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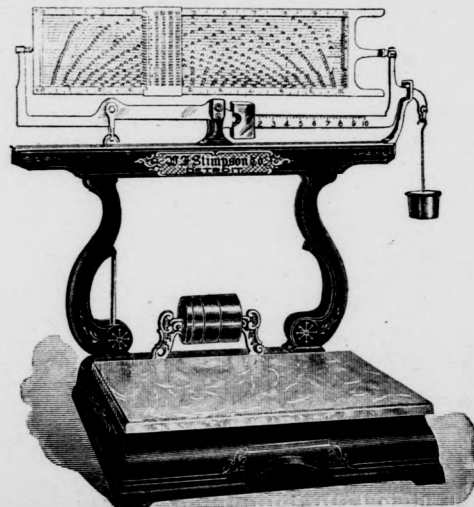
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MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, APRIL 10, 1901.

Number 916

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.

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BARLOW BROS.

Grand Rapids, Michigan

Tradesman Coupons

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THE NATIONAL DRINK BILL.

The American people in the year 1900 spent more than one thousand million dollars, or, in other terms, over one billion, for intoxicating liquors. These figures are not sent out as a sort of moral scarecrow by some religious or total abstinence publication, but they are found in the American Grocer of April 3, a mercantile journal that takes no account of the moral or immoral effects of drinking liquors, but is interested only in recording the markets and other facts concerning the various articles of merchandise embraced in the grocery trade. The figures are not guesswork, but are derived from the reports issued by the United States Bureau of Statistics. From the bureau's data the following figures as to the value of alcoholic and non-alcoholic beverages are given. The alcoholic drinks embrace spirits, beers and wines. The non-alcoholic are coffee, tea and cocoa or chocolate. The figures are as follows:

Alcoholic drinks	\$1,059,563,787
Coffee	125,795,530
Tea	37,312,608
Cocoa	6,000,000
Total, 1900	\$1,228,674,925
Total, 1899	1,146,897,822
Total, 1898	1,177,661,366

The above represents a yearly per capita expenditure for beverages of \$16.17 for the 76,304,799 inhabitants of the United States, or a little less than 4½ cents per day.

The quantities of the four leading beverages consumed for the year ending June 30, 1900, were as follows:

Coffee	1,257,985,296
Beer	1,221,500,160
Tea	416,515,885
Spirits and wines	112,675,873

The official Government statistics show that in 1900 there were consumed in the United States, for each head of population, one and a quarter gallons of spirits, half a gallon of wine, and sixteen gallons of beer, making a total of seventeen and three-quarter gallons of spirituous and fermented liquors to each head of population, including men, women and children, for which more than one thousand million dollars were paid.

One fact of interest derived from the statistics is that there has been in the

last ten years a steady, if small, decline in the amount of strong spirits consumed, while there has been a corresponding increase in the quantity of beer. Wine has stood at about the same figures, the quantity fluctuating with the degree of prosperity or the lack of it; but, be the times good or bad, the people must have their liquor. The greatest consumption was in 1893, when it was 18.20 gallons per head, and the smallest was in 1897, when it was 16.50 gallons.

Enormous as is the annual drink bill of the nation, there might be no objection to it if nobody got more than seventeen gallons a year; but when it is taken into consideration that most of the millions of the women and children, and many of the men, drink little or nothing, it will be seen what a vast quantity of it goes down the throats of the steady drinkers, and it is at the expense of a billion dollars, more money than can be conceived of without an effort of the imagination. What vast quantities of the earnings of labor have been diverted from the support of families, to be swallowed up in the vortex of drink. The amount of misery and crime that has resulted from that vast consumption of intoxicating liquors is beyond computation.

While prohibitive legislation is powerless to check the drink waste, there is growing up in the business world a force that is more powerful than everything else to work a reform: It is the fact that in many branches of business drinking men are not tolerated. They can not get employment if their condition is known and they are discharged from service when their habits are discovered. In other branches of business drunkards receive no consideration whatever, and this state of feeling is steadily growing, because it is enforced by the strenuous demands of economy and good service. The day is going to come when no man who allows himself to get under the influence of intoxicating liquors will be able to find employment in any business. There will be no morality about this, but only cold commercialism. This will do more to enforce sobriety than could all the prohibitive and repressive legislation that could ever be enacted.

It is very unfortunate for the merchants of Michigan that the father of the Nevins bill and its chief lobbyist should have had a falling out at a critical period in the history of the measure. The trouble appears to have originated in the attempt of the lobbyist to assume that he was the whole thing, thus ignoring the legislator who had fought for the bill, step by step, in its progress through the Judiciary Committee and the House of Representatives.

The British are making a great mistake in determining to make no more purchases of horses and mules in this country. Our sympathy with the Boers may become extremely acute when the British side of the war ceases to be profitable to us.

FALLEN AMBITION.

An interesting development in the proposed garnishment legislation which has recently occupied so much of public attention is the falling out between the author of the Nevins bill and its most active advocate, the secretary of the so-called mercantile association. Representative Nevins, in introducing and advocating the bill, appears to have been actuated solely by a desire to secure an improvement in the present out-of-date conditions. The officious zeal of Mr. Cozzens prompted him to adopt the movement and make it ostensibly the principal object to be gained by his loudly-heralded efforts in the legislative lobby. In his short-sighted anxiety to accomplish something—whether it amounted to anything or not—he appeared to be willing to overlook all questions of merit in the legislation; so when the union labor delegations who appeared before the Judiciary Committee had secured such modifications of the original draft as would make its operation, as compared with the present law, of no benefit to the merchant, he immediately took it upon himself to issue a circular letter to the members of the House, arbitrarily announcing himself as satisfied with the measure and utterly ignoring the man who had introduced the bill and who was responsible for its progress. Mr. Cozzens had promised to secure the enactment of a law. When it came to a show down, every one must stand aside and permit the miserable compromise reported out by the Judiciary Committee to be enacted, even although it placed the merchants of Michigan in worse shape than they are under the present law.

Fortunately for all concerned, the merchants of Michigan and their representatives in the House are not such fools as to overlook all questions of merit in such a measure. When the bill was reported out with so large a flat exemption and so small a percentage of the remainder liable to garnishment as to make the costs greater than the liability in most cases—thus making the operation an absurdity—the sincere friends of improved legislation wisely called a halt, much to the disgust and consternation of the man whose ill-advised efforts have resulted in the defeat of all remedial legislation of a satisfactory character at this session of the Legislature. In thus underrating the intelligence of Michigan business men, Mr. Cozzens makes a serious mistake. Any one who is not equal to the task of securing business legislation which is an improvement over present laws had better repress such ambitions and relegate the work to those who are actuated by a desire for better conditions rather than for personal aggrandizement.

Now comes a professor declaring that Adam was a Chinaman. The only apparent way for the powers to get even is to demand a larger indemnity.

If Funston will only avoid Hobsonistic functions and keep out of the recent magazines, he will prove himself truly great.

COZZENS A JONAH.

Has "Done More to Hurt Than Help Garnishment Bill."

The leading daily papers of Detroit maintain regular correspondents at Lansing during the sessions of the Legislature. It is the duty of these men to chronicle the news current each day in the Capital and to transmit it to their newspapers without color or bias. Last Friday the Nevins garnishment bill came up for third reading in the House of Representatives. It is, perhaps, just to Mr. Nevins to qualify this statement by saying that the bill was not his original measure, but the miserable substitute reported out by the Judiciary Committee, which would, if enacted, place the merchants of Michigan in a worse plight than they are at present under the antiquated law which has so long disgraced the statute books. The action taken at this time is thus described by the correspondent of the Detroit Tribune:

GARNISHEE BILL TABLED

NEVINS REFUSED FRED H. COZZEN'S REQUEST TO TAKE IT UP AT ONCE.

Latter Got Out Printed Circulars Telling Legislators the Measure Is Now Satisfactory to Business Men's Association.

(From a Staff Correspondent.)

LANSING, Mich., April 5.—Contrary to general expectation the amended Nevins garnishment bill did not come up for a vote on its passage in the house this forenoon. Because he wasn't feeling well, physically and mentally, Rep. Nevins, according to his own statement, had action on the bill deferred.

When the representatives met at 9 o'clock in the morning, they found on their desks copies of a circular letter, signed by Fred H. Cozzens, as secretary of the Business Men's Association of Michigan, which reads as follows:

On behalf of the business men's association of Michigan, of which I am secretary, representing several thousand merchants, I wish to say that the Nevins house bill No. 25, as reported out by the committee on judiciary and passed by the committee of the whole yesterday, is acceptable to our organization, our executive committee having met in Lansing yesterday and decided on that fact. On that committee merchants from Dowagiac, Pontiac and other small places were present, and while the bill is not all we could desire, it is a vast improvement over the present law, and as such will be welcomed by a large proportion of the merchants of the state, for whom I am authorized to speak.

We earnestly urge, therefore, that the bill in its present form be given your support and vote as a fair compromise measure reasonably acceptable to both merchants and wage-earners, and one that, while providing a fair chance for merchants to collect their accounts, will not and cannot impose hardships on anyone.

I and this to you in order to remove any misapprehension which may exist in your mind regarding the attitude of our organization, which has favored the bill this session, and two years ago, and at whose hands the present bill was drawn up and introduced.

BILL WAS TABLED

The amended Nevins bill was the only bill on the order of the third reading. Mr. Cozzens went to Nevins and urged him to let the bill go to a vote at once. Immediately afterward, however, Nevins rose and said that he wanted the bill tabled as he was not then prepared to take the matter up.

Mr. Nevins's proposition met with no opposition, and the bill was tabled. To the Tribune correspondent, Rep. Nevins explained: "I went to Grand Rapids last evening to take some testimony. I had practically no sleep all night, and do not feel in any condition, either mentally or physically, to fight for amendments I desire made to the bill as reported out by the judiciary committee. I do not approve of the \$5 flat exemption. That might do in large cities, but it would not be satisfactory in the country districts. I don't object to the 80 per cent exemption up to \$20 of the amount of wages due an employee."

Mr. Cozzens asked Nevins when he would have the bill taken from the table, but the representative replied, with a slight shrug of his shoulders: "I don't know."

Some of the legislators afterward said they understood Nevins would try to keep the bill on the table.

The amended Nevins bill provides for an 80 per cent exemption of the amount due an employee, but the exemption must be never less than \$5 nor more than \$30. SPITZER.

It will strike the average merchant that Mr. Cozzens was assuming rather more authority than was justifiable in presuming to assert that the draft of the measure reported out by the Judiciary Committee would be satisfactory to the merchants of Michigan. As a matter of fact, such a law would be a mockery and a sham. While the wage worker who is paid by the week would be compelled to surrender one-fifth of his wages in excess of \$8, the employee who is paid by the month would have \$30 exempt, instead of \$25, the amount named in the present law. Referring to this feature, the correspondent of the Detroit Journal wrote his paper as follows:

Nevin's Garnishment Bill Has Been Practically Killed.

Little Hope of It Passing the House in Its Original Form—

The Nevins garnishment law, so the father of the bill said last night, is not now likely to pass. The bill came up on the order of third reading in the house yesterday afternoon, but providing, instead of the straight 75 per cent exemption from garnishment as originally prepared, an exemption of \$5 per week and 80 per cent of wage, up to \$30 per week. Rep. Nevins at once made a motion to strike out the \$5 a week exemption, leaving the bill as it originally was, only the per cent of exemption being 80. Instead of 75 per cent.

Rep. Ames protested. He declared that a family could hardly live on less than \$5 per week; that all his bad debtors were people who made more money than that, while those who earned less than \$5 were good pay.

Rep. Sharpe of the house judiciary committee declared that his committee had amended the bill so as to provide for the \$5 exemption in order to protect the family of the man earning \$5 per week, not to benefit the \$5-a-week man without a family.

Rep. McFarlane upheld the \$5 a week exemption, and severely attacked Nevins.

Rep. Colby tried to have the bill further amended so as to provide that it should not be retroactive as to debts incurred prior to Jan. 1 last, but failed.

Rep. Nevins, prior to the afternoon session, said he had 60 votes promised him by house members to stand by his motion to strike out the provision relating to the \$5 exemption, but when a division on the question was had he could control but 27 votes, while 39 were registered against it.

"Yes," he said dolefully, after the session. "I think that means that the bill is killed. But we will see in the morning when the bill comes up on third order of reading."

Lobbyist Fred H. Cozzens flooded the desks of the members of the house this morning with circulars signed by himself in which he stated that the terms of the Nevins garnishment bill, as amended in the house committee of the whole yesterday, providing an \$5 week exemption, was satisfactory, and urging the passage of the measure.

The correspondent of the Detroit Free Press transmitted to his paper the following account of the occurrence:

NEVINS AGAINST COZZENS

LATTER WAS LOBBYING ON THE FLOOR OF THE HOUSE.

CONSIDERABLE TALK OVER THE GARNISHEE MEASURE.

(From a Staff Correspondent.)

LANSING, Mich., April 5.—Representative Nevins did not feel like tackling the garnishment bill on third reading.

In the house this morning so he had it tabled until next week. It begins to look as though the spurge made against the substitute bill reported out by the judiciary committee providing for an exemption of 80 per cent up to \$30, with a minimum exemption of \$5, was simply a ruse to secure some change in the present law. This morning pamphlets were placed on all the members' desks signed by Fred Cozzens, of Detroit, as secretary of the Merchants' Mercantile association, stating that the bill as agreed to in committee of the whole would be agreeable to the association. Nevins, however, declares that Cozzens is not running his business and that he intends to try and have the \$5 exemption struck out, which is an impossible task. He will be fortunate if the bill passes at all, but he declares that Cozzens' presence on the floor of the house acted as a prejudice against his amendment.

It remained for the correspondent of the Detroit Evening News to publish the most concise statement in regard to the circumstance:

RAP AT COZZENS

Rep. Nevins Says He Has Done More to Hurt Than Help Garnishment Bill.

Over-Zealous Detroiters Got Out Printed Circular Which Made the Legislator Hot.

(From a Staff Correspondent.)

LANSING, Mich., April 5.—Rep. Nevins this morning had his garnishment bill laid on the table. He will make another attempt next week to have the \$5 exemption provision stricken out, and says he would have succeeded yesterday had it not been for the interference of Fred H. Cozzens, secretary of the State Mercantile association. Nevins claims Cozzens has done more to hurt than help the bill.

The statement volunteered by Representative Nevins—the father of the bill championed by business men generally—that "Cozzens has done more to hurt than help the garnishment bill" is in line with the Tradesman's predictions and in keeping with the fears expressed by most of the merchants who have visited Lansing this winter and witnessed the boyish antics indulged in by that self-appointed leader.

The Tradesman was an ardent advocate of a reduction in the wage exemption fifteen years before Mr. Cozzens assumed the championship of such a measure—apparently "for revenue only"—and to the agitation of the Tradesman is largely due the growing sentiment in favor of such action among the merchants of this State. Because the Tradesman would not join in a crusade to raise money for this purpose two years ago, the Detroit Trade and its amiable editor uncorked the phials of wrath and filthiness and undertook to read out of church all those who refused to assist in the work of "getting the machinery greased for business." The Tradesman took no cognizance of the threats and libels and innuendo which have been repeated almost weekly for the past two years, because of the irresponsible source from which they emanated, and no notice would have been taken of the matter this year but for the intention of Cozzens—as expressed by himself—to milk the merchants of Michigan a second time for a so-called legislative fund, which—judging by the experience of two years ago—would be absorbed mainly by himself. Realizing that the experience of two years ago would be repeated—that he could give nothing but disappointment in return; that his presence at the head of the movement would effectually hoodoo any effort the merchants might make to secure a change in existing conditions—the Tradesman deemed it its duty to expose the scheme and warn the business public against placing any reliance on Cozzens' statements or any funds in his hands for disposal. The experience of the past few weeks has demonstrated the correctness of this conclusion and justifies the Tradesman in the position it has taken in behalf of the merchants of Michigan, who have already suffered too much at the hands of this brilliant exponent of failure whose career is marked by an unbroken series of the milestones of disaster.

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- 2 Dozen FANCY HANDLED TEAS
- 1/3 Dozen 1-PINT PITCHERS
- 1/3 Dozen COMPOTIERS
- 1/3 Dozen LARGE PLATTERS
- 1 Dozen BREAD PLATES
- 1 Dozen OAT MEAL BOWLS
- 2 Dozen DINNER PLATES
- 3 Dozen TEA PLATES
- 1 Dozen BONE DISHES
- 1/2 Dozen 1 1/2-PINT BOWLS
- 1/3 Dozen CAKE PLATES

12 Dozen

Price, including package,
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Handsome decoration on each piece. Hand painted, traced and edge lined in coin gold. Strictly high grade ware, thoroughly guaranteed. Every piece in this assortment can be sold for 10 cents, and all the large pieces from 15 to 25 cents each.

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45 and 46 Tower Block,
Grand Rapids, Mich.

Village Improvement

Cogent Reasons for the Work of the Improvement Society.

When the village as a body had met in the rooms of the Improvement Society and were discussing the different measures brought forward pro and con, one honest and hearty dissenter, with the persistency and honesty of his class, arose when "any one not a member of the Society" was invited to make remarks. He made the usual speech denying every claim that the Society had made, asserted his reasons from what with him was the only practical standpoint and when he had finished his argument said: "Now, what I want of you is to give me one good reason for all this fuss and fury about landscape gardening and village and farm improvement. What is it going to amount to, say fifteen years from now?"

