbur, 1/2 s.....	41
Wilbur, 1/4 s.....	42

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

COFFEE	
Roasted	
Special Combination.....	15
French Brew, fast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Moe.....	26
Supreme, Java and Mocha.....	27

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

4	
Santos	
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
Maracaibo	

Choice.....	
12	
Mexican	
Choice.....	16
Fancy.....	17
Guatemala	

Choice.....	
16	
Java	
African.....	12 1/2
Fancy African.....	17
O. G.....	25
P. G.....	29
Mocha	

Arabian.....	
21	
Package	
New York Basis.	
Arbuckle.....	12 50
Dillworth.....	12 50
Jersey.....	12 50
Lion.....	12 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	

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

Crushed Cereal Coffee Cake	
12 packages, 1/2 case.....	1 75
24 packages, 1 case.....	3 50
CONDENSED MILK	
4 doz in case.....	6 25
Gall Borden Eagle.....	6 25

6

Wheat
Cracked, bulk..... 3 3/4
24 2 lb. packages..... 2 50
FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts

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

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

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

JENNINGS
FLAVORING EXTRACTS

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

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

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

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

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

FRESH MEATS

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

Pork
Dressed..... @ 7
Loins..... @ 10
Boston Butts..... @ 8 1/2
Shoulders..... @ 8
Leaf Lard..... @ 8

Mutton
Carcass..... 7 1/2 @ 8
Spring Lambs..... 9 @ 9 1/2

Veal
Carcass..... 8 @ 9

GRAINS AND FLOUR

Wheat
Winter Wheat Flour
Local Brands

Patents..... 4 35
Second Patent..... 3 85
Straight..... 3 65
Clear..... 3 25
Graham..... 3 25
Buckwheat..... 4 40
Rye..... 3 25
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand
Diamond 1/2s..... 3 75
Diamond 3/4s..... 3 75
Diamond 1s..... 3 75

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

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2s..... 4 60
Pillsbury's Best 3/4s..... 4 60
Pillsbury's Best 1s..... 4 40
Pillsbury's Best 1 1/2s..... 4 40
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s..... 4 40
Duluth Imperial 3/4s..... 4 40
Duluth Imperial 1s..... 4 40
Lemon & Wheeler Co.'s Brand
Wingold 1/2s..... 4 50
Wingold 3/4s..... 4 40
Wingold 1s..... 4 30
Olney & Judson's Brand
Ceresota 1/2s..... 4 65
Ceresota 3/4s..... 4 55
Ceresota 1s..... 4 45
Worden Grocer Co.'s Brand
Laurel 1/2s..... 4 60
Laurel 3/4s..... 4 50
Laurel 1s..... 4 40
Laurel 1 1/2s and 1 3/4s paper..... 4 40

7

Washburn-Crosby Co.'s Brand.



Prices always right.
Write or wire Mussel-
man Grocer Co. for
special quotations.

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

Feed and Millstuffs
St. Car Feed, screened..... 17 00
No. 1 Corn and Oats..... 16 50
Unbolted Corn Meal..... 13 00
Winter Wheat Bran..... 17 00
Winter Wheat Middlings..... 17 50
Screenings..... 16 00

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

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

MATCHES
PARK MATCH CO.

No. 200 Lookout, 144 bx..... 1 25
No. 500 Street Society, 144..... 4 00
No. 200 Williams Perfect, 144..... 1 35
No. 2 Lily, 144 boxes..... 1 15
No. 100 Park, 432 boxes..... 2 85
No. 80 Poetry, 720 boxes..... 4 00
Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 50
No. 2 Home..... 1 35
Export Parlor..... 4 00
Wolverine..... 1 60

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

MOLASSES
New Orleans
Fancy Open Kettle..... 40
Choice..... 35
Fair..... 26
Good..... 22
Half-barrels 2c extra

MUSTARD
Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

OLIVES
Bulk, 1 gal. kegs..... 1 25
Bulk, 3 gal. kegs..... 1 10
Bulk, 5 gal. kegs..... 1 00
Manzanilla, 7 oz..... 80
Queen, pints..... 2 35
Queen, 9 oz..... 4 50
Queen, 28 oz..... 7 00
Stuffed, 5 oz..... 90
Stuffed, 10 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
Safelac & Pacific
Bottom Square

1/4..... 28 50
1/2..... 34 60
1..... 44 80
2..... 54 1 00
3..... 66 1 25
4..... 76 1 45
5..... 90 1 70
6..... 1 06 2 00
8..... 1 28 2 40
10..... 1 38 2 60
12..... 1 60 3 15
14..... 2 24 4 15
16..... 2 34 4 50
20..... 2 52 5 00
25..... 5 50

Sugar
Red..... 4 1/2
Gray..... 4 3/4

8

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..... 3 00

PROVISIONS
Barreled Pork

Mess..... @ 14 00
Back..... @ 14 50
Clear back..... @ 14 00
Short cut..... @ 17 00
Pig..... @ 12 25
Bean..... @ 12 25
Family Mess..... @ 14 50