The moment he sat down there were several calls of "Mr. Chairman!" and that officer recognized the member who, he thought, had spoken first. With other things he said:

"Last, but in my mind not least, Mr. Chairman, if there were no other reason for the changes—the improvements—we have made and still hope to make, I have this: I have a family of six children. They are growing up and I want them to be good men and good women. So I am looking out for my church and am doing my best to have that all right. I want my children to grow up believing that it is meet and proper to go to church on Sunday morning clean and well clad, instead of going off to play ball or going fishing. I want them to be respectable citizens and I don't think they will be or can be unless they are Christians; so I want them to be Christians.

"The law requires that they be sent to school, and because I am going to obey the law I want their schooling to amount to something; and it didn't amount to anything until the Improvement Society took the school in hand. Now the children of this district are well taught. They learn to read and write early and no time is wasted and they are interested in their school work out of school and in. My baby—well, we call her that, although she is 8 years old—can write a good hand and she is reading things and enjoying them which I didn't get hold of until I was 15. The other children are as well along as she is and when my Jack went to college last fall he entered without any conditions and they tell me that in English he's among the best in his class. The other children are doing as well and I can't help thinking that Jack is going to be a better man and a stronger one every way because I could keep him at home here where I knew where he was between supper and bedtime. I think he's a cleaner minded boy than he would have been if I'd sent him to a preparatory school.

"Our village library did the business for the boy's English exactly as it is doing for every child's in the village. I am going a step farther and say that so far the library has paid for itself several times over in giving the children, girls as well as boys, good thinking material. Sunshine is the best thing I know of to keep out the dark and I'm going to be candid enough to say that that fact isn't confined to children. I didn't know any too much—I don't now, for that matter—but I find a book is a handy thing to catch up when I have a

little corner of time that nothing else will fit into, and I don't know how many books I've read during the year in just that way. This has given me something to think of when I have been at work and I am willing to believe that my hardest day has been made easier by the book I have been reading. So, as I look at it, the library has been found a good thing all around.

"Still, that wasn't the idea I started out with. When everything is said and done, after the children have grown up and gone away, as they are sure to do, I want them to have such a love for the old home and the village that they will want to come back to it. I want them to carry away a beautiful picture of it and its surroundings. I don't believe that the "Sweet Auburn! Loveliest village of the plain!" that Goldsmith pictures so faithfully need be the only one to beckon back the children after they have gone. I want them to say—and I know they will—I do not know a more beautiful place anywhere in the world than my home. The city is well enough for those who have been born there and don't know any better, but I can get the cream of it with occasional visits, and the country is the place for me. Just as soon as I get through school I'm going home to live. I may not be right about it, but I think just that thing—the coming back of the children to the old country home—is the best thing that can happen to the country. As it is too often now, and has been for a good many years, the country has been looked upon as a good place for the bachache, but for nothing else. Our friend here lives on a farm and has as many children as I have and most of them are boys. Some of them are now young men, and if they are like most young fellows they are thinking of the time when they will leave the drudgery of the farm and get a place in the city where they can have it a little easier. I don't believe that's the right way. I think we want to make things so pleasant at home that they can't be driven to the city; and the way to do it, in my mind, is to bring to the country the city's best and turn it loose.

"The city folks are beginning to think so, too. Longer and longer they stay in the country after the summer has gone and many of them hurry back with the robin and the bluebird. This making the village attractive, this improvement of the schools and getting of the library—oh, this making the country a beautiful place to live in and burning up the hayseed with the rest of the weeds and underbrush is what is going to do the business; and I say that, if the country folks will take hold of this thing and push it for all it's worth, we'll have not only the best of the city out here, but a nation so far ahead of the rest of the earth that they will despair of attaining unto us."

The dissenter joined the Society.

Carriages and Harnesses



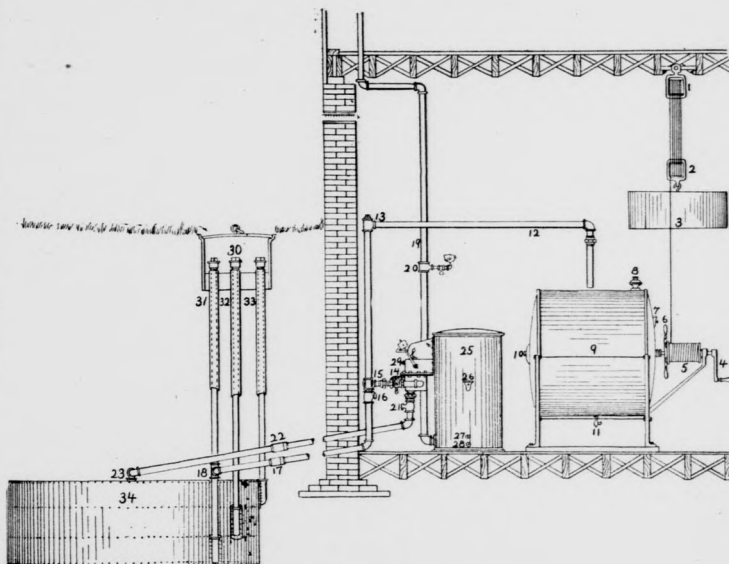
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If you want to secure more than

\$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.

Around the State

Movements of Merchants.

Manton—D. K. Bellis has engaged in the boot and shoe business.

Clyde—Ira McColl has sold his merchandise stock to E. Taylor & Co.

Mancelona—John M. Flanagan, general dealer, has added a line of furniture.

Owosso—Fred Lewis has purchased a half interest in the Corner Cash grocery.

Bay City—Whiting & Myers have purchased the grocery stock of Robert Potter.

Battle Creek—Whalen & Taylor succeeded J. H. Taylor & Co. in the grocery business.

Detroit—Andrew J. McIntyre has purchased the drug stock of Arthur B. Feischer.

Belding—E. T. Sutphen has sold his tobacco and confectionery stock to John S. Donovan.

Ann Arbor—Ream & Co. succeed Chas. N. Ream in the paint and wall paper business.

Alpena—Jos. Swallow has purchased the hardware stock of Margaret (Mrs. Fred W.) Hagen.

River Rouge—Rosa (Mrs. R. Livingston) has purchased the grocery stock of M. T. Funston.

Owosso—P. D. Dean and his son, F. J. Dean, have leased the meat market of Ed. Allingham.

Pulaski—Weston & Co. have purchased the general merchandise stock of Geo. T. McClintic.

Lake City—J. K. Seafuse has opened a meat market in the building recently vacated by Miss Howey.

Rogers City—E. Steinborn is erecting a general store building at Metz, 30x60 feet in dimensions.

Detroit—Bentley & Hubbard succeed Bentley, Burbank & Co. in the wall paper and paint business.

Norway—S. G. Ramsdell has purchased the dry goods and clothing stock of Simon J. Schwartz.

Charlotte—Jas. H. Bryan has put a new steel ceiling in his drug store and has decorated the side walls.

Benton Harbor—Daniel Moore and George Kimball will shortly open a grocery store on Lafayette street.

Alpena—G. A. Shannon is succeeded by W. E. Williams & Co. in the furniture and undertaking business.

Schoolcraft—Munn Bros. is the style of the firm which succeeds Munn & Munger in the grocery business.

Marquette—McMain & Weber, wholesale candy dealers, have dissolved partnership, H. O. McMain succeeding.

Delray—Alward & Ridley have purchased the clothing and men's furnishing goods stock of Paul & Reynolds.

Highland Park—Jas. R. Hutton succeeds Kneale & Hutchins in the grocery, meat and flour and feed business.

Zeeland—Thos. Van Eenennaam has enlarged the office of the Hotel Zeeland and otherwise improved the premises.

Alma—Bivins & Rhodes will remove April 15 into the fine corner store in the Pollasky block, opposite the Wright House.

Howell—Barron & Wines, druggists, have purchased the soda fountain used last season in the Boston Store in Grand Rapids.

Marion—Arndt & Slough have sold their store building to W. M. Davis, of Ewart, who will make extensive improvements in same and will occupy it with a line of furniture.

Boyden—A. M. & I. A. Bunker have engaged in general trade. They purchased the stock owned by Henry A. Egleston.

Mayville—The general merchandise store of Alfred E. Nelson has been closed on account of the stock being mortgaged.

Albion—W. H. Rogers will open a new stock of shoes May 1 in the building now occupied by the book store of H. C. Blair.

Marion—Arndt & Slough have sold their stock of groceries to Cole & Kilmer, who will continue the business at the old stand.

Jackson—Carl G. Trumble has purchased the show cases for his Opera House drug store from the Grand Rapids Fixtures Co.

Bloomington—Trimm & Hodgman is the style of the new firm which succeeds David Joy in the dry goods and grocery business.

Escanaba—A copartnership has been formed between Maynard & Barabee to succeed J. C. Maynard in the furniture and undertaking business.

Chadwick—Asa E. Dorr has purchased the general stock of his father, Edwin Dorr, and will continue the business at the same location.

Levering—Wm. Walker is erecting a store building, 24x60 feet in dimensions, which either he or Walker Bros. will occupy with a new hardware stock.

Riverdale—Vincent P. Cash, for several years engaged in the produce business at Portland, will shortly remove to this place and engage in the grain business.

Reed City—W. H. Hawkins has sold his grocery stock to B. E. Loomis, who has conducted a general merchandise business in North Dakota for the past four years.

Ashley—Norman Mills and Jas. Crooks, of Ithaca, have formed a copartnership under the style of Mills & Crooks and engaged in the general merchandise business here.

Elsie—The grocery firm of Cortright & Swan has been dissolved by mutual consent. L. J. Page has purchased the interest of Mr. Cortright and the new firm will now be known as Swan & Page.

Holton—H. S. Henderson still retains a half interest in the general merchandise firm of H. S. Henderson & Co., the other half having been purchased by H. A. and H. R. O'Connor. The firm name remains unchanged.

Lansing—C. J. Rouser has purchased the building occupied by his drug stock and has improved the rooms below with a complete re-arrangement. New counters, showcases, steel ceiling and wall decorations have been added.

Lake City—Miss R. A. Howey has taken possession of her building at the corner of Main and John streets and is making extensive improvements in the same and will shortly move her millinery and fancy goods stock therein.

Hudson—Cole & Keister have purchased the stock of groceries which were sold by Martin & Ball last week to Mr. Kenyon, who retained the ownership only a few days. Cole & Keister will remove the stock to their store building.

Hastings—The style of the grocery firm of C. W. Clark & Co. has been substituted for that of Stirling, Crawford & Co., it being thought advisable to have the business conducted under the name of the resident member of the firm.

Moline—Hon. E. N. Bates, who has been engaged in the mercantile business here for several years, has sold an interest in the stock to Job McLeod, of this place, and S. C. Stiner, of Elwood, Ill. The style of the new firm will be McLeod, Stiner & Co.

Traverse City—Ralph McCluskey and Wm. Clancy have purchased the grocery stock of S. Adsley. Mr. McCluskey has for three years been employed in the store of Wilhelm, Bartak & Co. and Mr. Clancy has been engaged in the buying of potatoes.

Kalamazoo—Henry Fletter has sold his cigar business, at 113½ South Burdick street, to S. F. Sloan and E. M. Lawn. Mr. Lawn is proprietor of the Bell Cigar Co., at 119 North Rose street, and the two concerns will be consolidated at the Burdick street location under the style of the Bell Cigar Co.

Cheboygan—The dry goods firm of Sinclair & Mathews has been dissolved, Mr. Sinclair retiring. Mr. Mathews has formed a partnership with O. W. Glover, under the firm name of Glover & Mathews, and about May 1 they will open up in the rooms formerly occupied by Mr. Glover before he was burned out, which are being rapidly repaired.

Yale—In a bill of complaint filed at Detroit by Henry A. and Herman Krolik, survivors of the firm of A. Krolik & Co., it is alleged that William H. Ballentine, a merchant doing business here, made an assignment for the benefit of his creditors on March 21, 1901, to John S. Duffie as trustee. It is averred that Duffie has not taken over the account books kept by Ballentine, which complainants claim are a valuable asset, although a large portion of the assets have been delivered to him. Complainants also allege that the claims filed by some firms are fraudulent and void, and they ask that these be so declared and not allowed and that the trustee be restrained from making any payments on account of such claims or on account of claims that are incomplete. An injunction is also asked restraining defendant, William H. Ballentine, from making away with or secreting any of his account books, and it is prayed that he be required to hand them, with any other property in his hands, over to the trustee.

Manufacturing Matters.

Raber—The Mud Lake Lumber Co. is making additions to its mill.

Boyne Falls—Pfeiffer & Burch, of Edmore, are building a shingle mill.

Bay City—F. G. Eddy & Co. will establish a box factory and lumber yard.

Redman—The Redman Cheese Co. has been organized with a capital stock of \$250,000.

Fremont—The Fremont Canning Co. has filed articles of association. The capital stock is \$20,000.

Adrian—Williams & Cox, who have recently engaged in the manufacture of shoes, are getting out their first line of samples.

Alpena—J. M. Johnston is to build an addition to his planing mill 40x80 feet on the ground, with an iron roof, and the capacity of his plant is to be increased.

Fenwick—W. W. Eaton will have five

cheese factories under his control this summer—at McBrides, Stanton, Middleton, Fenwick and Palo—all run by New York cheesemakers.

Grayling—It is reported that Salling, Hanson & Co., the Jensen Lumber Co. and the Holmes & Michaelson Co. will build a logging road from Gaylord into Presque Isle county in order to reach their respective timber holdings.

St. Joseph—H. A. Portman and H. Geissler have purchased the factory building, machinery, fixtures, stock and business of the Lake Shore Fruit Package Co., whose plant is located near the Pere Marquette depot. They will also operate a basket making plant in Benton Harbor.

Gaylord—The Jensen Lumber Co., recently organized here, has purchased a tract of timber of the Michaelson & Hanson Lumber Co., at Lewiston, located in Otsego Lake, Chester and Bagley townships, Otsego county, the consideration being \$28,478.29. The timber will be manufactured at the mill of the company at Bagley.

Bay City—The German-American Beet Sugar Co. has been organized with a capital stock of \$250,000 on a co-operative plan. Many of the stockholders are farmers interested in the raising of sugar beets, although much of the stock has been taken by local capitalists. A factory building will be erected at once and the plant completed in time for sugarmaking.

Flint—The contract for the Imperial Wheel Co.'s plant has been let. There were five bidders. The lowest bid was from Crookshank, Summers & Co., of Ionia, who were awarded the work. The contract price, although not made public, is said to be \$50,000, which does not include anything but the building; the heating apparatus, glass, lights, and boilers will be let later. The building will be the largest manufacturing plant in this portion of the State.

Alpena—The Alpena, Gaylord & Western Railroad Company was organized and filed articles of incorporation last week, the capitalization being \$1,280,000. The length of the proposed line is 160 miles and it is to cross the State from Frankfort to Alpena. It is estimated that the road will furnish between Gaylord and Alpena an outlet for 1,000,000,000 feet of timber. The work of construction is to begin as soon as the survey shall be finished.

The Michigan Bark & Lumber Co. is to remove its office from Grand Rapids to Manton. C. U. Clark, President of the company, has purchased a residence there and will manage the business from that point, which is nearer the base of supply than Grand Rapids.

Nothing pleases an astronomer or a theatrical manager more than the discovery of a new star.

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

A GREAT OPPORTUNITY.

Having engaged in manufacturing business requiring my whole time and capital, I offer my wholesale grocery business, with an established trade of 27 years, at cost; no bonus; sold 38,000 pounds of tobacco last year; will require about \$15,000 to run the business. This is a chance of a lifetime to the right man; act quick if you want to secure this business; come and see and investigate. J. W. BENEDICT, Port Huron, Mich.

M. O. BAKER & CO.
COMMISSION MERCHANTS, TOLEDO, OHIO
WANTED—Poultry, Butter and Eggs

Correspond with us before selling. Ref.—First National Bank, Toledo, Commercial Agencies.

Grand Rapids Gossip

Geo. E. Purple, hardware dealer at Edmore, has added a line of groceries. The Worden Grocer Co. furnished the stock.

Geo. Riebo, formerly engaged in the meat business on Plainfield avenue, has opened a meat market on North Coit avenue.

W. F. Payne, druggist at Grant Station, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. F. Owen & Co. have removed their acetylene gas business from 3 South Division street to 71 Market street, Eagle Hotel building.

E. B. Rice has dissolved partnership with the Williams Provision Co., taking the meat market at 290 South Division street, while the Williams hold the fort at the Fulton market, otherwise known as the Bliss market. It is understood that Mr. Rice does not entertain as high an opinion of the Williams family as he did a month ago.

Edward J. Killean, who has conducted the grocery business several years at 28 East Bridge street under the style of John Killean & Son, has sold the stock to H. J. Williams and Albert J. Killean, who will continue the business under the style of H. J. Williams & Co. Mr. Williams has been identified with the establishment for many years and is thoroughly conversant with both the management and details of the business.

Geo. H. Seymour and A. E. McGuire have formed a copartnership under the style of Geo. H. Seymour & Co. and engaged in the manufacture of cigars at 82 Campau street. Mr. Seymour has been on the road for the H. Schneider Co. twenty-two years and Mr. McGuire has represented Hulman & Beggs, of Terre Haute, in this territory for the past dozen years. Both are gentlemen of experience and ability and will undoubtedly make a success of their new undertaking.

At the annual meeting of the Grand Rapids Bark & Lumber Co., held last week, W. A. Phelps, C. A. Phelps and D. C. Oakes were elected directors. W. A. Phelps was re-elected President, D. C. Oakes was re-elected Vice-President and C. A. Phelps was continued in the position of Secretary and Treasurer. The company handled last year 50,000 cords of bark, 18,000,000 feet of hardwood and hemlock lumber, 15,000,000 shingles, 100,000 ties, 125,000 posts and 20,000 cords of wood. It has recently purchased a tract of hemlock and hardwood timber in Roscommon county, comprising 4,000 acres, which it expects to begin cutting this summer.

The Produce Market.

Apples—Apples are steady at previous prices. Russets, Baldwins and Ben Davis command \$3.50@4 per bbl.

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

Beans—The market is without material change.

Beets—\$1 per bbl.

Butter—Creamery is slow sale at 20@21c. There is an accumulation of dairy grades, despite the determined effort of local handlers to keep the market cleaned up from day to day. Choice roll fetches 12@14c and packing stock finds an outlet on the basis of 10@11c.

Cabbage—Home grown are steady at \$1.00@2 per 3 bu. bbl.

Carrots—\$1 per bbl.

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

Cranberries—Jerseys are slow sale and weaker, having declined to \$2.50 per bu. box and \$7 per bbl.

Eggs—The market is peculiar. The retailers purchased too heavily last week and are loaded up with 13c eggs. Local jobbers are moving receipts as fast as they arrive this week on the basis of 12c. It is expected that the price will go lower, although the storage buyers appear to have much confidence in the situation. The receipts of eggs for the month of March, a year ago, in Chicago were 186,225 cases, as against 162,079 cases during the month of March this year. This shows a decrease of about 25,000 cases, but if April keeps up as it has started the increase will be as large as in New York City. For the first week in April this year the receipts are 79,310 cases, against 76,621 cases last year, showing a total gain of 2,700 cases. Armour is a constant bidder for storage stock and also for dirties and cracks. His representative will not offer over 12 3/4c for storage packed and only within 1/4c on other grades. There is no doubt that Armour will put away more eggs this year than he did last. Swift was a heavy buyer last year, but there is no evidence of it on the open board now. It is understood both these firms have men in Iowa, Nebraska, Wisconsin and Minnesota buying at loading stations, and that both will put up a larger quantity of eggs than a year ago.

Green Onions—12c per doz.

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 \$3.25 for choice and \$3.50 for fancy. Californias have declined to \$2.50 for 300s and 360s. Lettuce—Hothouse stock is in good demand, commanding 12 1/2c for leaf.

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

Oranges—The California orange market is in better condition than it was at the same time last week, and everything indicates a good trade this week. The stock is coming forward in better condition, only a small proportion showing any sign of decay. The cars are about all iced, which has stopped rotting, except in those boxes which start poor. Prices are considerably better, and the tendency is strongly upward, present prices being \$2.50 for the larger sizes and \$3 for the smaller. Medium sweets are sold on the same basis as Californias.

Parsley—40c per doz.

Parsnips—\$1 per bbl.

Pieplant—8c per lb.

Potatoes—The market is dull and disappointing, due to the lessened demand and the difficulty of obtaining cars in which to move stock when orders are obtainable.

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@12c—old not wanted at any price; spring geese, 9@10c—old not wanted. For live poultry local dealers pay as follows: Chickens, 8@9c; medium and small hens, 7@8c; large hens, 6 1/2@7c; young turkeys, 9@10c; old turkeys, 8@9c; young ducks, 9 1/2@10 1/2c.

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

Seeds—Blue grass, \$1.25@1.50; orchard grass, \$1.40@1.60; red top, 75c@1.50; timothy, \$2.25; medium clover, \$6.25@6.75; mammoth, \$6.50@7; alsike, \$7@7.50.

Strawberries—35@40c per quart. Reports from the strawberry belt of North Carolina are to the effect that the yield will be about 25 per cent. less than last year. The drought of last fall prevented the new plants from securing a hold which would guarantee bearing this season. So far as can be judged now, the quality will be good.

Sweet Potatoes—Kiln dried Jerseys have declined to \$3 per bbl.

Tomatoes—\$2.25 per 4 basket crate.

Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

The Grocery Market.

Tea—The tea market is quiet. Prices show a decline of 1/4@1/2c per pound on most grades. Buyers have large stocks on hand and are not disposed to make any heavy purchases at present.

Molasses and Syrups—Trade in molasses and syrups during the past week has been very light. Prices, however, are fully maintained.

Nuts—Stocks of filberts are rather heavy, being somewhat larger than last year at this time. Prices are slightly easier in consequence. Stocks of almonds are light and prices are firmly held. Walnuts are in good demand and are slightly higher. Peanuts are selling well at unchanged prices. There will, undoubtedly, be a heavy advance in Spanish shelled before the new crop. The concern that has the concession at the Pan-American Exposition has recently gone into the market and purchased quite heavily—rumor has it from 125 to 150 carloads. This has cut quite heavily into spot stocks and made holders very firm in their views on this grade. Prices have already advanced 1/2c and a further advance of at least 1c is expected before new crop.

Sugars—The raw sugar market is strong, with 96 deg. test centrifugals firmly held at 4 1-16c. Refiners are apparently ready buyers at quoted prices, but offerings are light and but few sales were made. The visible supply of raw sugar is 2,970,000 tons, against 2,470,000 tons at the same time last year. Owing to the strength of the raw sugar market, a very firm tone prevailed for the entire list of refined and prices now show the expected advance of ten points on all grades. There is a good demand and indications point to a probable large demand for refined sugar the latter part of this month, when navigation on the lakes will be resumed and water transportation throughout the country will be opened.

Canned Goods—The canned goods market in general is gradually improving. The tone is one of strength and the feeling of confidence. The packers are now looking forward to an active spring trade. The firm situation in tomatoes attributable to the formation of the can combine or to the reduction of stocks, or both, was the chief feature in the market. At present the tomato market is in a firmer and healthier condition than it has been since the closing of the packing season of 1900. The buying during the past few days has been very large, while the consumption all over the country continues unabated and an advance for the full standard quality goods is looked for shortly. There have been a good many of the poor quality goods offered, which is one reason for the low prices ruling, but it is believed that most of these cheap goods are now disposed of. Standard corn is steady, but fancy stock is very firm. There are plenty of the cheap goods to be had, but the good standard and fancy grades are very scarce. There are no changes to report in string or lima beans. Both are offered at previous quotations, but sales are very light. The outlook for the early crop of peas in Maryland is encouraging and it is claimed that there will be but few late peas. There is a fair demand for spot peas, but the better grades are all cleaned up. If there is any change in the situation in pineapples, it is in the views of the packers, who are anticipating a good crop and low prices. Some pineapples will be packed in early May, but not before the 15th or

20th will the packers be working full time. No positive prices have been made for the new pack, but they may be named next week. The buying of peaches has been quiet, except for some of the cheaper grade, but these orders have been sufficient to keep the market fairly active. There is quite a good demand for gallon apples at slightly lower prices. Plums are also in some request. Columbia River salmon is very dull. Alaska fish, however, is in good demand at unchanged prices. Sardines are very quiet.

Dried Fruits—Prunes continue to be the most active article in dried fruits, but trade is more of the hand-to-mouth order than it has been for the past few weeks. The scarcity of 50-60s is now very marked, and some holders ask slightly higher prices for this size. Spot stocks of 40-50s are not plentiful and 60-70s and 90-100s are scarce. Raisins are selling in a small way to the regular trade. Buyers have but small stocks on hand, but do not care to make heavy purchases, as they do not want to carry any stocks during the warm weather and so are buying just for immediate wants. Demand for seeded is light. Reports of frost injury to apricots on the coast have resulted in a little more interest in spot stocks and there was considerable buying last week. The market is firmer and some holders have advanced their prices 1/4@1/2c. Peaches are dull and trade is very light. Dates are slow sellers at present, but holders expect a better demand to set in soon. Figs are selling fairly well. Stocks are light and prices are fully maintained. Prices for currants are unchanged, but the demand for these goods is very light. There is a fair demand for evaporated apples in 1 lb. packages at unchanged prices.

Rice—The rice market is firm with good demand for all grades. In anticipation of the increased spring demand, dealers refuse absolutely to grant even slight concessions. Stocks are moderate and the statistical position is strong.

Inauguration of the Freeman Mercantile Co.

The Freeman Mercantile Co. has filed articles of association, showing \$75,000 authorized capital stock and \$50,000 subscribed and paid in. At the first meeting of the stockholders, seven directors were provided for, five of whom have been selected as follows:

Wm. L. Freeman, Edward J. Killean, A. L. Campbell, Carey C. Shay and H. A. Brink. At a subsequent meeting of the directors the following officers were elected:

President—W. L. Freeman.
First Vice-President—E. J. Killean.
Second Vice-President—A. L. Campbell.

Secretary—C. C. Shay.

Treasurer—H. A. Brink.

The corporation will handle a line of groceries, with the exception of sugars and provisions, having leased the Hawkins building, formerly occupied by the general offices of the Pere Marquette Railway, for a term of years. C. C. Shay will cover the city trade, H. A. Brink will cover the Holland colony and a portion of the northern territory and A. L. Campbell will visit the trade of Southern Michigan and Northern Indiana. The corporation has secured the State agency for the Grand Rapids Match Co. and the territory agency for the Lakeside canned goods. Mr. Freeman will attend to the buying for the house and Mr. Killean will retire from the retail grocery business and will devote his entire attention to the credit department.

FAILURE PREMEDITATED.

Alleged Plans Made by the Scottville Bankrupt.

The Tradesman of last week contained a summary of the testimony of John M. Hime before the bankruptcy court here relating to the statements made by Wm. Fisher, of Scottville, prior to his failure and also subsequent thereto. This week the Tradesman is able to furnish its readers a verbatim report of the testimony of this witness, as follows:

Where do you reside?
In the city of Grand Rapids.
Court street in the city of Grand Rapids?

Yes, sir.
What is your business?
Flouring mill.
You are working in a flour mill?
Yes, sir.
What flouring mill in the city?
In the Valley City mills.
How long have you resided here?
A little over a year and a half.
Do you know William Fisher, of Scottville?

Yes, sir.
How long have you known him?
I have known him about ten years, I guess.

Where was he when you first knew him?

Hesperia.
In this State?
Yes, sir.
He was in the store business there?
Yes, sir.
From there he moved where?
Moved to Walkertown, Oceana county, and from there to Scottville.

When did he go to Scottville?
I don't know exactly, but about two years ago.

Did you have a conversation with him in regard to his affairs? And if so, how long ago?

About a year and a half ago.
What conversation did you have with him?

He told me that he was going to prepare to make a failure in about a year or such a matter and that was all he said at that time.

Did he say anything about wanting to have a large stock of goods?

Yes, sir; he said he was going to get all the stock he could—probably \$8,000 or \$10,000 was what he expected to make when he failed.

He said he was going to fail?

Yes, sir; he didn't know whether he could make it last winter or not, but, if not, he would fail this winter.

He would fail this winter?

Yes, sir.
Have you seen him since? And did you have a talk with him?

Yes, sir.

How long ago?

Last month.

Did you see him here in the city?

Yes, sir.

What did he say about the failure?

The first thing he said when I saw him was that that thing had come about—he had failed—that he had talked about before. I asked him how everything was coming out with him. He said all right, he guessed that he would make \$7,000 or \$8,000 out of it if everything went right.

Did he state anything about shipping goods out before the failure?

Yes, sir; he said that he got rid of some of his goods and had quite a little money. He said he had money enough to pay all the creditors off 35 cents on the dollar.

Did he state anything about who was going to settle with the creditors for him?

Yes, sir; he said a man by the name of Lubetsky, of Ludington.

Did he state he was going to furnish the money for Lubetsky?

He said that Lubetsky had part of his money.

What, if anything, did he say about Lubetsky having a claim there?

He said that he had placed Mr. Lubetsky as one of the creditors for \$450 and that he didn't owe him anything.

What, if anything, did he state about a man by the name of Caplin, of Grant, Michigan? Did he state anything about letting him have goods or what did he say?

At the time Caplin started a store there a year and a half ago or a little over he let Caplin have goods of his then at that time, and that was all I guess he said about it.

What did he say as to whether he owed Caplin or Caplin owed him?

Why, Caplin was owing him when he let him have the goods. He let him have the goods without any money to help him stock the store.

Did he state whether Caplin paid him back or not?

No.
You were around town one day, weren't you, with him—that is, all one day?

Yes, sir; I was with him a good deal when he was here.

Was it one or more days?

Several days—I don't remember exactly how many—two or three different days, I guess.

What, if anything else, did he say about the failure?

I asked him if anyone at Scottville knew that he had failed in the way he did or whether they thought he had to fail?

He said there were three parties knew of it—a man by the name of Fred. Reader and a man by the name of Reinhart Vogel, and his clerk, William Freedy. He said they knew all about it. This Freedy and Vogel live up at Scottville?

Freedy was his clerk and they live there and Mr. Reader is a hardware dealer and Mr. Vogel is a saloon man.

They knew he was going to fail and how he was fixed?

That is what he said. He said they knew.

Anything else?

He also said if he had to do it over again that he wouldn't do it, because it made so much expense and so much trouble and he didn't know how he was coming out now. He expected when he first failed he could settle up quick with his creditors and go on with the business again, but it took so long and cost so much that he was sorry he done what he did. I guess that is all.

The creditors of Wm. Fisher and the amounts owing each are as follows:

Wm. Barie Dry Goods Co., Saginaw.....	\$1,017.62
Baldwin, McGraw & Co., Detroit.....	285.60
A. D. Rosen & Co., Detroit.....	81.25
W. J. Quan & Co., Chicago.....	252.38
Perry Glove & Mitten Co., Perry, Mich.....	41.71
P. J. McEnroe & Co., Chicago.....	34.63
Middleport Shoe Mfg. Co., Middleport, Ohio.....	69.90
P. Steketee & Sons, Grand Rapids.....	195.43
Studley & Barclay, Grand Rapids.....	220.50
Strong, Lee & Co., Detroit.....	903.22
Michigan Shoe Co., Detroit.....	762.06
H. Stern, Jr., & Bros. Co., Milwaukee.....	218.89
Ball - Barnhart - Putman Co., Grand Rapids.....	165.96
Fred. Brundage, Muskegon.....	93.08
Wm. H. Bush & Co., Chicago.....	203.50
Willard K. Bush Co., Detroit.....	86.50
Keith Bros. & Co., Chicago.....	139.25
Hirsch, Elson & Co., Chicago.....	1,074.75
H. C. Fisher, Chicago.....	149.10
Edson, Moore & Co., Detroit.....	185.69
Dibble & Warner, Easthampton, Mass.....	26.90
DeBoe, King & Co., Cleveland.....	2.90
B. J. Reynolds, Grand Rapids.....	11.10
The Henry A. Newland Co., Detroit.....	211.50
Newmann & Hirschorn, Chicago.....	53.00
Franklin McVeagh & Co., Chicago.....	113.75
H. Caplin, Grant.....	120.00
Aarons, Marks & Co., Milwaukee.....	433.50
M. D. Wells & Co., Chicago.....	73.57
Reedsburg Clothing Co., Reedsburg, Wis.....	219.37
Geo. H. Reeder & Co., Grand Rapids.....	456.00



Seller? Well! needn't guess again.

Olney & Judson Grocer Co., Grand Rapids, Roasters.

Grand Rapids Bark and Lumber Co.

Dealers in

HEMLOCK BARK, LUMBER, SHINGLES, RAILROAD TIES, POSTS, WOOD

WANTED—50,000 cords of Hemlock Bark. Will pay highest market price. Bark measured and paid for at loading point.

WANTED—75,000 Ties on Pere Marquette Railroad. Write for prices.

419-421 MICH. TRUST BUILDING, GRAND RAPIDS

W. A. Phelps, Pres. D. C. Oakes, Vice-Pres. C. A. Phelps, Sec'y and Treas.

EAVE TROUGHING

Established 1868.

State Agents

Tarred Felt, Asphalt Paints,

Roofing Pitch, Coal Tar,

2 and 3 ply and Torpedo Gravel

Ready Roofing, Galvanized Iron

Cornice, Conductor Pipe,

Sky Lights,

Sheet Metal Workers and Contracting Roofers.

H. M. REYNOLDS & SON, Grand Rapids, Mich.



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

OLD RELIABLE B.L. CIGAR ALWAYS BEST.

A. Krollick & Co., Detroit....	422.54
L. Loeb & Sons, Chicago.....	274.00
Blumenthal & Immermann, De- troit.....	352.08
Standard Novelty Co., Port Huron.....	40.50
Symons Bros. Co., Saginaw....	126.61
E. Schloss, Son & Co., Detroit	183.50
L. A. Shakman Co., Milwaukee	494.40
Scotten Tobacco Co., Detroit	37.80
F. Siegel & Bro., Chicago.....	224.25
Whitney, Christenson & Bul- lock, Chicago.....	17.00
H. Van Eenenaam & Bro., Zee- land.....	6.60
H. Van Tongeren, Holland.....	41.25
Roundy-Peckham & Co., Mil- waukee.....	382.80
Strootman Shoe Co., Buffalo..	229.00
Straub Bros. & Amiotte, Trav- erse City.....	15.00
Olney & Judson Grocer Co., Grand Rapids.....	393.03
Ambler township, Oceana Co., for taxes.....	34.27
Roberts-Wicks Co., Utica....	243.00
Koch & Loeber Co., Milwaukee	23.48
L. Cromwell, Manistee.....	16.39
The Belding Shoe Co., Belding	126.30
Armour & Co., Chicago.....	13.79
Lubetsky Bros., Ludington....	300.00
Benjamin Lubetsky, Ludington	150.00

James R. Dibble Seeking a Discharge in Bankruptcy.