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

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

Lards-In Tierces
Compound..... 5 1/4
Kettles..... 8 1/2
Vetolite..... 6

60 lb. Tubs, advance..... 7 1/2
50 lb. Tins, advance..... 7 1/2
20 lb. Pails, advance..... 7 1/2
10 lb. Pails, advance..... 7 1/2
5 lb. Pails, advance..... 1
3 lb. Pails, advance..... 1

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

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

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

Butterine
Solid, dairy..... 11 @ 13
Rolls, dairy..... 11 1/2 @ 13 1/4
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, 1/4 s..... 2 00
Potted ham, 1/2 s..... 2 00
Deviled ham, 1/4 s..... 50
Deviled ham, 1/2 s..... 90
Potted tongue, 1/4 s..... 90
Potted tongue, 1/2 s..... 90

RICE
Domestic
Carolina head..... 7
Carolina No. 1..... 5 1/4
Carolina No. 2..... 4 1/2
Broken..... 4 1/4

Imported.
Japan, No. 1..... 5 1/2 @ 6
Japan, No. 2..... 4 1/2 @ 5
Java, fancy head..... 5 @ 5 1/2
Java, No. 1..... 5 @ 5
Table..... @

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 00
Dwight's Cow..... 3 15
Emblem..... 2 10
Butter..... 3 00
Sodio..... 3 00
Wyandotte, 100 lbs..... 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 3 lb. boxes free.

Diamond Crystal
Table, cases, 24 3 lb. boxes..... 1 40
Table, barrels, 100 3 lb. bags..... 3 00
Table, barrels, 40 14 lb. bags..... 2 75
Butter, barrels, 200 lb. bulk..... 2 55
Butter, barrels, 20 14 lb. bags..... 2 85
Butter, sacks, 28 lbs..... 27
Butter, sacks, 56 lbs..... 67

9

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 1/4
Georges selected..... @ 6
Grand Bank..... @ 5
Strips or bricks..... 6 @ 9
Pollock..... @ 3 1/4

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

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

Mackerel
Mess 100 lbs..... 12 25
Mess 40 lbs..... 5 75
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

SEEDS
Anise..... 9
Canary, Smyrna..... 4
Caraway..... 8
Cardamon, Malabar..... 60
Celery..... 12
Hemp, Russian..... 4 1/4
Mixed Bird..... 3 1/2
Mustard, white..... 10
Poppy..... 10
Rape..... 4 1/4
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

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

Proctor & Gamble brands
Lenox..... 3 00
Ivory, 6 oz..... 4 00
Ivory, 10 oz..... 6 75
N. K. Fairbanks brands
Santa Claus..... 3 25
Brown..... 2 40
Fairy..... 4 00
Detroit Soap Co. brands
Queen Anne..... 3 15
Big Bargain..... 1 75
Umpire..... 2 15
German Family..... 2 45

A. B. Whisley brands
Good Cheer..... 3 80
Old Country..... 3 20
Gowans & Sons brands
Oak Leaf..... 3 25
Oak Leaf, big 5..... 4 00

Beaver Soap Co. brands
Grandpa Wonder, large..... 3 25
Grandpa Wonder, small..... 3 85
Grandpa Wonder, small.....

Johnson Soap Co. brands—
Silver King..... 3 60
Calumet Family..... 2 70
Scotch Family..... 2 50
Cuba..... 2 40
50 cakes..... 1 95
Ricker's Magnetic..... 3 90
Dingman Soap Co. brand—
Dingman..... 3 85
Schultz & Co. brand—
Star..... 3 00
B. T. Babbit brand—
Babbit's Best..... 4 00
Fels brand—
Naphtha..... 4 00

Scouring
Sapollo, kitchen, 3 doz..... 2 40
Sapollo, hand, 3 doz..... 2 40

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

SPICES
Whole Spices
Allspice..... 12
Cassia, China in mats..... 12
Cassia, Batavia, in bund..... 28
Cassia, Saigon, broken..... 38
Cloves, Amboyana..... 17
Cloves, Zanzibar..... 14
Mace..... 55
Nutmegs, 75-80..... 50
Nutmegs, 105-10..... 40
Nutmegs, 115-20..... 35
Pepper, Singapore, black..... 18
Pepper, Singapore, white..... 20
Pepper, shot..... 28

Pure Ground in Bulk
Allspice..... 16
Mustard..... 18
Pepper, Singapore, white..... 20
Pepper, Singapore, white..... 20
Pepper, Cayenne..... 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 1/2
Kingsford's Silver Gloss
40 1-lb. packages..... 7
6 lb. boxes..... 7 1/2
Common Corn
20 1-lb. packages..... 4 1/4
40 1-lb. packages..... 4 1/4
Common Gloss
1-lb. packages..... 4 1/4
3-lb. packages..... 4 1/4
6-lb. packages..... 5
40 and 50-lb. boxes..... 3 1/4
tarrels..... 3 1/4

SUGAR
Domino..... 5 75
Cut Loaf..... 5 75
Crushed..... 5 75
Cubes..... 5 50
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 35
Conf. Granulated..... 5 50
2 lb. bags Fine Gran..... 5 40
5 lb. bags Fine Gran..... 5 40
Mould A..... 5 60
Diamond A..... 5 25
Confectioner's A..... 5 05
No. 1, Columbia A..... 4 95
No. 2, Windsor A..... 4 85
No. 3, Ridgewood A..... 4 85
No. 4, Phoenix A..... 4 80
No. 5, Empire A..... 4 75
No. 6..... 4 70
No. 7..... 4 60
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

11

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

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine
Worcestershire.