In 1886, Jas. R. Dibble was engaged in general trade at Burnips Corners. His stock was destroyed by fire and the amount of insurance was so small that the creditors naturally expected to be compelled to accept a compromise. Greatly to their surprise, Mr. Dibble paid 100 cents on the dollar, which increased his credit to that extent that he was able to obtain \$10,000 or \$12,000 worth of goods on the usual time. Shortly after getting the goods into the store, he purchased a farm of Pope & Hart, of Allegan, paying for same by giving a \$2,000 mortgage on the stock of merchandise. He immediately moved upon the farm, claimed that it was exempt by reason of its being a homestead and successfully resisted the efforts of the creditors to dispossess him of the farm or impair the validity of the mortgage on the stock. If the Tradesman's remembrance of the circumstance is correct, Dibble owed about \$19,000 at that time. One or two creditors who took subsequent mortgages on the stock obtained some satisfaction, but about \$15,000 worth of claims remained unsatisfied.

Nov. 27, 1890, Dibble filed a voluntary petition in bankruptcy in the United States Court here, Pope & Cross, of Allegan, appearing as his attorneys. On Dec. 26, the matter was referred to Henry C. Briggs, of Kalamazoo, as referee, who subsequently appointed Wm. R. Rowe trustee. Here the matter rests, pending the remittance of about \$10 by Dibble to cover the cost of advertising.

Dibble's statement as to his assets is that he owns 40 acres of land, worth \$2,000, on which there are two \$500 mortgages; that he has household goods worth \$100, two horses worth \$150, two cows worth \$50 and farm tools worth \$50, making a total of \$350 in personal property, all of which is exempt, as is also the homestead. His liabilities are \$8,052.65, comprising the \$1,000 real estate mortgage held by Isaac P. Griswold, of Allegan, and nine judgments as follows:

Voigt, Herpolsheimer & Co., Grand Rapids.....	\$1,163.08
Joel J. Bailey & Co., Philadel- phia.....	2,024.04
Young, Smyth, Field & Co., Boston.....	686.55
McGovern & Co., New York..	947.30

Edson, Keith & Co., Chicago..	316.53
Burdett, Young & Ingalls Co., Boston.....	767.77
Arthur Meigs & Co., Grand Rapids.....	401.95
Levi & Swarts, Rochester....	528.43
Bulkley, Lemon & Hoops, Grand Rapids.....	220.00

The supposition is that Dibble is anxious to obtain a discharge from the obligations against him in order to re-engage in the merchandise business at Burnips Corners.

He Had No Bad Habits.

They were seated about the dinner table of a fashionable boarding house enjoying the extra frills of a meal of several courses which had appealed to the inner consciousness of the entire household and made them satisfied with the landlady and the world in general. The men folk told stories and the women laughed, and the women told stories and the men folk laughed. Then the mistress told a story:

"A very dignified young man took a seat in a smoking car. Near him were three traveling salesmen, well dressed, jolly fellows, one of whom suggested a game of cards, and the others agreed. They appealed to the young man to take part and make up a four-handed game. "Thank you, I never play cards," came the response to the invitation.

"I am sorry for that. Will you have a cigar with us?" added the spokesman producing his case.

"I am obliged to you, but I never smoke," replied the dignified young man.

"They thought they would jolly the young fellow out of dignity, so the leader produced a 'traveling companion,' and asked:

"As you do not play cards nor smoke, you will not refuse to join us in a drink?"

"I thank you, gentlemen, but I never drink."

"With this a venerable man with ministerial aspect, sitting in the seat behind the young man, reached forward and tapped him on the shoulder.

"I have heard what you have said to these men," said the sedate old fellow, "and I admire you for the stability of character which has enabled you to shun bad habits. I have a daughter in the parlor car, whom I should like to have you meet."

"I thank you, sir," replied the young man, turning about and facing the gentleman, "but the fact is, I never intend to marry."

Too Late to Keep the Piece.

After hearing evidence in an assault case between man and wife, in which the wife had had a deal of provocation, the Magistrate, turning to the husband, remarked:

"My good man, I really can not do anything in this case."

"But she has cut a piece of my ear off, sir."

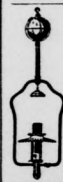
"Well, said the Magistrate, "I will bind her over to keep the peace."

"You can't," shouted the husband; "she's thrown it away."

An Unjust Epithet.

Hungry Higgins—Wot do you think? A woman called me a animated scare-crow this mornin'.

Weary Watkins—I've knowed you sence the early eighties, but I never seen no animation about you yet.



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

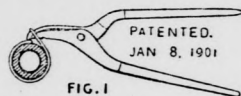
You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

The Magic Hose Mender



The latest, best and only perfect hose mender on the market. With each Magic Hose Mender we furnish six wood unions and six wire bands all securely packed in one box. Sells at sight. Send for descriptive circulars or write your jobbers.

The Magic Hose Mender Co.,

20 Canal Street,

Grand Rapids, Mich.

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.

Wall Paper, Paints, Oils.

Our stock consists of the best goods produced, and is sold at money saving prices.

PAPER HANGING AND PAINTING
BY EXPERTS.

We frame pictures to order and carry a large line of unframed pictures.

C. L. Harvey & Co.,

59 Monroe Street.

Exclusively Retail.

A. B. KNOWLSON,

—Wholesale—

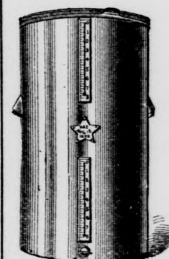
Portland Cement, Lime, Land Plaster, Stucco, Fire Brick,

AND ALL KINDS OF BUILDING MATERIAL.

Write for delivered prices.

OFFICE: COR. PEARL AND MONROE,

GRAND RAPIDS, MICH.



Patented
August 15, 1899

Your stock is not complete without you have the

Star Cream Separators

Best advertisement you can use. Each one sold makes you a friend. Great labor saver. Complete separation of cream from milk. Write to-day for prices and territory.

Lawrence Manufacturing Co.

TOLEDO, OHIO

CHEESE

We carry a full line of Michigan Full Cream and Fancy Cheeses.

Jersey Full Cream Michigan
Leyden Sap Sago
Brick Edam

and ROYAL LUNCHEON put up in porcelain jars.

One of our specialties. Give us a trial order.

WORDEN GROCER COMPANY

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.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 10, 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 April 3, 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 sixth day of April, 1901.

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

NEW COMBINATIONS IN EUROPE.

Since the accession of the new King of Italy political affairs in that country have been undergoing a gradual change. The new monarch has surrounded himself with new men, and more vigor and enterprise have been infused into the conduct of public affairs. Greater economy in administration has been inaugurated and the King has insisted upon officials devoting stricter attention to their duties.

By far the most significant indications of important changes are those to be found in the new drift of Italy's international relations. There has been a distinct rapprochement with France, while there has been an equally pronounced weakening of the ties which for nearly a quarter of a century past have bound Italy to Germany and Austria. The new regime finds no profit in the maintenance of the costly armament which membership in the Triple Alliance demands, particularly as the practical benefits accruing to Italy are not in proportion to the sacrifices which the country is compelled to make.

Italy has been drawn towards France not merely by race instinct, but by a similarity of commercial as well as political interests. Closer relations with the great republic north of her would present distinct commercial advantages for Italy, besides making it less necessary to maintain the large army which the Triple Alliance made necessary. On the other hand, Italy's active friendship would give France and her ally, Russia, a powerful influence in the Mediterranean, something of incalculable advantage to France.

The possibility of Italy breaking from the Triple Alliance and forming a compact with France and Russia is a matter of great importance to the other powers. Italy has heretofore cast her lot with Great Britain in maritime

affairs, but an alliance with France would deprive Great Britain of Italian co-operation in the Mediterranean, and thus weaken the British position with respect to the domination of that sheet of water, so important to ascendancy in the sea power of the world.

The withdrawal of Italy from the Triple Alliance would no doubt compel an open alliance or understanding between Germany and England, to which Austria would, of course, be a party. Germany is already strengthening her navy, which in the near future will be more powerful than that of Italy. Austria would also no doubt be urged to improve her naval strength so as to permit of a combination more formidable on the sea than the counter combination of France, Russia and Italy.

That all these changes are likely to result from the new regime in Italy seems to be admitted in Europe, although the ultimate results may be somewhat different from the calculations now made. One thing is practically certain, however, and that is that the arrangement of an entente between France and Italy would be sure to lead to counter international agreements, from which it will be impossible for Great Britain to escape. There has existed an old friendship between Italy and England which will be difficult to break off, and this may prevent the Italian government from at once going over to France and Russia, but at the moment, at least, there is a decided drift of sentiment in Italy in the direction of closer relations with France.

THE FATALITY OF FAILURE.

When the wise business man inaugurates a new enterprise he looks around for a successful man to undertake its management. Sometimes, in the absence of suitable material, he is compelled to accept the services of a man who has never actually achieved success, but who possesses certain qualifications which indicate that he has the making of a successful man. Under no circumstances will he select a man whose career has been characterized by frequent failure, because any institution or cause entrusted to the management of such a man is inevitably doomed to disaster.

Unfortunately, there is no law which stands in the way of the unsuccessful man engaging in business on his own account. He may achieve a dismal failure as the manager of a manufacturing enterprise. He may make a complete fiasco as a real estate dealer. He may engage in the newspaper business as a last resort and make a sorry spectacle of himself because of his ignorance of grammar and rhetoric, his poverty of business experience, his utter lack of tact and his indulgence in unprofessional practices which would effectually shut him out of many trades and professions. He may set himself up as an organizer of men and an exploiter of mercantile fraternities, but as soon as his true character is revealed—and it is sure to be, sooner or later—he is dropped into the oblivion of the unsuccessful. He may aspire to act the part of lobbyist and for a time ride on the topmost wave of temporary popularity, but sooner or later the nemesis of non-success overtakes him and his duped and deluded victims wonder why it took so long for them to discover that he belonged to the category of failure and that no permanent advantage can be secured through the leadership of a man who is so unfortunate as to be born under an unlucky star.

PREJUDICE AGAINST CORN.

The use of Indian corn or maize in Europe is confined chiefly to feeding stock, for, except in some parts of Southern Europe, it is not consumed for human food. Within a few years past efforts have been made to secure its adoption for consumption. At the Paris Exposition, American corn kitchens were established, at which our important cereal was served up in a variety of styles, and possibly a few persons were induced to eat it.

In order to educate foreign peoples to use this valuable grain, United States Consul Harris, at Mannheim, Germany, proposes the establishment at that city and elsewhere of corn kitchens. Many of the poorest classes of European peoples are so much prejudiced against corn, which they regard as fit only for cattle and hogs, that they are insulted when it is proposed for them to eat it.

Consul Harris thinks that, by educating the people, this prejudice can be overcome. According to his notion, a plan involving some of the features of the "corn kitchen" at the Paris Exposition would be the most feasible one to familiarize the German people with the value of corn as an article of food. Under competent direction kitchens could be conducted at a comparatively small expense in the larger German cities. In the kitchens corn prepared in various ways could be served free or at a nominal cost. Special afternoons and evenings could also be devoted to pupils from the cooking schools, to grocers and supply houses, to housewives and others.

In connection with the kitchen ample facilities should be afforded for showing, by charts and otherwise, the value of the grain as a food product, its consumption in other places, the cost of production, statistics of corn-producing states, samples of the grain, illustrations of the machinery and implements used in its culture and preparation, etc.

Such an enterprise would need efficient management. A large number of assistants would not be necessary, although they should be chosen with great care; but Mr. Harris thinks that young men and young women could be secured from some of our colleges who, at little more than the actual expense of traveling, would be glad of the opportunity to render assistance, as it would be an excellent chance for them to learn the language and the customs of the people.

In most of the larger cities are resident Americans who, if solicited, would be able to make valuable suggestions. The United States Consuls, so far as possible, would doubtless aid in getting the consent of local authorities for the establishment of the enterprise and in arousing interest therein.

Mr. Harris relates that, while in 1899 nearly 7 per cent., and in 1900 more than 6 per cent., of all the corn imported by Germany came to Mannheim, an American residing there for many years past told him recently that he had never been able to buy any corn meal in that city of about 200,000 inhabitants; that he had used it in his family, but had it sent from England; and that the local mills to which he had applied were not equipped for grinding corn meal.

It is possible that something may be accomplished towards educating Europeans to eat corn; but the fact remains that but few of them who have emigrated to the United States have taken

to this grain. They prefer bread of wheat and rye, and as there is no reason why they should eat corn, they simply do not. Nevertheless it is the most nourishing of all grains.

GENERAL TRADE REVIEW.

Constantly increasing values all along the line in speculative securities, with a record breaking activity, have been the rule until it seems that reaction has come from the movement becoming too rapid. An upward rush can not be indefinitely maintained for the reason that such a condition engenders an uneasiness which gives opportunity for the onslaughts of the bears. In the present instance this natural uneasiness was taken advantage of by those whose interests demanded a reaction and thousands of circulars were sent out with a warning of the situation. These served their purpose no doubt by causing the reaction they predicted, although the ostensible reason for their circulation was the condition of the money market. The upward course of transportation securities carried the average of sixty leading railways to \$96.84 per share, making a new high record. Industrials advanced to \$68.37. Of course it is impossible to predict the extent to which the reaction may go, but most conservative observers do not anticipate more than a setback to serve temporary speculative interests. It is probably fortunate that a reaction comes now, for a steady upward movement so rapid could not be long maintained without a more severe one.

No further reductions are reported in prices of textile fabrics, and this is somewhat encouraging, for there have been few weeks since the year opened when some concessions were not recorded, especially in the cotton goods division. That supplies are still considered excessive is evidenced by further curtailment of production at the mills. There is a better demand for immediate delivery in the wholesale dry goods market, but purchasers show no disposition to anticipate requirements. As to woollens there is a little more interest and manufacturers have shown some inclination to secure raw material. Quotations of wool are 23.6 per cent. lower than a year ago and there is a general feeling that the decline has reached an end. Transactions are heavy and no effort is made to secure easier terms.

So far as any change occurred in prices of iron and steel it was upward, but most products are firmly held without variation. Activity at mills and furnaces is uninterrupted, and enquiries for structural shapes and railway supplies are apparently without limit. Domestic buying is so enormous that successful competition for an important foreign contract by a French concern is not surprising.

There is a good increase—5,000 cases—in the shipment of boots and shoes from the East, and at the present rate it looks as though this would prove the banner year. Leather and hides are struggling to maintain the present level, but are not entirely successful.

When Representative Nevins stated on the floor of the House that Fred H. Cozzens had "done more to hurt than help the garnishment bill," he probably knew what he was talking about and probably told the truth.

There is nothing more heroic than the ability to say no to yourself occasionally.

THE FUTURE OF WATERWAYS.

The Nineteenth Century was the age of the railway. Within the period measured by it, 200,000 miles of railroad track have been built and put in operation in the United States. In the same period railways have been built in Europe, Asia, Africa, South America, Australia and in the other parts of North America. At the beginning of the century there was not a mile of railroad on the globe; now there are 400,000 miles of it.

According to the opinion of Alexander Hume Ford, a civil engineer and writer on the economics of transportation, in an article in the April Forum, the era of extraordinary railway building has about passed, and in the new century there is every indication that the vast outlay of capital for improvements which it has been customary to lavish on the steam railway will find an outlet in the construction of great inland waterways.

Mr. Ford holds that the building of the Suez Canal merely demonstrated possibilities, while the Manchester, Kiel and Sault Ste. Marie ship canals and the Chicago drainage canal have proved that, with the resources of modern engineering skill and mechanical appliances, there are no insurmountable difficulties to be encountered in extending deep waterways almost indefinitely in every direction throughout any country not diversified with high mountains.

A condition which is forcing itself upon the transportation interests of the world is the promotion of economy. The expense of the maintenance of railroads is very great and in no way can it be avoided or lightened. Natural waterways of commerce maintain themselves, or require, when once put in order, a comparatively small outlay to take care of them. Moreover, waterways, whether natural or artificial, which permit vessels to reach distant destinations without breaking bulk give enormous advantages in transportation.

The writer referred to above, in enforcing his idea of the benefits to be derived from the development of commercial waterways, remarks that this is a recognized probability of the near future, demonstrated by the fact that the American Government has actually spent hundreds of thousands of dollars on the survey of a ship canal from Lake Erie to the ocean, while Russia contemplates a similar twenty-eight foot channel from the Baltic to the Black Sea and will soon spend \$40,000,000 on a ship canal connecting the Black with the Caspian Seas. The completion of these waterways would allow the largest steamships afloat to load at Chicago for Central Asia ports on the Caspian or for the larger cities of innermost Russia.

As an evidence that, in the matter of improved interior waterways, the Great Republic of the West is far behind the rest of the world, he says:

I would refer you to much-maligned Russia. I have seen steel barges in Siberia, that travel thousands of miles into the interior of the country, carry tons of American railway material and equipment for the building of the Trans-Siberian and Manchurian Railways. In fact, hundreds of miles of this latter road have been built entirely of American material, carried inland by barges to cities along the line of the railway under construction. In Russia proper the government manages its canals and waterways in connection with its railways. They are built to feed and aid each other. All the chief rivers of Russia have been connected by canals, so that even now large freight barges and

small steam craft can sail from St. Petersburg or Moscow to Archangel on the Arctic ocean, Astrakan on the Caspian, Odessa on the Black Sea, or to the foot of the Urals. A canal is to be cut across these low hills to a branch of the Obi; so that, by following the already existing waterways across Siberia, boats may navigate continuously from St. Petersburg for more than 4,000 miles across Europe and Asia, beyond Lake Baikal, in fact, to the very boundary line of China. A ship canal from Riga, on the Baltic, to Odessa, on the Black Sea, is contemplated. A ship canal connecting the Black and Caspian Seas has been surveyed; and Russian engineers declare feasible the proposed plan of turning the waters of the Amu Daria back into its old bed, so that it will once more flow into the Caspian Sea, bringing in time Russia and Siberia into direct steamboat communication with Central Asia and Afghanistan.

In the United States the situation is precisely different. The railroads, which exercise too much influence in both national and state legislation for the good of the country, do all in their power to prevent the improvement and construction of waterways, and there would be nothing done in that line if it were not for the fact that the rivers and harbors bill insures the spending of a large amount of public money in the various states of the Union. That important bill failed in the last Congress because those interior states which could not by any possibility have commercial waterways were not given the means of converting their mountain streams into reservoirs and lakes, from which the water could be used for irrigating their arid lands.

In view of the fact that all the interior waterways of the United States belong to the United States Government, while the railroads are the property of private individuals, it would seem that the solicitude of the Government ought to be for the waterways; but the fact remains that the railways exert vast public influence and receive immense public benefits, and the transcontinental railroads, several of which were built with Government money, have been able to defeat the Nicaragua canal enterprise, year after year, so that to-day it is no more of a reality than it was when Nunez de Balboa first crossed the American isthmus from the Atlantic side and viewed the waves of the Pacific Ocean.

Nevertheless there is no law so inexorable as that of commercial and industrial economy, and its imperious demands for the cheapening of transportation will enforce compliance by the opening of the interior waterways and of an American isthmian canal. The European nations are yielding to the requirements of economical transportation by constructing canals and other waterways, so that ships may sail as near as possible to their destinations without breaking up or rehandling their cargoes.

The products of the United States have entered into the world's industrial and commercial competition. To meet all rivals and all competitors, nothing that can give advantage will be neglected. This is a law of trade that brooks no violation. The penalty for its violation is to be left behind in the world's race for commercial success and supremacy.

Germany, although it has 35,000,000 acres of forests excellently managed and yielding an immense revenue, demands increasingly greater quantities of wood, so that for the last ten years the amount of timber which it buys has doubled and its value trebled.

SHOES VERSUS SHOES.

A British commercial agent has been traveling in the United States, using his commercial eyes, reached certain commercial conclusions and has sent home reports corresponding thereto. Boots and shoes and what pertains to them is the burden of his investigations and report. He has been in no haste and his is no snap judgment. Carefully he has studied cause and effect and his conclusion is, "It is the use of so much improved machinery that enables the American manufacturer to turn out such large quantities and do it so cheaply." Certain facts and figures are brought forward to show what are the actual trade conditions. From these we learn that no longer ago than 1898 the exports of boots and shoes from this country to the British possessions were 142,328 pounds, in 1899 they were 323,308 and last year 426,124 pounds—a fact damaging enough in its way, but which, taken in connection with the fact that the exports of this same line of goods from the United Kingdom were in 1898 1,092,094 pounds, in 1899 1,001,927 pounds and in 1900 1,075,478 pounds, is a regular hair-lifter to one having at heart the best interests of the trade conditions of England.

With the machine as the reason why the shoe trade in the United Kingdom is running down, the agent takes it "for granted that the British boots are not inferior to those of America." It would have been interesting to have had that feature discussed. How such a conclusion could have been reached, under the circumstances, is remarkable. In the first place, the English shoe is built as the English carriage is built, stout and heavy. It is made to wear with the seeming possibility of the structure's being an heirloom! If the English shoemaker has an idea of "rights and lefts" it has come in with Edward VII. It is a recognized fact that the foot of maturity in England is larger than that of childhood, but observation seems to confirm that size is the only difference recognized. To all intents and purposes one English foot is the counterpart of the others, and for a certain size that last will answer for every foot in England. To measure the customer except for ascertaining the length is time wasted. With that for a guide, taken in connection with the idea that sole and upper must be thick and stout and heavy, one has a pretty fair idea of the English foot when clad in the English shoe. They have been described as "clumpers" and that is exactly what they are.

The history of shoemaking in the United States is a different story. With every shape of foot to clothe, the attempt has been made to cover it with a well-fitting shoe. The "pickerel" foot is not forced into a "flounder" shoe and the tub-shaped pedal extremity of the Chicago maiden scorns the Chinese deformity of the Atlantic States. Every conceivable footshape on the face of the earth is found here and the science as well as the art of shoemaking has bent to the task of clothing it comfortably and cheaply and at the same time keeping carefully in mind the too often neglected lines of beauty. A shoe, to be strong, need not be heavy, any more than a bicycle needs a wheel like a buggy. The maker of farm implements found that out long ago and the shoeshop turned the fact to practical account; so that the American shoe which is crowding all other shoes out of the market is doing so because the American

machine and the wit that drives it and the brain that patterns the last and tans the leather all work to carry out the grand idea which is making the American shoe the favorite with the peoples of the earth. There may be something in the tanning supplies and their proximity to the tanneries which the English agent claims, but not much. The foundation fact is that the Yankee shoemaker found an existing want and supplied it by bending to the task every energy he possessed and the result was the American shoe. It is neat, it is light, it wears well, and withal is handsome, and, best of all, it fits. Other makes do not and the only satisfaction the English shoemaker can get out of the situation is that until the Englishman can make a better shoe than the American can the imports are to be larger and the exports smaller than they have ever been before.

The Postoffice Department is considering the advisability of changing the design of the regular issue of postage stamps. One of the changes will probably be that the names of the persons will be printed under the heads borne on the stamps, much the same manner as in the case of some of the issues of paper money. The design may also include an inscription giving the year of issue of the series. The changes will be of interest to stamp collectors, or, as they prefer to be called, philatelists, inasmuch as it will be practically following the precedent set by some of the Central and South American republics. Each year these countries issue new series of stamps, many of the issues being for the mere purpose of adding to the exchequers at the expense of the pockets of the collectors. The practice has been condemned by collectors, but there seems to be no abatement of the nuisance. Is the United States Postoffice going to follow in the footsteps of these impecunious countries and have a new issue each year, or will the date be continued through a series of years? are the questions which every collector will be asking, and it is safe to say that some protest or other will be lodged with the authorities. The present issue has been running for some years, and if the date had been put on the stamps when they were first given out to the public, it would have assisted collectors in arranging their albums. As it is, the issue is the same as the previous one, with the exception that some of the colors of the different values are changed.

One of the latest postoffice frauds now being investigated by the postoffice authorities at Washington is that of a doctor who advertised to cure deafness for \$18.50 without fail. To those who sent the required amount the doctor forwarded 2,000 pills, with directions to take one each day, and on no account to miss a day, or the charm would be broken, and it would be necessary to start all over again. As the truth of this claim can not be put to the test until the end of about five and a half years, the authorities are puzzled what course to take.

Can a rattlesnake back? is now the mooted question in Colorado. The curator of the Historical Society claims that a rattlesnake when pursued will enter its hole tail first. On the other hand collectors of the snake's rattles as curios declare that his big snakeship invariably retires head foremost, and that then is the opportunity for cutting off his rattles by a quick stroke.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown sheetings and drills are very irregular, but sellers are now refusing to consider any orders that do not come up to their own present standards. They say there is no use of doing business at a loss, although in order to keep their mills running for the sake of their mill hands, they would be willing for the present to come out even. Wide sheetings show no developments in any direction. The lower prices, which were quoted a short time ago, resulted in reducing stocks to a considerable extent. Bleached cottons are in quiet demand for fine grades of standard goods. In unticketed lines, however, there is considerable weakness shown. Cotton flannels are selling moderately for the new season, but prices are not yet made openly. Denims show a moderate request this week. Ticks, plaids and other coarse colored cottons as a rule show a very quiet business, but in spots there is reported to be an improvement.

Prints and Gingham—Printed calicoes show a fair business in progress, but fancy prints are without special feature. Supplies are in good condition, and prices are reported steady. In staple prints there has been a moderate amount of business at steady prices for leading makes. Gingham show no change, and fancy cotton dress goods are slow. Fall lines of flannelettes and domets are still unsettled, but some of the lines of domet fabrics have been bought up to a considerable extent. Others, however, have moved slowly.

Dress Goods—The dress goods market is studded with peculiar features. In the first place business is very unevenly distributed. Whereas quite a number of mills are practically provided for in regard to orders, there are many others whose future is a matter of no little concern to the manufacturer. The average buyer's operations have been restricted except in the case of a certain few fabrics, and a good many manufacturers have been beset with doubts as to what fabrics are best calculated to tempt buyers' orders. Owing to these doubts a good many dress goods salesmen have but recently started out to canvass their trade. Whereas certain houses report the bulk of the first orders already in, others report direct to the contrary, the business secured to date being comparatively light.

Underwear—The prediction that fall fleeced goods would see a quiet season has been verified. It is the exception now to find a mill that has disposed of any fair proportion of its goods. This is quite contrary to the conditions that existed a year ago now. At that time it was the exception to find a mill that had not pretty well sold up its products. It is said that the curtailment in the manufacture of fleeced goods is going to bring the quantity made down to a smaller amount than will be used, and that the chances are that before the retail fall season opens there will be a scramble for goods of this nature. That, however, remains to be proven. Fleeced goods are not dead by any means, although they may be said to be taking a nap. For the present season's business balbriggan underwear is in the best situation of any. Many lines are reported as completely closed out, while deliveries are far behind in many other lines. Whether there will be enough of these

goods to go around remains to be seen, but the fact is that balbriggans have been on the top wave for several springs and summers. Ribbed underwear, both two-piece and union garments, is in a comfortable situation, retailers having purchased quite fair quantities.

Hosiery—The retail end of the hosiery business is in excellent shape at the present, and large quantities of fancies have been disposed of for Easter. It looks in many ways as though this year was to be the biggest fancy season of any. Of course, staples have not been neglected, and blacks and solid colors have had an uninterrupted business.

Carpets—The retail trade have been placing a large number of small filling-in orders—often in lots of three rolls each of a different pattern, which is aggravating to manufacturers, although it indicates that the market is not overstocked, and should on that account be in a healthy condition for next season's business. The manufacturers quite generally have commenced to prepare their new lines for next season, and there is considerable interest manifested on the prospects for ingrain. The early orders placed will be subject to general market prices which are not expected to be definitely settled until about June 1, when the large Eastern mills will make the price. Tapestry and velvet carpet manufacturers have continued quite well employed all through the past season, as well as makers of axminsters. In the body Brussels, wiltons and other fine lines, there has been a moderate business reported.

Smyrna Rugs—This line has continued active, notwithstanding the fact that one new mill has entered the field. The increasing sales of all wool Smyrna rugs plainly indicate that their popularity in past seasons bids fair to be largely eclipsed the coming year. While there is still a moderate demand for the larger sizes of jute Smyrna rugs, the best grades in carpet sizes on all wool grades have easily held the lead. Advices from the West indicate that retailers continue to cut up a large amount of ingrain. This section, as well as the South, has for several years been the main dependence of ingrain manufacturers.

Buying Dry Goods for His Wife.

Young, married, studious, visionary and very absent minded, he approached the young lady at the counter as though walking in his sleep.

"Please let me see a sample of your left-hand pockets," was his surprising request.

"Beg pardon!"

"Sample of left-hand pockets."

"B-e-g pardon," and the clerk showed how tall and dignified she could be. "Possibly you want me to show you some buttonholes, needle eyes or invisible perforations for embroidery."

"No, I think not. I recall none of those as on my list. I'm acting for my wife, you know. Charming woman, but so impractical. Thinks that the house must be attended to, no matter what becomes of the shopping. You have no left-hand pockets?"

"No pockets of any kind. Possibly you wanted the opening to the pocket, or a pump for inflating the pocket," and the several clerks who had gathered around looked at everything but the customer.

"It might be. I confess that I'm a little uncertain as to just what my wife did ask me to get. Come to think of it I have a list. Forgot all about it; 'but-ter, vegetable oysters, sweet po—' ah! here it is, 'sample, left-hand pocket, two yards.'"

"Then feel in your left-hand pocket,"

laughed the clerk, and all the other clerks laughed.

He did. There was a sample of narrow ribbon. The combined talent of the clerks matched it, and the customer wondered why they all beamed so benignly on him.

They Wonder What He Meant.

Over at Detroit last week the good women of a certain Methodist church contributed a supply of all kinds of good things and proceeded with the same to the home of their pastor, to find that a bright baby boy had just preceded them to the parsonage.

The women concluded to stay and take supper with their pastor, and therefore transferred the eatables from their baskets to the dining table, and then informed the parson that supper was ready, wondering as they did so if in returning thanks he would remember their gifts.

When all were seated at the table the good man bowed his head and thus approached the throne of grace, "O Lord, we thank Thee for this timely succor," and the women are still in doubt as to what he meant.

Had Her Foul.

Fogg—I never saw my wife come out second best except once, and that was with a little insignificant looking chap who took pictures.

Bass—And how was that?

Fogg—She pitched into him for not having some proofs ready when he promised. He pleaded the weather and sickness, but it was no use. It only made her bully-rag him the more. Finally a look of desperation came into his face. "Madam," he said, "if you say another word I'll finish up those pictures to look like you."

Next Thing to Marriage.

Miss Skyleigh—Are you a married man?

Mr. Frankleigh—No; but I'm the next thing to it—I'm in debt.



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.

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.

Floor Coverings



Copyright

We carry a complete line of Oil Cloths, prices from 17c up. Linoleums, prices from 42c up. Matting, prices from 10 to 35c. We have them in neat, tasty patterns. Come in and inspect our line.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Michigan

Grenadine Bows



and Windsors are the proper thing in neck wear this spring. We have them in various shapes and styles.

Especially nobby is the shield bow for high turn down collars. It looks neat and is easy to put on. Can be sold for a quarter.

We have "lots of new things" in Ties.

VOIGT, HERPOLSHEIMER & CO.

Wholesale Dry Goods,

Grand Rapids, Mich.

Clothing

Spring Overcoats, Fancy Waistcoats and "Grand Duc" Hats.

The matter of overcoats need take up very little of our attention, as there are but few varieties worn during the spring. It goes without saying that the top covert coat will retain its favor among all sorts of dressers. Tan is the chief color, with Oxford and olive following in the order named. The silk lined Chesterfield finds favor in a great many eyes, and is second only to the covert in popular favor. The materials are vicunas, thibets, black dressed and unfinished worsted, and Oxford gray unshorn worsted. It reaches about to the knee. Then we have a coat built somewhat on the order of a Raglan, having all its looseness, made with the Raglan pocket, but without the Raglan shoulder. The latter is a good coat to wear with evening dress or the dinner jacket. For rainy weather we have a number of rain coats, very unlike the old mackintosh. The Cravenette is a good example of the best kind of a rain coat, as it is rainproof, comfortable and looks well and stylish at the same time. One hears very little of the regular Raglan coat at present, and it is pretty certain that it will be conspicuous by its absence from the backs of the best dressers the coming spring.

The best authorities say that the well-dressed man will shun the fancy waistcoat excepting when worn with suits designed for sports or outing. The white waistcoat and that of khaki may be worn with perfect propriety on a number of occasions. The white waistcoat may be worn, and I could almost say should be worn, with evening dress. It is good form to wear it with the frock coat, the Oxford or black cut-away or the English walking coat. It is also permissible to wear a white waistcoat with the serge suit, but it is a practice that is not followed to any great extent by the best dressers. In any of the above cases, with the exception, of course, of the first, a khaki waistcoat looks well, and is in good form, and it would not surprise me to see the style very generally adopted this summer.

A few months ago when a German came over here he was subject to a certain amount of ridicule on account of his attire. No article of wearing apparel that adorned or disfigured his person, according to German or American ideas, was laughed at as much as his high, flat derby. "He laughs best who laughs last" is a saying that holds good in this case and many of our German friends must be chuckling up their sleeves at the inconsistency of American fashions. For the German high derby with the flat crown looks enough like the new flat American derby to be its twin brother. I doubt, if the manufacturers had known how quickly their "Grand Duc" would become popularized, if they would have produced it. In a week's time a men's outfitting establishment advertised "exactly the same thing" for almost one-half. Now I see modifications of it everywhere, and although nearly every one of these modifications differs from the original in some point, the flat top remains. It might be said that this would stop the better class of dressers from buying this shape, because every one is buying it, and hence it is losing its exclusiveness. I do not think that fact will stand in the way of a man buying that shape if it

becomes him, and if he likes it, any more than he would stop buying a regular derby shape from a five-dollar hatter, because a three-dollar hatter sells a shape on the same order. It is predicted that this English importation will tend to affect the shapes of the crowns of the other spring derbies. They were made with the crown rather tapering, a crown called the English round crown, and this revolution in the shape of flat crowns may react on this derby to a more or less degree, so that if it is not made exactly flat, it will be less rounded than at first intended. If that turns out to be the case, we will have an unusual spring derby season, with the crowns ranging from extremely flat to extremely round, with all the go-betweens as well. U. T. D.

Necessity of Taking Advantage of Cash Discounts.

So much has been said in favor of taking discounts on goods purchased from the wholesaler and the manufacturer, by the retailer, that it seems almost like repetition to call attention to the importance of this feature of buying. But many new dealers have gone into business this spring and in spite of all that has been said many old dealers fail to take their discounts, so that, perhaps, the consideration of this matter at present will prove profitable.