Lea & Perrin's, large..... 3 75
Lea & Perrin's, small..... 2 50
Halford, large..... 3 75
Halford, small..... 2 25
Salad Dressing, large..... 4 55
Salad Dressing, small..... 2 75

TEA
Japan
Sundried, medium..... 28
Sundried, choice..... 30
Sundried, fancy..... 40
Regular, medium..... 28
Regular, choice..... 30
Regular, fancy..... 40
Basket-fired, medium..... 28
Basket-fired, choice..... 35
Basket-fired, fancy..... 40
Nibs..... 27
Siftings..... 19@21
Fannings..... 20@22

Gunpowder
Moyune, medium..... 26
Moyune, choice..... 35
Cassia, Batavia..... 50
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, regalla..... 70 00
Elk's Heart, concha..... 55 00
W. S. W..... 35 00
Bald Head..... 35 00

A. Bomers' brand.
Plaindealer..... 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..... 26
Lubetsky Bros.' Brands.
B. L..... \$33 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands.
Royal Tigers..... 56@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
Hilson Co..... 35@110 00
T. J. Dunn & Co..... 35@70 00
McCoy & Co..... 35@70 00
The Collins Cigar Co..... 10@35 00
Brown Bros..... 15@70 00
Bernard Stahl Co..... 35@90 00
Banner Cigar Co..... 10@35 00
Seidenberg & Co..... 55@125 00
Fulton Cigar Co..... 10@35 00
A. B. Ballard & Co..... 35@175 00
E. M. Schwarz & Co..... 35@110

THE NULITE

750 Candle Power ARC ILLUMINATORS
Produce the finest artificial light in the world.

Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting.

They darkness into daylight turn, And air instead of money burn.

No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere.

We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO.,
81 L. Fifth Ave. Chicago, Ill.

Promptness

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

They will be shipped on the first train.

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

Therefore, prompt shipments.

BROWN & SEHLER.

Grand Rapids, Michigan.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50Tradesman Company,
Grand Rapids.

12

San Telmo.....	35¢ 70 00
Havana Cigar Co.....	18¢ 35 00
C. Costello & Co.....	35¢ 70 00
LaGora-Fee Co.....	35¢ 70 00
S. I. Davis & Co.....	35¢ 185 00
Hene & Co.....	35¢ 90 00
Benedict & Co.....	7.50¢ 70 00
Hemmett 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¢ 250 00
La Carolina.....	96¢ 200 00
Standard T. & C. Co.....	35¢ 70 00
H. Van Tongeren's Brand.....	35 00

Fine Cut

Uncle Daniel.....	58
Ojibwa.....	38
Forest Giant.....	38
Sweet Spray.....	35
Cadillac.....	57
Sweet Loma.....	38
Golden Top.....	27
Hiawatha.....	28
Telegram.....	28
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.....	35
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	24
Palo.....	36
Kylo.....	36
Hiawatha.....	36
Battle Axe.....	37
American Eagle.....	54
Standard Navy.....	38
Spear Head, 16 oz.....	43
Spear Head, 8 oz.....	45
Nobby Twist.....	49
Jolly Tar.....	39
Old Honesty.....	45
Toddy.....	38
Piper Heidsieck.....	64
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32

Smoking

Hand Pressed.....	46
Double Cross.....	37
Sweet Core.....	40
Flat Car.....	37
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 6 lb.....	28
I X L, 30 lb.....	32
Honey Dew.....	37
Gold Block.....	37
Flagman.....	40
Chips.....	35
Klin Dried.....	25
Duke's Mixture.....	40
Duke's Cameo.....	40
Honey Dip Twist.....	39
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	39
Yum Yum, 1 lb. palls.....	37
Cream.....	37
Corn Cake, 2 1/2 oz.....	25
Corn Cake, 1 lb.....	23
Plow Boy, 1 1/2 oz.....	35
Plow Boy, 3 1/2 oz.....	35
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

TWIN

Cotton, 3 ply.....	20
Cotton, 4 ply.....	20
Jute, 2 ply.....	12
Hemp, 6 ply.....	10
Flax, medium.....	10
Wool, 1 lb. balls.....	8

VINEGAR

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

WASHING POWDER

Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Pearline.....	2 90
Scourine.....	3 50

WICKING

No. 4, 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.....	
Trojan spring.....	85
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	80
12 B. cotton mop heads.....	1 25
Pails.....	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 80
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.....	2 50
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

WRAPPING PAPER

Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3 1/4
Butcher's Manila.....	2 3/4
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.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 8 oz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