In business the stopping of little leaks is a matter of the greatest importance. The clerk who is stealing from you will take away the profit on his work and part of your wages besides. The waste of money in advertising is a leak that will make the balance sheet look sick at the end of the year; an excessive expense account will prove such a drain on your business that you will be desirous of selling out within a short time. Stop these leaks and begin by stopping the leak that arises through failure to take your discounts when they are offered you.

Possibly you may complain that you haven't sufficient capital to always discount your bills when you may desire to do so. There is the banker in your town who will be glad to accommodate you under ordinary circumstances. Go to him and tell him that you have made purchases aggregating \$3,000 in spring and summer stock, and that you can save \$60, if the discount is 2 per cent. at the end of thirty days, or that you can save \$150, if the discount is 5 per cent., ten days. If you have an honest record he will lend you the money a month, for \$17.50; two months for \$35, or three months for \$52.50. This is at the rate of 7 per cent. per annum, and this is considered a big rate of interest in these days. Take the money and pay for your goods. If you have received 5 per cent., ten days, as is quite frequently the case, you have saved \$97.50, even if you keep the money borrowed from the bank for three months, and it certainly will be as easy to pay the banker back the \$3,000 at the end of three months as it would be to pay the jobber or manufacturer from whom you purchased your goods at the end of that time. You have bought your bill of goods for \$97.50 less, which is clear profit and which you can put down in your own pocket, or you have paid just so much less for your goods and you have that much advantage over your competitor if he does not discount his bills. If he discounts his bills and you do not he will grow rich, while you grow poorer selling goods at the same price as you do, or he will be enabled

to offer goods to his customers at a lower figure.

But this is not the only principle involved in discounting your bills. If you establish a reputation along this line with your jobber you will reap other benefits. When you buy a bill of goods from the jobber your trade will be considered most desirable and you will get an advantage in price, from which the discount is still to be taken, and in the selection of the most desirable goods. All over the country jobbers generally have two prices, the list price at which they sell goods to those who take all the time they want in paying for them, and a lower price to those who are practically cash customers. The traveling men carry both prices; the house salesmen have them and you should always be in a position to secure the lowest figures on the goods you purchase.

Some merchants feel a hesitancy about calling on their local bankers for a short time loan. They should not have this feeling. The banker is in business for the profits on his stock—money—and he would just as soon lend money to the merchant as to the farmer. Make him your creditor instead of the jobber. All business is practically done on credit, although there must be a modicum of cash on which to hang the credit. The United States, as a Government, could not exist without the credit, which is extended to it in the form of money loaned on bonds, etc. The same is true of the state, of the county, the city government, and oftentimes the country town or village. The United States is essentially a credit nation and it is just as honorable to secure credit from the banker and save or accumulate profits

by so doing, as it is to obtain credit from the jobber and make him your banker.—Commercial Bulletin.

15,000 Pairs in Two Days.

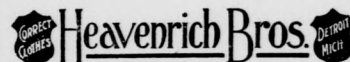
The resources of the modern shoe factory, and especially along the lines of rapid production of recent years, are indicated by a feat performed in a Lynn shoe factory lately in which all local records were broken. In one day's work, a factory turned out 7,658 pairs of shoes, and the next day this record was broken, the total output being 7,684 pairs. This was the completed run of the factory for those two days, and represented the change from the leather to the finished-ready-to-wear product. The shoes were not only finished, but were packed and shipped from the factory before the factory was shut down for the night.

American Sword Factory.

There is only one sword factory in the United States—a Massachusetts concern—and that one has ample capacity for supplying the domestic demand for swords. The saber lost its efficiency as a cavalry weapon as far back as the war of the rebellion, and the increased range of rifles has made the sword equally obsolete as an implement of actual combat.

"Correct Clothes"

We've still all sizes in Men's Clothes and Overcoats for spring which we will ship immediately on order. No matter how good your line may be, ours will give additional attractiveness.

 Heavenrich Bros. Detroit Mich.

This space belongs to
G. H. GATES & CO.,
Up-to-date Wholesale Hatters,
Detroit, Mich.

WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.

Shoes and Rubbers

Some of the Results of Short Shoes.

No kind of misfit is quite so bad as that of the short shoe. A short shoe affects every portion of the foot, for as soon as the toes strike the end and have not sufficient room to lie flat, it forces the large toe back and bunions are the result. Ingrown toenails are also caused by short shoes. Another result of short shoes is a burning sensation so commonly attributed to thin soles. As the foot is pressed down it forms a large crease through the sole of the foot. This causes the most agonizing pains, such as are complained of daily to the shoe clerk. Still another result of short shoes is the action they have upon the nerves of the foot in forcing them prominently to the surface. The friction of the leather and its pressure upon the exposed nerves not only affects the foot, but also the leg and very often the whole body.

A sign displayed in a Chicago shoe store is perhaps the best solution to this problem that has ever come to our notice. It reads as follows: "Do not ask for your size; ask for your fit." If this motto was strictly adhered to by all customers, foot-fitters would have little trouble, but it is not; most customers demand a certain size. This is where your ability as a salesman must assert itself. It is true very often you will find a salesman either too lazy or without sufficient knowledge of the shoe business to advise a customer to accept anything but what he is wearing. This is a mistake. If you have cultivated this idea, and can not break yourself of it, simply draw the customer's shoe off the foot and do not look at the size. Get your size stick and measure the customer's foot, allow one and one-half sizes for draw and try on a corresponding size. Thus if the foot draws $5\frac{1}{2}$ try on a size 7. If you have confidence in your own ability as a foot-fitter, while unbuttoning or unlacing the shoe, unknown to the customer, simply press the finger on the toe-cap, and you can tell in a moment if the shoe is sufficiently long. Do not make that too common mistake in your endeavor to fit shoes long enough and give a customer shoes two or three sizes longer than the foot. This throws the ball of the foot in the wrong part of the shoe. The result will be that before the customer has worn the shoes a month they will be brought back to you. The toe will be turned up, and if the shoe is of light leather it will have cracked across the waist. There is but one way to fit a shoe, and that is to get the corresponding portion of the foot in its relative place in the shoe. The ability to do this can only be attained by long practice and diligent study. The foot itself is a study, but no more so than the study which is necessary to make a practical foot-fitter.—Shoe Retailer.

Suggestions for Window Display.

A very neat window, especially for your spring trade, where you may show your leaders, is arranged as follows:

The background and body are of tufted white cheese cloth. In the center form an arch of common pine boards. Build the top $2\frac{1}{2}$ feet from the back and the sides two feet. Cover this with tufted heliotrope cheese cloth. Build the two side arches oval in shape to contrast with the center arch. Do not build those the same as the center arch. Instead, arrange the tufted heliotrope

cloth close to the background. Let the top of the center arch come to a gable or point. In the center thus formed place your leader on a neat glass stand. In the side arches place a pair of well-matched palms, or, if you prefer, a cluster of shoes. This can be arranged by crimping over two or three skeleton stands made of wood with white cheese-cloth. Do not use more than one shoe in your center arch, and have that shoe a distinct leader of your line. If you desire, you can use a few sprays of green creeper. Do not have more than three slippers or oxfords in your side arches. You might use shoes instead of flowers.

Form with a cord from the center arch to the front corners of the window the sides of a triangle. Use glass stands one foot apart from the point of intersection on the triangle either way to the corner of the window. Put oxford ties or slippers on the glass stands. Between the stands, or either a little to the front or to the rear of the glass stands on the floor, place button and lace shoes. Place one other glass stand in the center of the window. Put another leader on this stand, for next to the shoes in the arches it will be most conspicuous. Use small nickel rests. If you do not have them use pieces of wood neatly hidden under the tufted cheese cloth for the remainder of the shoes and slippers you intend to use in the body of the window. Place palms in each of the corners at the rear of the display.

This window can be well dressed with not more than thirty shoes. The cost of the cheese cloth, pins and palms will not be more than from \$3 to \$4. It will entail a lot of work, but the result obtained will well repay the effort.

If you desire to quote the prices of your shoes, do not put pin tickets on the whole display. Rather have a neat card of heliotrope with white letters quoting the prices of your various shoes. Suspend this from the ceiling so as not to interfere with the remainder of the display. If it is possible, run incandescent lights in the three arches; also along the back body of the window.—Shoe Retailer.

Chrysanthemums Help Sell Shoes.

J. H. Babb, who runs a retail shoe store in Newburyport, Mass., submits the following plan for drawing both new and old trade to his store, which he has used successfully for the past three years:

A couple of months before the opening of the chrysanthemum season Mr. Babb made arrangements with a local florist to force the blooms on a quantity of good chrysanthemum plants. Not the ordinary flowers, but attractive styles and kinds. These cost him during the three years from 25c to 35c apiece, all potted and full flowered. When the forced plants were ready—and of necessity for the success of the plan they must be ready before the flowers are generally on the market—the local papers were used to loudly announce a three or five days' chrysanthemum sale, at which every purchaser of \$3 worth of goods would be presented with a flowering potted plant. This Mr. Babb found particularly attractive to the women. He is of the opinion that a three-days' sale is rather better than one lasting for five. Circulars might also be distributed on the street during the progress of the sale.

Woman's Idea of Living.

He—Look here, my dear. I can not afford to entertain on such a scale as you have indulged in of late.

She—John, I really believe you are just the kind of a man who would be perfectly happy if you lived within your income.

Rubbers Still Lower

New prices on Bostons 35-10 and 5 per cent.

Bay State 35-10-10 and 5 per cent.

All orders taken for fall will be billed at above prices. Prices guaranteed until December 1st. If you have not already placed your order wait for our salesman and ask to see the new kinds for this season.

Rindge, Kalmbach, Logie & Co.

Grand Rapids, Michigan

A Bank Account



No. 4016
Women's Dongola one strap turned opera slipper. $2\frac{1}{2}$ to 7. \$1.00.

EDWARDS-STANWOOD SHOE CO.,

Monroe and Franklin Streets, Chicago, Ill.

Is a convenient thing to have whether large or small. You can swell yours if you handle OUR shoes; they are profit expanders.

We carry rubbers too—Wales-Goodyear, Candee, Woonsocket, Federal and Rhode Island.

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.



**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.



Value of Price-Cards on Shoes.

"A show window with price-cards on the shoes is worth three or four windows in which cards are not used," observed a retailer of a number of years' experience recently. "I have tried both ways and I know whereof I speak.

"I arranged an attractive display of shoes some time ago and the window, I am free to say, was a handsome one. I did not put any price-cards on the shoes, leaving them off by way of experiment, my head salesman, whose duty it is to make these cards, declaring that he did not believe that they paid for themselves. Well, while I had the display of shoes I speak of, I did not make a single sale that I was able to credit to the window. I saw lots of people stop and look in the window, but none of them came into the store directly afterwards.

"In a few days I put price cards on the shoes, but otherwise did not change the window in the least particular. That day as many as twenty-five persons came into the store directly after looking into the window, and they asked to see one or another of the shoes displayed. Two-thirds of them bought shoes and this was repeated for several days. It taught my clerk a lesson and he seems to put more heart into the sign-printing business.

"I believe that the sign-cards should be neatly painted. If a show window is ever so attractive it will all be spoiled by the use of cheaply-printed or painted signs. If a storekeeper, manager or clerk has not the ability to make the signs then they should be bought or made to order by a sign-painter. A dealer should have several sets of these on hand, as it is just as important to change the cards as it is the shoes. Signs soon get soiled or faded, and then, of course, they should not be used. I like a diamond-shaped or triangular sign and my preference is for black letters and figures, with a good border on the card.

"In addition to the price-cards, it is well, in my judgment, to make other and larger signs, calling attention to the line or particular advantages of the shoes shown. I am a thorough believer in the advantages and efficacy of price-cards, and, judging from other windows I have seen, it is evident that other dealers are coming to think the same way."—Shoe Retailer.

Similarity of Summer and Winter Shoes.

Do you realize that summer and winter shoes as carried by the average shoe merchant are almost identical in style, weight and cut?

Take away the calf shoes carried in winter and find for me any shoes sold in winter that are not sold in summer. Take away from the summer goods tan shoes and oxfords and show me any shoes not sold in winter.

The only difference is that you may find the sale of welted shoes heavier in winter than you do in summer, and vice versa.

This condition of affairs, which has been brought about by the introduction of broad toes and welted soles, is indeed a blessing to the retailer. It means that if you buy your shoes with judgment there is no time in the year when you will have to hold them over, awaiting the return of the season.

Calf shoes are now sold in summer, tans are worn to a certain extent in winter, and if retailers use judgment in buying they will have not more than sufficient of either left at the end of a

regular season to carry them through to the next year.

Your slippers never change sufficiently to be out of style, and so long as you regulate the toes you are able, with the addition of a new slipper once in a while as you sell a line out, always to keep your slipper stock up to date.

The styles of children's shoes should never change very much. Select a number of comfortable styles of shoes for children, demonstrate to your customers that they are good wearers and you will rarely, if ever, be asked to change the styles. In children's shoes mothers continually aim to buy one style as much as possible, with the exception, perhaps, of a patent leather for dress wear, which is sold with a cloth top and a light sole in summer and a kid top and a heavy sole in winter. If you break up your children's shoes by adding new styles and do not keep your "bread winners" well stocked, you will lose not only sales but also customers. X.

Patent Calf Will Come Out Ahead.

The increased demand for patent kid has forced upon the market many substitutes for this popular leather. Patent colt-skin, patent alum tan and several other substitutes, none equal to the original, are now being sold to the anxious retailer. Another idea is the addition of a patent leather tip to the patent kid shoe. While it is practical, so far as keeping the toe from wrinkling is concerned, the contrast between the two is so great that no customer willing to pay \$6 or \$7 for a pair of patent kid shoes will tolerate the patent leather tip. The grain of the patent leather is so much finer than the grain of the patent kid that it is perceptible at a glance. Do not spoil what would otherwise be perfect shoemaking by the addition of patent leather tips on patent kid shoes. The craze for patent kid is also increasing the demand for patent calf, which to our mind is one of the best things possible to have happened. Patent leather will still be a standard leather after patent kid has had its run among the specialties that spring up from time to time in the shoe market. Nine times out of ten retailers, on being advised by the manufacturer that he is unable to supply their demand for patent kid, immediately have the order changed to patent leather. This means a more solid introduction of patent calf in this competition with patent kid, and there is no doubt in our minds that patent calf will come out ahead.

What Constitutes False Pretenses.

In the recently reported case of "In re Gary," Judge Brown, of the District Court for the Southern District of New York, upheld the claim of a seller for a return of goods alleged to have been secured by the bankrupt, Gary, by false representations and directed the trustee to return the goods. In his opinion Judge Brown says, with reference to the statements made by the bankrupt to the seller: "It is not necessary that the false representations should be the sole and exclusive consideration for the credit, but only that they were a material consideration, without which in all probability the credit would not have been given."

In a subsequently reported case in Utah the United States District Court again recognized the above principle and the creditors were allowed to retake their goods from the trustee. Another and very important question was passed upon in this case favorably to the creditor. Some of the goods sold on credit as a result of the false representations were sold by the bankrupt and did not therefore come into the hands of the trustee. The question then arose,

could the creditor, having rescinded the sale upon the ground of false representations for the purpose of securing a return from the trustee of such of his goods as the trustee had, prove a claim against the bankrupt's estate for the amount of the goods disposed of by the bankrupt before his adjudication? The court held that the creditor could file his claim for the sums received by the bankrupt on sales of his goods, which sums are to be determined by the referee.

These cases naturally give rise to the query, What constitutes "false representations?" No hard and fast rule can be laid down, as each case must stand upon its own facts. In general, however, such statements as induce a man to extend credit to another, which statements subsequent events prove to have been untrue and so known to the debtor to be at the time of making, will be considered false representations in a court of bankruptcy. In the Gary case above referred to the court said, in

speaking of the statements of the debtor, "The statements made would naturally induce credit."

Opening of the Tennis Season.

The tennis shoe season has already opened in some sections of the country. Within another month it will have become quite general, and the dealers are anticipating great activity in this direction. Tennis shoes were never better than now; nor were they ever offered in larger and more pleasing varieties than at the present moment. The presence of higher-priced goods is a strong inducement to retailers to develop still further this branch of their business. These shoes, while generally designated as tennis shoes, are used for many other purposes, notably for yachting and for seashore service, and have come into quite general use for gymnasium wear during the winter months. Every indication points to the fact that the rubber-soled shoe is destined to become even more of a commodity in the future than it has been in the past.

We Sell the Best Fisherman's Boot

ever made. It has several points of superiority over all others—light duck vamp, extra protection over the toe and light weight extension sole. The latter prevents cutting the side of the boot when the foot slips between two stones: the toe cap prevents snagging the toe, and the light weight duck vamp will stand twice as much snagging as a common fishing boot and has a light weight top. List price, \$6.35. The common old style lists at \$6.00 but the new style is worth to wear \$1.00 per pair more than the old. Remember we are headquarters for mackintosh wading pants and boots. All goods sold at regular trade discount. Send in your orders now.

Studley & Barclay

4 Monroe Street,
Grand Rapids, Mich.



Seeing Is Believing

Look our line over and you will BELIEVE it is one of the best general lines of shoes you ever saw. Our salesmen will call on you soon.

Goodyear Glove Rubbers 35-10-5 per cent.

Old Colony Rubbers 35-10-10-5 per cent.



Amazon Kid.

Bradley & Metcalf Co., Milwaukee, Wis.

Hirth, Krause & Co.

We carry in stock a very complete and large line of Misses and Childrens, Boys, Youths and Little Gents' Shoes. Over 200 samples to select from. Also complete line Womens, Misses and Children's Slippers. Write for salesman to call.

16 and 18 S. Ionia St., Grand Rapids

Clerks' Corner.

How a Crusty Employer Met His Match.

There is a large wholesale establishment on Ottawa street and there is necessarily a numerous working force. In lively times there are no idle corners to get into and the stoutest of the men find themselves pretty well fagged out by five o'clock. By half past three the atmosphere is clear of anything resembling hilarity and from that time until six o'clock jokes are not appreciated. It has been found, too, that criticism receives no encouragement in the afternoon, although candor compels the statement that a better lot of better tempered men are not to be found in the State. Human nature, however, can not stand everything, tired human nature can stand nothing and it has been found that he who violates what seems to have been settled as so much unwritten law does so at his cost in this particular establishment.

For some reason or other the liveliest man in the crowd came down to the store with a sore head. He got out of the wrong side of bed that morning—a habit to which humanity is occasionally addicted—and he and everything he touched of course went wrong. He early developed into the cantankerous kicker and whoever came within reach of his heels that particular day was sorry. He kicked, as he did everything else, for keeps and long before noon there wasn't a sound shin in the whole concern and by three o'clock the temper of every man of the force was completely demoralized.

The distemper had by that time found its way into the office and the "old man," after a message over the 'phone, turned red in the face and started for the shipping clerk. He found him and he found, too, to his great disgust, that the fault he had come to complain of was due to the likeliest man in the house, whom the shipping clerk stated with earnestness that he could do nothing with.

"You can't, hey? How long is it, I should like to know, since we've had a man we're all afraid of? I guess I'll walk around there and straighten things out a little."

The "old man" was the last one who should have taken upon himself that duty. For months the kicker had been looking upon himself as an injured individual. He had had hopes which had been blighted and he had vowed a vow that he had put up with such treatment as long as he was going to. Not another straw should be placed on the back of his camel. He had managed to get a living before he had ever set foot inside that tunked old store and there was a lively chance that he could do it again somewhere.

He had been chewing for some time on this when the old man came up.

"What reason, sir, have you to offer for the non-delivery of Caxton's goods?"

"For the reason, sir, that, with me, invoices are taken invariably in the order in which they come. I don't know your Caxton from anybody else and he'll learn one of these days, if he ever deals with me, to get in his order early if he wants it filled early."

"But I gave orders that it should be filled at once."

"The devil you did! And who are you, if I may ask, who are coming in here to throw everything into confusion? On to that hook the orders go and I take them in the same order—you mind, in

the same order—and I don't change that order for the Old Harry himself. Caxton won't get his goods until I come to 'em; and you'd better 'phone him that right straight off. I can't waste any more time talking about it."

"I tell you to fill that order now!"

"And I tell you to go plump to—and you'd better start right off for you're in my way!"

The "old man" was just there, as he said, and the young fellow, in a hurry to get through with his list, started with a rush for the goods behind the head of the firm, who thought, by the looks of his employee's face, that he intended violence and, boiling with rage, he went to the office. The young man, having got over his wrath, was fairly paralyzed with what he had said. Thoroughly ashamed of himself and thinking only of that, he dropped his order book and, rushing into the front office, exclaimed: "Mr. Blankington!—I've changed my mind. You needn't go!"

He was out as soon as he had said it and Blankington, who had made up his mind to give the fellow his walking ticket, staring a moment at the doorway through which the clerk had vanished, burst into a fit of laughter that made his sides ache.

There was no discharge. Weeks afterwards, when some one asked the "old man" why he didn't ship the fellow, he said, "Oh, one good turn deserves another. As long as he let up on his order I couldn't very well insist on mine."

That was the last of it; but it is noticeable since that this particular "old man" keeps out of that particular part of the store after three in the afternoon.

Richard Malcolm Strong.

Three Attempts to Break the Record.

"Oh, yes," said the grocery drummer as he finished making up his report to the house and sealed up the letter, "I have had some little complaint about goods. For instance, when I made my second trip into a certain town I found that a kick had been registered with one of my customers. A man who had bought a plug of tobacco had brought it back to the store and showed where he had a vacancy in his lower set of teeth on account of that plug of tobacco. He had bit into it and hit a piece of a boot heel that had been stowed away in that plug. I had a good deal of trouble getting the thing squared and in persuading the storekeeper to give me another order for that brand of tobacco, but I did it finally."

"Well," said the drummer who represented a wholesale commission house, "that isn't as bad as the experience our house had with a consignment of butter that had been sent in. The house turned this particular lot of butter over to a retail house and when the people there opened it they found two dead mice in the middle of the firkin."

"Well," said the man who bought and shipped cotton, "you fellows have never had any such experience as I have had. For instance, I bought up a lot of cotton last summer and shipped it to a house in New Orleans. Well, in a few days I got a letter asking if those niggers were in those cotton bales by mistake, or had they been put in to increase the weight? It seems that a small darkey or two had been pressed in with the bales by mistake."

"And yet to look at you," said the grocery drummer, as he surveyed the placid countenance of the cotton buyer, "one would not suspect that you were an easy, off-hand liar."—Topeka Merchants' Journal.

Reward of Too Much Virtue.

From the Toronto News.

A curious example of the reward of excessive virtue is the case of certain pickle manufacturers who have been making their pint bottles hold a little more than a pint, to be on the safe side of the English law. When these pint bottles arrived in Canada they found that there was a law in operation which provides that any package measuring more than a pint must pay duty as a quart.

Dreams Realized.

The two graybeards met again for the first time in years.

"Remember," said one, "your young ambition to live the life of a hermit?"

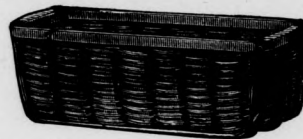
"Well," said the other, "I am not far from woman's clubs."

The Progress of the Seasons.

"Johnny," said the teacher, "can February March?"

"No," said Johnny, "but April May."

Ballou Baskets Are Best



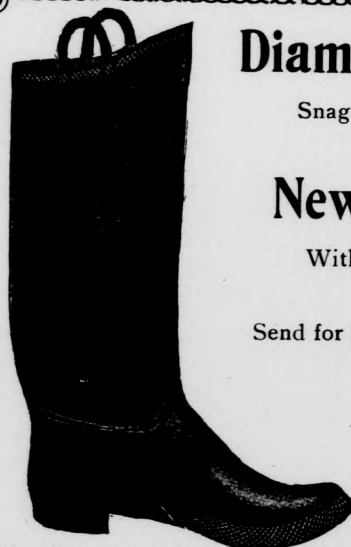
Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.



Diamond Duck Boot

Snag proof, either plain edge or rolled edge, \$4.50 list.

New Atlas Boot

With duck vamp, rolled edge, \$4.35 list.

Send for our special catalogue of boots.

A. H. Krum & Co.,
Detroit, Mich.

Headquarters for Rubbers:

Americans, Candeels, Woonsockets, Federals, Paras, Rhode Islands, Colonials.

THE IMPROVED

Welsbach

HYDRO-CARBON LAMPS



No Odor. No Dirt.
No Smoke. No Wicks.

GUARANTEED

TO BE

5 TIMES

CHEAPER THAN KEROSENE

AND TO GIVE

3 TIMES MORE LIGHT

Made in six different designs, suitable for home, store, hall and church

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

Write for illustrated catalogue and special prices to

A. T. KNOWLSON, 233-235 Griswold Street, Detroit, Mich.

Conducting Michigan supply depot for Welsbach Company.

USE THE CELEBRATED

Sweet Loma

FINE CUT

TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Window Dressing

Pertinent Hints for the Successful Trimmer.

In showing spring lines a general trim is very desirable, as it gives you an opportunity to put representative articles from every line of spring goods before the public. People are thus enabled to get an idea of the new styles and modes as a whole, a thing which is always very desirable at the beginning of a season. An arrangement for such a trim is as follows: Along the front of the window close to the glass and on very low stands place a row of spring hats of the different shapes and styles that you carry. Just behind them place a row of white shirts, a shirt behind each hat. This is for the purpose of getting a dead white contrasting background for the hats, thus throwing out their shades clearly, which is the desirable thing. Between the hats and shirts place bunches of ties in various units of display, alternating them with bunches of hosiery. Behind the shirts show spring trousers hung simply on window stands and alternating with the coats and vests of spring suits. At each corner of the window and in the center place a spring overcoat, one showing the back, another the lining, and a third the side of the garment. Hang the back of the window with underwear and bath robes, or if desired with a further display of clothing, neckwear and hosiery. A few pots of plants prettily covered with colored crepe tissue paper will, of course, look well interspersed among the articles displayed. The back of the window can have some hats displayed against the light background on tall stands.

* * *

While it would be absurd to say that the creation of a window trim, no matter how elaborate, is a performance of as high art as the creation of a fine landscape in oil, there are certain principles that must be observed by the painter as well as by the window trimmer in the production of masterpieces, and so it is possible for the window trimmer to learn something by a consideration of the similarities between window work and the painting of a picture. One sometimes hears it said that one artist in oils is superior to another artist in his sense of form, although deficient, comparatively speaking, in his sense of color. That is, one man has such a true eye for pleasing and truthful color combinations that his picture pleases although the figures in it may be badly grouped and badly proportioned, while the other man seems to hit instinctively on the right perspective, brings all his figures and all parts of his background into harmonious relations with each other, knows how to draw each figure or tree in such a way that it is real and lifelike, not only in itself, but in relation to the figures about it, and in general has such a cultivated or natural sense of the shape of things that he knows how to produce a harmonious, symmetrical effect, although his color sense may be very bad. Some painters are fine colorists, others are strong in their composition. So it is exactly with window trimmers. Some men design windows that have every article in them correctly placed with reference to each other. Others have more strongly developed the faculty of producing delightful color combinations. If one trimmer could design the setting of a window and another trimmer the color

scheme, the window would be nearly perfect. A trimmer, as he works, should learn to know which of these two characteristics is his strong point, and if he can work with a man who can supply his deficiencies, or aid him by his better taste he should be glad to avail himself of his assistance. It is evident that he should study to educate himself on that side of his nature which needs development. A window that is of medium excellence from the point of view of both color and form is a better window than one strikingly good in one respect and strikingly bad in the other. Proportion is the thing to strive for in window trimming as in the painting of a picture, and in some respects it is far more difficult to attain. A window trimmer is an artist or a tradesman according to the way in which he does his trimming. If he has an artistic sense and the ability to think in color and form, it will show itself as plainly as if he were engaged in the painting of a picture.

* * *

The man who is beginning his career as a window trimmer needs to remember that habit is bound to make him an efficient or an inefficient window trimmer. Window trimming is a practical business and no matter how much taste, originality or adaptability a man may have he will be a failure unless he is able to do steady, regular, well ordered work. If he falls into the habit of letting things go until the spirit moves him, of doing things without reference to anything but his own convenience, he will be sure, sooner or later, to find himself in a position where these habits of his will prove serious drawbacks. Even if he is permitted to take his own time in his work, he should hold himself to a certain limit of time in his trimming. He should cultivate the power of working quickly, of having his ideas so ordered that he will be able to do lightning work in the windows without the expenditure of unnecessary effort. The trimmer who can save time is the man wanted in a big city store, and the trimmer who wastes time when every hour's delay means a hundred or a thousand dollars' difference is the man who is not wanted. The young man in the small town who is anxious to get to the city will find that the ability to do things quickly will make him very highly appreciated and that the contrary habit will be a drawback. City methods demand hustle, and even if in a small town a whole morning can be spent as well as not in trimming a window, a man should not so indulge himself, because he should endeavor to form the habit of working quickly.—Apparel Gazette.

Slow Progress of the Metric System.

Since 1900 the elementary schools of England have required instruction to be given in the principles of the metric system. Negotiations are now going on for the holding of an international metric conference in Paris at some near date.

The growth of public opinion in Great Britain in favor of the introduction of the system is marked, and it has had some effect in the United States also. The use of metric weights and measures has long been legal in this country, but it appears that no great increase in the number of users is noted in the past thirty years. Scientific men use it as they use a foreign language or a microtome, whenever it is convenient. The average person understands the metric system perfectly well, but

does not use it, because, to him, it is not convenient.

Why should he be hurried? Why not let well-enough alone? Why force butchers and bakers, mechanical and civil engineers and others to provide themselves with new standards, and to use measures and weights that they at least are not ready for? The mere cost of providing new scales and balances for 70,000,000 people is immense. New gauges and scales for a single machine shop are very costly. Consider the changes necessary to be made in the blue prints of engineers, architects and surveyors, and the millions of changes to be made in the wording of the title deeds to land and city lots.

The practical conclusion seems to be to allow things to remain as they are until a considerable number of people find them inconvenient, and then to make the change. Those who are engaged in foreign trade now use the metric system whenever they find it convenient. Why should one of us be forced to employ a Centigrade thermometer, whereof the degrees are inconveniently large, rather than a Fahrenheit?

Legislation in such matters should wait upon convenience. Every American is at liberty to use reformed spelling if he likes, but a law that would force him to spell "through" thru, or "physician" fisshan, when he finds it more convenient to use the older forms, would be simple tyranny. The moral is, wait; there is no hurry; when the metric system is wanted we shall have it.—N. Y. Sun.

The woman who listens to flattery not only fools herself but the flatterer as well.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



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?

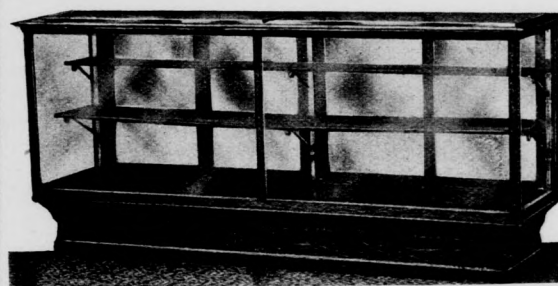
AMBROSIA CHOCOLATE CO., Milwaukee, Wis.

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.



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.



THE PUTNAM CANDY CO.,

GRAND RAPIDS, MICH.

Our chocolates are always fresh.

Bitter Sweet

seems to be the favorite just now.

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

B. W. PUTNAM, President

R. R. BEAN, Secretary

Butter and Eggs

Observations by a Gotham Egg Man.

There is a fraudulent practice in vogue among some unscrupulous egg dealers that ought to be known to the public. Among certain poultry fanciers at nearby points, who make a specialty of furnishing new laid eggs of a high grade for high priced trade, it has been customary of late years to stamp the eggs with the date of their production. A limited demand for such eggs has been found in certain channels of consumptive trade at relatively high prices. We find that some dealers are now buying Western eggs, stamping them in imitation of the above method and deceiving customers with them, charging an exorbitant price. A large receiver told me that he was selling Western eggs to poultry men at nearby points who stamped them with a fictitious date and sold them to customers who supposed they were getting fancy local production at comparatively extravagant prices. The matter is perhaps of little importance to the egg trade at large, but consumers ought to be informed that at this season of year fine Western eggs are just as good as any in point of quality and that it is unnecessary to pay extreme prices for nearby goods—especially when they are pretty sure to get Western anyway, often palmed off upon them for nearby eggs under false pretenses.

* * *

An important feature of the egg business, and one that ought to be taken into consideration when speculation is rife in the spring, is the enormous increase of egg production in the Southwest. Oklahoma, Arkansas and Texas are becoming more and more important sources of egg supply every year and now have a large capacity. This section of the country is so far south as to be comparatively free from the winter conditions that formerly used to produce great scarcity of fresh eggs in January or February every few years, and the egg business has grown there to such proportions that a winter dearth of eggs for consumptive needs has now become very unlikely, regardless of weather conditions farther north. It may safely be calculated that periods of great scarcity in January and February will hereafter be of rare occurrence and that the average season for a profitable unloading of refrigerator eggs will be shortened. It has become very risky to carry old eggs after January 1, or January 15 at latest, and the ability to move spring production between September and January at profitable prices has come to depend largely upon a very small storage of summer production. But high spring prices invite free summer storage—ergo low spring prices are essential to profitable results. It has been proven so often that it seems astonishing that the lesson is only learned when disastrous experience is fresh in mind.

* * *

I notice a good many Western egg shippers who are sending stock to this market, evidently noticing that "storage packed" eggs are quoted higher than regular packings, invoice their shipments as "storage packed" when

they evidently do not appreciate the full significance of the name. Receivers are entirely unable to realize the prices quoted for storage packed selections unless the eggs are so packed as to meet every requirement of the rule.

To pass as "storage packed" the eggs must pass in the grade in which they are offered as to quality; firsts can not contain more than an average of 18 checked eggs to the case and extras not more than 12. All grades, when sold "storage packed," must be in new 30-dozen white wood cases, smooth, clean and substantial; fillers must be dry, sweet, medium or No. 1, with flats under bottoms and over tops; dry, sweet excelsior or cork packing under bottoms and over tops.

The failure to meet these requirements: first, a lack of sufficient grading to bring the goods within the rigid inspection given in the case of storage packings, second, by reason of the fillers being too light weight and, third, because suitable flats and packing are omitted. Eggs which do not meet the strict requirements of the above rule in every particular can not be sold above the quotations given for regular packings.—N. Y. Produce Review.

Wanted It Plain.

"One of the best salesmen we have on the road, if not the very best," said a well-known wholesale dealer, "came to us ten years ago from the backwoods and a greener fellow you never saw."

"We can't give you a salary," said I, "but we will allow you a commission of 25 per cent. on all you sell for cash." "I don't rightly understand this commission and per cent. business," said he, scratching his head, "seein' I ain't used to it; but I'll tell you what I'll do; just agree to give me 10 cents on every dollar's worth I sell and I'll undertake it. That's plain enough for anybody to understand."