FISH AND OYSTERS

White fish.....	Per lb.
Trout.....	9
Black Bass.....	11 1/2
Halibut.....	12
Ciscoes or Herring.....	4
Bluefish.....	10
Live Lobster.....	20
Boiled Lobster.....	20
Cod.....	11
Haddock.....	7
No. 1 Pickrel.....	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 60
Standards.....	1 35
Anchor Standards.....	1 10
Anchor Standards.....	1 15

Oysters in Cans

F. H. Counts.....	35
F. J. D. Selects.....	30
Selects.....	25
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:

Green No. 1.....	6
Green No. 2.....	5
Cured No. 1.....	7 1/4
Cured No. 2.....	6 1/4
Calfskins, green No. 1.....	9 1/4
Calfskins, green No. 2.....	8 1/4
Calfskins, cured No. 1.....	10 1/4
Calfskins, cured No. 2.....	9 1/4
Pelts.....	
Lamb.....	50¢ 10 10
No. 1.....	4 1/4
No. 2.....	3 1/4
Washed, fine.....	18¢ 20
Washed, medium.....	22¢ 24
Unwashed, fine.....	12¢ 14
Unwashed, medium.....	10¢ 18
Furs.....	
Beaver.....	1 00¢ 23 00
Wild Cat.....	10¢ 50
House Cat.....	10¢ 25
Red Fox.....	10¢ 75
Grey Fox.....	10¢ 75
Lynx.....	10¢ 75
Muskrat.....	20¢ 8
Mink.....	25¢ 20 00
Raccoon.....	10¢ 80
Skunk.....	15¢ 21 00

14

CANDIES	
Stick Candy.....	bbls. palls
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Loaf.....	9
Jumbo, 32 lb.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10 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.....	15 1/2
mixed.....	13
Crystal Cream mix.....	13

Fancy-In Bulk

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

Fancy-In 5 lb. Boxes

Lemon Sours.....	55
Peppermint Drops.....	60
Chocolate Drops.....	65
H. M. Choc. Drops.....	65
H. M. Choc. Lt. and Dk. No. 12.....	1 00
Gum Drops.....	30
Licorice Drops.....	30
Lozenges, plain.....	55
Lozenges, printed.....	55
Imperial.....	60
Molasses.....	60
Cream Bar.....	55
Molasses Bar.....	55
Hand Made Creams.....	80
Cream Buttons, Pep. and Mint.....	65
String Loaf.....	65
Wintergreen Berries.....	60

Caramels

No. 1 wrapped, 3 lb. boxes.....	250
Penny Goods.....	55¢ 60

FRUITS

Oranges.....	
Florida Russett.....	2
Florida Bright.....	2 75¢ 3 25
Fancy Navel.....	2 50¢ 3 00
Extra Choice.....	2 50¢ 3 00
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamaicas.....	2
Rodi.....	2

Lemons

Messina, 300s.....	3 25¢ 3 50
Messina, 360s.....	3 00¢ 4 50
California 360s.....	3 25¢ 3 50
California 300s.....	3 00¢ 3 25

Bananas

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

Foreign Dried Fruits

Figs.....	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2
Extra Choice, 10 lb. boxes.....	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. boxes.....	2
H. H. low.....	5 1/2
lb. cases, new.....	5 1/2
Safrs, 60 lb. cases.....	4 1/2

NUTS

Almonds, Tarragona.....	18
Almonds, Ivica.....	18
Almonds, California, soft shelled.....	17¢ 19
Brazils.....	12
Walnuts.....	13 1/4
Walnuts Grenoble.....	14
Walnut, soft shelled.....	14
California No. 1.....	14
Table Nuts, fancy.....	14
Table Nuts, choice.....	10
Pecans, Med.....	11
Pecans, Ex. Large.....	11
Pecans, Jumbos.....	12
Hickory Nuts per bu. Ohio, new.....	2
Cocoanuts, full sacks.....	75
Chestnuts, per bu.....	2

Peanuts

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

15

AKRON STONWARE

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

Churns

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

The Man Who Shirks Responsibility Should Have None.

Written for the Tradesman.

"Do you know a meaner sort of man to trade with—or to get along with for that matter—than the fellow that shirks? There are always three processes to go through with—finding the trouble, hunting down the author and overcoming it or him or both; I usually go for both and if I carry my point there isn't left anything of either!"

When the man with that particular grip began in this way the only thing to do was to listen or get out of hearing. Talk he did and would. There was a diversity of opinion in regard to the value of what he said; but there was none as to his intentions—they were all right. It did no good to offer objections. In the first place he wouldn't listen and in the second place he kept right on and wouldn't listen to you. He wasn't always lengthy and he didn't insist that you should agree with him; but if you stayed you simply had to listen to him until he got through and that was all there was about it. So when he had stated what the relations of responsibility and the shirk are, that was enough. Those who wanted to go out could do so—like church folks at communion time—but those who didn't were expected to stay in their seats and behave themselves.

"I had a little of that to-day. A few miles out here on the D & M. I struck a town where there is just that sort of man. He wants to be at the head of everything, mind you, but if things don't go to suit he always turns it off onto the other fellow. He had ordered a lot of goods that he thought were going to sell like hot cakes and when I went there this time and they hadn't sold at all the proprietor wanted to know why I had overpersuaded Higgins into buying a lot of unsalable trash. I saw how the cat was going to jump and I said, 'Call in your man. Let's see how much "overpersuading" I went through with.' He began to grow red the minute he came in. I out with my memorandum and as I turned the leaves to the right place I said: 'Now go ahead and tell me just what I said.' Of course, it turned out that he was the only responsible party and then you should have heard the old man go for him. Finally I put my oar in for the fellow, but that didn't do any good. 'It isn't the only time that he's been caught, he's always at it; and the one thing I want above all others is a fellow that will stand up and look you in the face and say: "What's the matter? I'm the one that did that. It didn't turn out as I expected—I can't tell why because I don't know—but I did it." That fixes things. You feel as if there wasn't any need of looking any further and there isn't. I say, give me a man that will stand up man-fashion and acknowledge his faults.'

"This man happened to stand next to the proprietor, but that didn't make any difference. You'll find the sneak all along the line. I've tracked a blunder from the head of a department to the clerk behind the counter and every blamed one of 'em would deny that he knew anything about it and only an accident would locate the mischief. Your sleek, smooth tongued floorwalker puts up a job and lets the stupider inferior unwittingly carry it out. If it is a success he pats his own back and writes himself down a good fellow. If he fails the fat is in the fire and the inferior gets a whack over the knuckles.

"It isn't always in trade that the same quality appears. My wife had a certain maid and a cat. They both came into the kitchen the same day. I took to the cat and my wife was ready from the start to pin her faith to the girl. At the end of a week we began to run short of dishes. We never heard any crash and my wife to this day declares that she never saw a girl who could handle china more deftly than that Mary. The secret came out at last: The dish-smasher was the cat! There couldn't be any other explanation. Mary declared with tears in her eyes that she didn't do it and the cat instinctively clung to me. Finally one sad day the cat was caught on the breakfast table. A plate followed her sudden departure and the cat had to go. She went—but Mary went, too. That same day I happened to be in the house when a crash was heard in the kitchen and, going in, I saw that good-for-nothing trollop with the pieces in her hand. I didn't ask any questions and she didn't say a word; but when I went home at night Mary and her trunk had gone. A day or so later my wife found a barrel in the cellar that purported to be an ash-barrel. It was in the way and, an attempt to move it proving difficult, I was called down. Heavy wasn't the word. The topping of ashes was removed and there were the dishes our delightful Mary had smashed. 'Just see the work of that blamed old cat!' I said. 'Don't you think you are smart?' was the rejoinder and the affair hasn't been mentioned since.

"Ever get into a crowd of workmen when a broken tool was found, all men, mind you? There is only one thing like it in the whole world and that is in a schoolroom when a spitball has gone up to the ceiling with a spat and stays there. The cat did it! Of course the girls didn't, for, while they can outchew any ten men, they can't throw. The boys didn't, for every boy there was toiling might and main at that particular moment to stand at the head of the class. 'Silent be! It was the cat!' That was what the bright young teacher said as he put on his spectacles and looked at the huge stalactite: 'It is a peculiarity of that domestic animal. It likes to haunt schoolhouses. Although carnivora, and so cutting its food, it has the remarkable ability of chewing paper into a pulp and by a deft twist of its tail whisking the mass through the keyhole and hurling it with a resounding spat upon the ceiling of the schoolhouse! Investigation has proved that this is Nature's test to find a sneak. After the spat and the silence the sneak sits still, studies his book and turns red and the boy who knows all about it will get up and say that he'll sweep it down at recess. Is it sneak or hero, boys?' 'Taint a sneak, I can tell you that!' and somehow that teacher and that boy worked up into the same law office not so many years after that.

"I always like to tell that story. In the first place it's true and in the second place we grayheaded fellows who are reaching the end of the road can't get away from the fact that we are more or less responsible for the boys that are coming out of the schoolhouses into our places. Men and women, fathers and mothers, don't mean to, but the sneak or the shunner of responsibility is the result of training at home and at school. 'Did you cut down that cherry tree, George?' in the tone and manner of an executioner on the spot, has made us a country of dodgers. The small child

lies, the boy repeats his experience, the young man refuses to face the music, maturity keeps still while the investigation is going on and the world grimly announces that 'It's the cat!'

"Nobody wants to see a criminal, but the whole world wants to bless its eyes with the sight of the man who calmly stands up and says, 'I did it,' with the repentant or unrepentant George. 'I am the man.' 'The sale was not a success, but I am responsible for it.' 'I dropped the dish and broke it.' 'I threw the spitball.' 'I ate the apple.' 'I am the man. What are you going to do about it?' Talk to me about heroes on the battlefield! I tell you the battles and the heroes are right among us; and the home and the school that fail to bring them out will find, one of these days, that there is such a thing as responsibility and that he who fails to assume it will not be written down among the world's greatest and best."

Signs About the Store.

The signs throughout the store displaying prices or giving information about goods should always be neatly and carefully made. They are a very important part of the interior display of the store, and give a very shabby appearance where they are untidy and poorly made. The effect of good signs is also sometimes spoiled by hanging them poorly, or placing them in a bad position. There are numerous little points about this that it would pay every retail merchant to watch very carefully. See that your signs hang straight; they do not look very nice when one corner droops by fastening them to goods with pins, where the pin is sometimes removed and replaced in another position, leaving old pin holes showing. A sign

should always be carefully placed with regard to its height from the floor. It should not be so high up that it is read with difficulty, or so low down that a person of ordinary height is apt to overlook it. Signs are best displayed by hanging them on or from a stand, or by framing them neatly and placing them in the position desired.

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

Even a fool who speaks the truth is better than a hundred liars.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

Testimonial That Tells

The Advertisement

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

The Result

Decatur, March 18--Enclosed find draft to pay for Want Column advertisement in your paper.

I am greatly pleased with the results of that little advertisement. It has done what nothing else could have done in the way of finding merchants wanting a location. Many thanks. Will try you again some day.

L. BRIGHAM.

The Wants Column Department of the Michigan Tradesman is open to all.

The Grip of the Business Man.

Written for the Tradesman.

Some months ago it began to be rumored in certain cities that the fate of the cigarette was sealed because the business man, for certain definite reasons, had concluded that the boy who smoked cigarettes was not the boy for him. The hands of applicants were examined and those fingers that told their unmistakable story of intimacy with the forbidden cigarette were not employed. When that became an unquestioned fact cigarette smoking received its death blow and what the home, the school and legislation could not accomplish was done by that simple action of the business man.

It seems that the same silent authority has been turning its attention to the question of drink. Nothing seems to check, nothing to control it and the idea of overcoming it has almost been given up. Evidently too indifferent or too busy to care for it, the business man has kept on in his daily rounds with no concern. If a man drank it was the drinker's lookout and when the habit became unbearable the man was discharged and another took his place and no questions were asked.

That method has reached its culmination. The business man, although silent, has been thinking. He has been doing so to some purpose. He has reached certain definite conclusions and some days ago he stated them. The spokesman was the superintendent of the Dubuque division of the Chicago and Great Western and he prohibits his employees from using intoxicating liquor in any form or at any time. There are no exceptions. Trainmen, station agents, foremen and others who hold responsible positions with the company are prohibited from entering saloons or using liquor whether on or off duty and the penalty for any violation of this rule is the immediate discharge of the offender. An order that rakes the whole line without fear or favor, with the evident determination of understanding the consequences and facing them, can not fail to make a sensation. This has. Officer and subordinate looking over his shoulder have read it, looked into each other's faces and gone their way thinking. The thought has gone deeper from the fact that, far-reaching as the order is, it does not include the whole. It also "commands" all employees to pay their honest debts and any failure to do so will cause their immediate discharge unless a reasonable explanation is at once forthcoming. It looks much as if the business man had turned philanthropist and by the carrying out of an ordinary rule was determined to turn society upside down.

There is a class of men who will sharply and wrathfully attack this order as an infringement of personal rights. It has been done before, it will be done now; but there is a difference. The law in preceding instances has been appealed to and in a free country, it is contended, this must be denied. There is here no appeal to law. This is a private business. It has met an evil which threatens it and its patrons with death. It must protect itself. It intends to do just that. Too long has it suffered the ill repute that comes from a drink-muddled brain. A whisky sleep, a neglected switch, a blunder here, a mistake there, a bit of inexcusable carelessness somewhere else, every one of them due to this single, omnipresent cause, and the good name and the management of the road are hopelessly ruined. There has been

altogether too much of this. There is to be no more; hence the order and hence the determination to carry it out. The will of the road is stated. Its conditions are plain. It remains for each man to decide whether he will or will not work under the new conditions. It is a free country, free alike for employer and employee. On the one side wages and health and home and prosperity and a greater security for the traveling public; on the other side the reverse of these.

That the result of the order will be carefully watched by the public goes without saying. That part especially that travel will enjoy a greater sense of security than it ever has before. Home and the interests that center around it—the church, the school, society—will take on a new lease of life, certain now that prosperity has come to stay. Trade, surer than before of no unpaid bills, will flourish and village and town along that line will blossom into prosperity before unheard of, for the wages that have gone into the tills of the saloons will be turned into legitimate channels and the old condition will again be verified of the waste places being made to "blossom like the rose."

The business man has at last concluded to put his hand to the plow. Let the rest of the world help or fall back. Whisky and the cigarette he has condemned and the waiting world will rejoice over the condemnation and the far-reaching result.

Misnamed Commodities.

Cayenne pepper is prepared, not from a pepper plant, but from a capsicum. Neither is burgundy-pitch pitch; nor does it come from Burgundy.

Jerusalem artichokes do not come from Jerusalem. The plant is not a native of the Holy Land. The Jerusalem artichoke is a sunflower, and gains its name from the French word "girasole," meaning "plant which turns toward the sun."

Turkeys do not come from Turkey. The bird is a native of America.

Camels' hair brushes are made from the soft, bushy tail of the common squirrel.

German silver is not silver at all, but an alloy of various of the baser metals, which was invented in China, and used there for centuries. An injustice is done to Germany in calling the cheap but useful wooden cased clocks she has so long produced Dutch. The mistake arises from the German word for "German"—"Deutsch."

Cork legs are not constructed of cork, neither did they come from the city of that name. The usual material for a cork leg is weeping willow, covered with rawhide. People with or without cork legs sometimes pride themselves they are wearing porpoise-hide boots. So-called porpoise-hide is in reality the skin of the white whale.

Prussian blue does not come to us from Prussia. It is a chemical product of which England makes her full share. Irish stew is not an Irish, but an English dish; and Turkish baths did not originate in Turkey, but in Russia.

Cleopatra's Needle has nothing to do with Cleopatra, but was set up about 1,000 years before that lady was born, by Thothmes III., a full record of whose wonderful exploits is preserved in the Temple of Karnak, and in the British Museum.

The Higher Plane.

"Do you subscribe to this statement that a woman ought to look up to her husband?" enquired Mr. Meekton's wife.

"Well, Henrietta," he answered, cautiously, "I do think that when there is any picture hanging or anything like that going on in the house it's a man's duty to assume the position of perilous responsibility at the top of the stepladder."

The Star Pharmacist of New York.

Mrs. Marietta Harmon, of Syracuse, is the star pharmacist of New York. She has received the highest rating ever given by the New York State Board of Pharmacy in an examination for a license as a registered pharmacist. Mrs. Harmon's examination was rated as perfect, so there is no chance for her record to be broken.

There were sixty-two applicants from all parts of the State who took the examination, and Mrs. Harmon was the only woman. Mrs. Harmon is a teacher in Putnam School, in Syracuse. Her husband, who died three years ago, was a druggist, and left the business to her management. Finding that she could not sell to advantage, Mrs. Harmon determined to learn pharmacy and carry on the business. She continued her school teaching, but devoted all her time out of school hours to the study of drugs. Now she stands at the top of the profession.

Somewhat Similar.

"Were you ever taken for a minister?" asked the soubrette.

"No," said the leading man with the spiritual face, "but I've been treated like one."

"Eh?"

"I have sometimes been compelled to wait six or seven months for my salary."

Generous Playing.

Ethel—Mamma told me I could stay in the parlor last night while Mr. Hugard was calling on sister Bess.

Elsie—Did she?

Ethel—Yes, and it was great fun. We played "blind man's buff," and they let me be the blind man nearly all the time.

Now over in the land of the Mikado the Japs have formed a coal trust and jumped the price of that commodity up 25 cents a ton. "Imitation is the sincerest flattery."

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—THE BUSINESS OF THE ANN Arbor Manufacturing Co., Ann Arbor, Mich., with machinery; also rent or sale of building. A rare chance to secure a live business which will stand investigation. 760

FOR SALE—GROCERY STOCK INVOICING about \$800. Hold agency United States Express Co., which pays \$300 per year. Cheap rent, best location in town. Address No. 762, care Michigan Tradesman. 762

TWO CHOICE EMMET COUNTY FARMS, 40 and 80 acres, to exchange for merchandise. Lock Box 280, Cedar Springs, Mich. 761

FOR SALE—TEN BY EIGHT STEVENS' patent cooler in good condition. S. Homrich, 369 First St., Grand Rapids. 764

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 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 BUSI- ness 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 BEND- ing 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 SHAFT- ing for making wooden cloak frames. Behse Manufacturing Co., Coldwater, Mich. 756

FOR SALE—STOCK DRY GOODS, GROCE- ries, 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 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 with 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 AUTO- matic Acetylene Gas machine in good condition. C. L. Dolph, Temple, Mich. 733

FOR SALE—THE ONLY BOOK, STATION- ery, wall paper and news agency business in town 4,500; terms easy, come quick. Address No. 731, care Michigan Tradesman. 731

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

FOR RENT—A GOOD BRICK STORE WELL located in a good business town. Address Mrs. A. M. Colwell, Lake Odessa, Mich. 722

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 MER- chandise, 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 CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

WANTED—MERCHANTS TO CORRE- spond with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—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—DRUG CLERK OF TWO OR three years' experience, or registered assistant. Apply to Hazeltine & Perkins Drug Co., Grand Rapids. 765

REGISTERED PHARMACIST, MARRIED, IS open for engagement after April 1. Wife and self are accomplished musicians. Address Strong, 312 So. Washington St., Saginaw, Mich. 763

WANTED—EXPERIENCED BOOK-KEEP- er for large general store. Give full information as to yourself, former work, references and salary expected. Address No. 759, care Michigan Tradesman. 759

TRAVELING SALESWOMAN, EXPERI- enced, A1 references, wishes position with reliable house, western territory preferred. Address No. 757, care Michigan Tradesman. 757

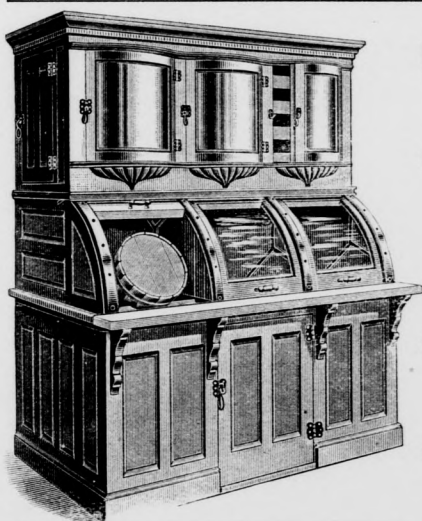
WANTED—POSITION BY TRAVELING saleswoman who has had ten years' experience on the road selling baking powder and grocers' sundries. Well acquainted with both wholesale and retail trade. Address No. 758, care Michigan Tradesman. 758

WANTED—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

"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



Borden & Selleck Co.,

48-50 Lake St., CHICAGO, ILL.

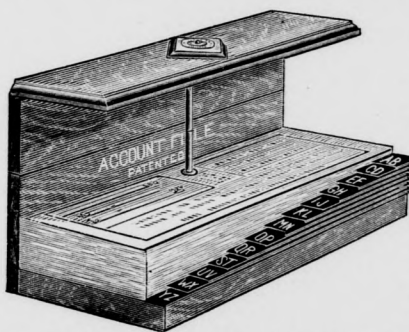
Swell Front Roll Top Refrigerators and Butter Boxes.

HOWE & FROEMNER
Agate Bearing Scales.

STAR COFFEE MILLS,
For granulating and pulverizing.

Outfits for retail grocery stores.
Correspondence Solicited.

Simple Account File



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

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

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

TRADESMAN COMPANY, Grand Rapids

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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Adrian Retail Grocers' Association
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President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HOKR.

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

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

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

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

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

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

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

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



Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.
D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.
DIRECTORS.
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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 10, 1901.

Going North.
Lv G'd Rapids..... daily daily ex Su ex Su
7:15a 2:10p 10:45p 5:20p
Ar. Cadillac..... 11:20a 5:40p 2:10a 9:00p
Ar. Traverse City.... 1:30p 7:50p 4:15a
Ar. Petoskey..... 2:50p 9:15p 5:35a
Ar. Mackinaw City... 4:15p 10:35p 6:55a
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.
Lv G'd Rapids..... ex Su ex Su Daily ex Su Daily
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 9:10am daily, 2:00pm, 9:45pm, 10:15pm 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 9:15am.
Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO

Except Sunday Daily
Lv. G'd Rapids (Union depot) 12:30pm 11:30pm
Ar. Chicago (12th St. Station) 5:25pm 6:55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO

Except Sunday Daily
Lv. Chicago (12th St. Station) 5:15pm 11:30pm
Ar. G'd Rapids (Union depot) 10:15pm 6:55am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm 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.

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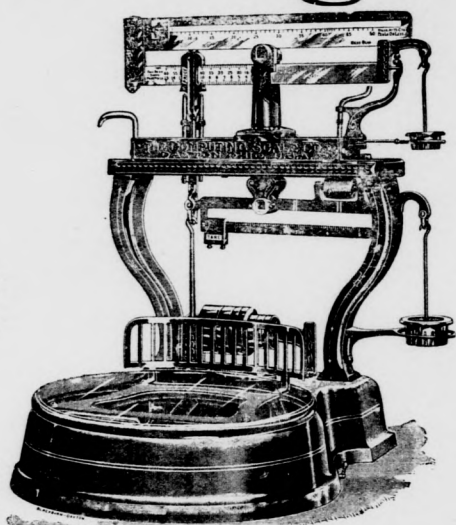
The First Message from Mars

TO NICOLA TESSLA, VIA WIRELESS TELEGRAPHY ROUTE:
EARTH:

Please put me in communication with The Computing Scale Company. Have just heard of the Moneyweight System. Must adopt it here.

☉ ☉ ☉

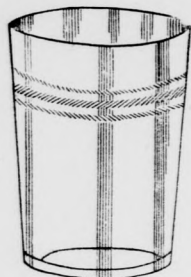
MARS.



There is no place in the universe that our system of handling merchandise would not be acceptable if it were only known. With the 95,000 scales that we now have on the market it looks, however, as if some one besides Mars had heard of them. They should be in every well-managed, up-to-date business house selling goods by weight, for it is the only **System** by which you can sell one dollar's worth of goods and realize one hundred cents in return. Sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, Ohio, U. S. A.

We Point to the Fact 20000 Cords Hemlock Bark Wanted



that we have not raised our price on pressed table tumblers, the recently reported jump in prices notwithstanding.

We will ship you from our stock a barrel of 21 dozen assorted pressed tumblers at

18 cents per dozen

There are three styles in each barrel, all with neat pressed bands and of good heavy crystal glass.

REMEMBER we make no charge for barrel which is done in all factory shipments; and the difference in freight taken into consideration will convince you that ours is the lowest of all the low prices quoted. Our "Bargain Sheet" for March will be mailed this week. Ask for it if you don't receive it.

H. LEONARD & SONS, Grand Rapids, Michigan

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.



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