"I let him go at that," laughed the merchant in conclusion, "and made it up to him at the end of the year by putting him on the road with a good salary, and permission to tell the story every time we gave him a raise, and we gave him one yesterday, and I've told the story a good many times."

The Society Monstrosity.

"Those folks in the next flat are awfully pretentious."

"Are they?"

"Yes. She sends her visiting card over—two middle names on it—when she wants to borrow butter."

J. W. Keys

General Produce and Commission Merchant,

Detroit, Mich.

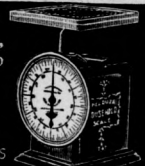
I want your consignments of

Butter, Eggs, Poultry.

Correspondence solicited. Please investigate.

References: City Savings Bank, Commercial Agencies.

PELOUZE SCALE & MFG CO.
CHICAGO
SEND FOR MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY & POSTAL SCALES SPRING BALANCES ETC.



Scales

EGGS WANTED

We pay highest cash market price f. o. b. your station. Write or wire us for prices. Butter consignments solicited.

Oranges, Lemons, Bananas and Early Vegetables always on hand.

RETTING & EVANS, Grand Rapids, Mich.

Reference—Peoples Savings Bank.

Mention Michigan Tradesman.



CH Libby
PRODUCE COMMISSION MERCHANT
SPECIALTY
BUTTER EGGS.

Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

L. J. SMITH & CO.

MANUFACTURERS OF

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

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

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

NEW POTATOES

Will be early and plentiful this year. Therefore move your

OLD POTATOES

immediately. We are selling potatoes every day and can sell yours. What have you?

MILLER & TEASDALE CO., ST. LOUIS, MO.

FIELD SEEDS

All kinds Clover and Grass Seeds.

FIELD PEAS

We buy and sell Eggs, Beans, Clover Seed, Potatoes, Apples.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

We solicit your shipments of Fresh Eggs and Dairy Butter.

Reference, Home Savings Bank, Detroit.

F. J. SCHAFFER & CO.
FRUIT AND PRODUCE ON COMMISSION
DETROIT MICH.
THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

We make a specialty of poultry and dressed calves. Write for our weekly price list.

The Meat Market

Want Six Chops to a Pound.

Of late some large flocks of very prime fat Western sheep have been received in the Chicago market. Let us suppose that one such band includes 1,000 head. The sheep are all wethers and graded prime. At \$4.75 or some similar price they are quickly taken off either by an exporter or by an agent for a packer. Then a division is made. The packers and exporters of sheep are at present hunting in couples—forced thereto by the demands of the thrifty American housewife. This lady has announced that she does not relish fat mutton or lamb, nor will she spend her money for mutton chops at two to the pound. She wants four and, if she can get them, five to the pound and she does not care if the meat has not enough fat to decently lubricate itself in the fryingpan or gridiron. The less fat the better, and if a race of sheep could be evolved granting six or seven or even eight chops to the sixteen ounces it would bound into her favor with a spring so prodigious as to break all records then and there. This directly influences the packers who cater to the domestic trade. On the other hand the British consumer wants fat mutton, or at least mutton that is fat enough to show that it has been properly fed, and he wants his chops cut from a large sheep. If a chop weighs a whole pound it will do, even if a trifle weighty, but two or three to the pound is the favorite weight. This influences the exporter.

Our exporter and packer, then, hunting in couples, pick off the string of 1,000 muttons and at once proceed to divide them. The exporter will take all that will average between 131 and 140 pounds; the packer will take all the small, tidy little fellows, 120 pounds or less being the highest weight taken for home consumption. In a prime lot of wethers of this description the exporter will get about 600 of the band and the packer the rest, but of course in this as in all other business transactions circumstances will alter cases.

With yearlings it is the same. The prime favorites with the packers are the little, wrinkly-skinned Mexicans, shipped enormous distances and shrunk out to the last ounce, without much fat, spare of frame and small of bone, huge bands of 1,500 head averaging seventy-six to eighty-one pounds. For such the packers will pay more than for the primest of native yearling sheep. The exporter has no use for them, could not sell them to advantage in England, but they just exactly suit the American housewife, for their chops run five or six to the pound and their legs are very small, while they have hardly any fat at all. Only a few such yearlings come in each season, though, and the packers must have others, so again they divide with the exporters. A good many very large lots of Western yearlings were placed on feed last fall. Many of them have already been marketed in splendid order. At present such yearlings command around \$5 per cwt. This time some small difference in the price is made, the packers taking all the smaller sheep and paying perhaps ten cents per cwt. more for them than the exporter pays for the heavier ones. The packer's lot will average perhaps right at 100 pounds, the exporter's probably at 112 pounds. The larger sheep are too fat and their joints too big to bring the

price in American butcher-stalls and thus again the demands of the American housewife rule a market.

Among the lambs much the same sort of a rule holds good. This season the feeders are confronted with the extraordinary condition that the lambs which have done the best for them, made the most gain, laid on the most fat and which should ordinarily yield the most profit, must go for less money than the lambs that weigh considerably less and have not as much fat on their ribs. A lot of lambs that average say 100 or 110 pounds will stand all day in the marketplace without eliciting one bid from a packer. If they are to sell to the best advantage some exporter must be in the market for a load of lambs. The packers want lambs averaging from seventy-eight to ninety-three pounds or at most ninety-five pounds. Heavier lambs they will not pay top prices for under any circumstances, preferring to buy lighter stock of inferior quality. Thus the feeder who feeds his lambs to the limit of profitable development gets less than the best price, although his product may be actually the best on sale. With the top figure \$5.25—the famous "\$5 at the river"—the 100 or 110-pound lambs brought only \$5.10, or perhaps only \$5.05, and they only brought that much to go across the water. The lambs with which the famous "deadlock" was broken averaged from eighty-three to eighty-eight pounds. Fortunately there has been an unlimited enquiry for export lambs of late and all really good heavy lots have found an outlet at about these figures, although some days with liberal supplies on hand very prime 110-pounders have brought only the even \$5. In a double-deck of lambs received not long ago there were 100 very fat, ripe lambs averaging 112 pounds. These were cut out to an exporter at \$5.10 and a packer took the rest, averaging eighty-nine pounds, at \$5.25. That means that the best lambs, the most profitable lambs, brought the poorest price. This, however, is a condition, not a theory, and must be met by the feeder accordingly. Here again the housewife of the American city is to blame. She can not, or says she can not, afford to pay such high prices for large joints of lamb or for lamb chops. If she is to buy it at all she must have chops enough to go around her family, one per head, and the joint must not be so large as to cost perhaps a tenth or twelfth of the weekly income. And that is the way in which this housewife has made her influence felt in all the great Western markets for sheep and lambs.—Breder's Gazette.

No Right to Take the Law in His Own Hands.

From the Butchers' Advocate.

John C. Beckwith, who runs a meat market at New London, Conn., is being talked about considerably and may find himself in several kinds of trouble. A boy was making more noise than was necessary in front of his market the other day, and John, evidently being nervous because of the Lenten dulness, came out and grabbed him. The boy was taken into the market and placed in the ice box. The imprisonment of the boy became known in the neighborhood immediately, and an informal indignation meeting was held and the police telephoned for. Quite a crowd gathered and some severe things were said about the butcher. In the meantime the boy was screaming at the top of his voice, and his frightened cries only served to stir up the indignation of the people in front of the market. There is a difference of opinion in regard to the length of time that the boy was kept in the box, but there is no denying the fact that he was there long enough to get a

fright. Before the policemen arrived the boy was liberated by his captor and sent home. He was in a state of terror when he came out of the box and was shaking like a leaf. The police were informed by the butcher that the boy had been abusive, had refused to leave when ordered away, and that he had been locked up to frighten him. There was no question but that the lad was frightened sufficiently for all purposes, but his parents would like to know what right any one has to constitute himself a judge in such matters and inflict punishment. It is probable that the episode will lead to steps being taken for redress. It is also probable that the butcher has lost some friends who may be afraid to deal with him in future. The next time his temper grows so hot as it evidently did on this occasion, we advise Mr. Beckwith to go in his box to cool off and not try the game on another. The chances are, however, that "a mountain has been made out of a mole hill" in this case and that the boy was in the box a very brief time; that the temperature in the box was not as low as it was out of doors, and that the boy deserved punishment. The fact is not altered, however, that the butcher had no right to take the law in his own hands.

Card System in Little Falls.

The Grocers' and Butchers' Association of Little Falls, N. Y., has inaugurated the card system. People who wish to open new accounts at stores or markets where they have not been in the custom of trading will have to produce a card stating that they are in good standing at last trading place before they will be given credit.

It has been generally supposed that much meat in warm climates is not a good thing, but one of the ablest army surgeons now declares that under the hot suns the carbon in a white man's blood is speedily oxidized and burned up by the sun, and a great deal of meat must be eaten to supply the waste.

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

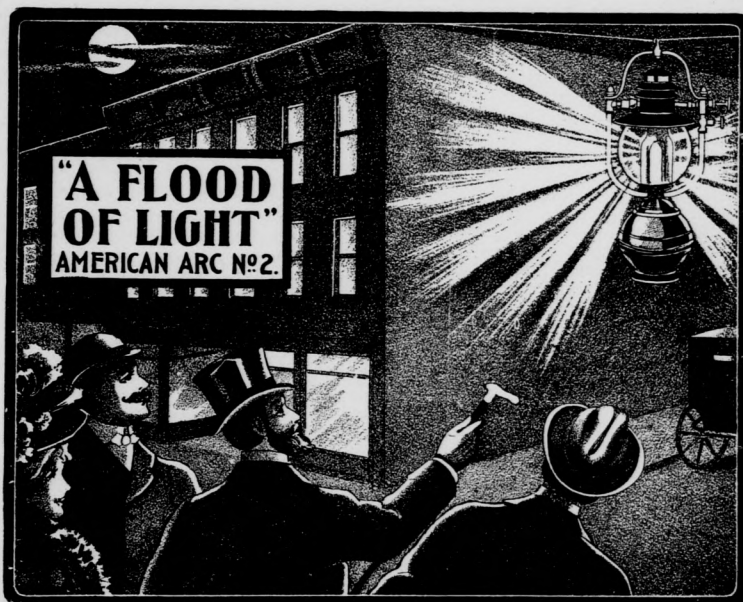
Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

A MODERN WONDER

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



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

Brass Manufacturing & Supply Co.

Ask for Catalogue.

192-194 Michigan Street, Chicago, Ill.

Fruits and Produce.

Status of the St. Louis Vegetable Market.

St. Louis, Mo., April 8.—The weather has been exceedingly disagreeable, rainy, damp and chilly, which has helped to make sluggish markets on everything, but conditions have improved during the last day or two and we are able to quote much better feeling in almost everything. The tone of the market here and elsewhere is better. The general condition of arrivals of all lines of fruits and produce is improved, following out past experience that shippers save the best to the last. The season for old truck is nearing an end.

Cabbage—Old stock is moving slowly; receivers find it hard to sell. The trade is enquiring for something new. Cabbage from Florida, Mobile, New Orleans and also from Texas is arriving, and while meeting limited sale, is in demand. The tone of the market is better for new.

Onions—The general impression of the trade is that prices are too high and dealings are in a limited way; stock is scarce, not plentiful. The trade is anxiously waiting for new onions.

Old Potatoes—Home-grown, common stock is plentiful and selling at low prices. Fancy, bright Northern white potatoes are in good request, and will sell at good prices. The general quality of arrivals from the North is common. Really fancy stock is scarce and in good demand. We urge shippers to move their potatoes. A better condition prevails on potatoes in the local market. Arrivals are very light and good stock is wanted.

New Vegetables—From the South are beginning to arrive and same are commanding much attention. Representatives from the North and East are beginning to arrive in St. Louis en route South looking up this class of truck, some of them locating here permanently for the season as buyers for their houses in other markets. St. Louis is in good shape to receive early vegetables now. The trade is anxiously waiting for something new and giving much more attention to new truck than old.

Miller & Teasdale Co.

Discovery of Southern Merchant After Killing Four Men.

They were relating incidents that occurred in the blind tiger districts of the South. Said the old revenue officer:

"All of you know that in these dry counties the toper who is deprived of his dram will soon learn to drink anything that is hot or fiery, from cologne to Jamaica ginger or pepper vinegar. Well, one of the most remarkable things of this kind that ever came under my observation happened down here in one of the counties touched by the Southern Railroad. Some time after the county went dry a man yielded to the demands of the frequenters of his general store and ordered an extra supply of the various hot stuffs that ordinarily would have only a moderate sale. In the lot was a case of Jamaica ginger. The first to buy any of this ginger were a couple of brothers who had just returned home from the State University. In a few hours after drinking some of the stuff they were dead. Without saying a word to anybody, the merchant carried the case of ginger to the attic and instructed his clerk never to sell any of it. A few months after that two brothers, who were in the turpentine business and who were known as turpentine riders, called at the store and asked for Jamaica ginger.

The owner of the store was absent at the time, and the clerk, remembering the box upstairs, finally, after much pleading on the part of the boys, told them that there was some upstairs, but he couldn't sell it. The young men proposed that they would go up and get some of it, and then he could tell his employer that he didn't sell it. The clerk was finally persuaded into this arrangement. In a few hours both young men were dead. When the owner of the store heard of the deaths and the action of the clerk he kept his own counsel. He knew, but the clerk did not, that the

deaths of the two sets of brothers were caused by that ginger.

"Quietly he went into an investigation. He discovered after so long a time that the ginger was made by an up-country firm, who, in order to produce a cheap grade of the so-called ginger, had used wood alcohol in the preparation of it. This wood alcohol being a deadly poison, death was sure to follow the drinking of it. The storekeeper was so miserable over what had occurred, accusing himself of being the cause of the deaths of the four men, that he finally told a friend about the whole transaction and then drank a bottle of the ginger, the last of the case, having destroyed all but one bottle he had reserved for his own use. It ended his misery."

The Cider Cure For Smallpox.

Arizona physicians have just completed exhaustive tests and found very satisfactory results from the use of apple cider as a preventive and a cure for smallpox.

The past winter, an unusually severe one in the Southwest, has seen a widespread epidemic of smallpox in the extreme southern part of Arizona and Northern Mexico. Six weeks ago an attendant at the pesthouse in Jerome discovered by accident that the use of pure apple cider was helping his patients, one of them having received a quantity from the East and distributed it among his fellow sufferers. Drs. Wood and Kaul made tests with cider on other patients and found most gratifying results. A pint each day, in doses each hour, drove away the eruption in from five to fifteen days and ten patients were entirely cured and discharged within a month. Other tests were made among the Mexican residents along the international line, where there were cases of a more violent nature. In every instance where pure cider was used cures were effected, and fifty barrels more of the apple juice have been ordered from Illinois and New York, to carry experiments further into Mexico.

Industrial training of a really practical character has been recently undertaken by a parochial school in McKeesport, Pa. The instructors are to be men holding positions in the mills of the town, who will give two evenings of the week to the school. Pupils in the advanced classes are to be given preference over outsiders for employment in the mills. Every class of work done in the various mills will be taught and the pupils will become familiar with every step in the manufacture of iron from the time it is unloaded as ore until it is shipped as a finished product. The scientific side, as well as the practical, will be thoroughly taught, so that the pupils, when they have finished their course, may be able to fill more advanced positions.

A great congress is to be held in London on July 22 of this year on the subject of tuberculosis, and the discussion of the experience obtained in various countries for the cure of consumption and the best methods to adopt to bring about its eradication. The congress will last five days, and it will be supported by delegations from all parts of the world, who will advance any information relative to the subject at their command. The King of England, who has always taken a keen interest in the cure of this malady, will open the congress. One of the leading features will be a museum containing a number of pathological and bacteriological instruments, charts, models, etc.

Mrs. James Little, who lives near Atchison, Kan., who was herself a twin, and whose husband was a twin and the son of a twin, has given birth to her second pair of twins, the first pair being about eighteen months old when the second pair made its appearance.

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE YEAR

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

VINEGAR

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

CIDER

The Standard of Excellence for 24 years. For prices see price current.

Barrett & Barrett.

Chicago. Kansas City. St. Paul. So. Haven, 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

POTATOES

CAR LOTS ONLY

State quantity, variety and quality. If have car on track, give initial and number of car—station loaded or to be loaded.

H. ELMER MOSELEY & CO., GRAND RAPIDS.
CLARK BUILDING, OPPOSITE UNION STATION.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, April 5—The coffee market has been anything but active during the week. Cable advices from Europe are weaker and, with Brazilian markets also keeping even a stricter holiday than is the case here, there is very little to say regarding the market. Receipts in Rio and Santos are running quite large—about 20,000 bags a day at each port—and thus the immediate outlook is for a continued range of low quotations. No. 7 is down to 6½¢ nominally. In store and afloat the amount aggregates 1,388,260 bags, against 1,153,625 bags at the same time last year. Mild grades are decidedly dull and Good Cucuta is generally quoted at 8½¢. Considering a little further the Brazil situation, the world's increase during March amounted to 135,000 bags—an unexpectedly large increase.

The few sales of teas which have been made were of small lots and, it must be said, at very low prices. No one seems to be taking supplies ahead of current wants and altogether the tea market is about as uninteresting as can be.

The demand for sugar is perhaps all that could be expected at this season—that is, if nothing should be expected. It is not thought that prices will change right away and the result is that buyers are not anxious to do any business beyond daily wants. Raw sugars are quiet and unchanged.

Orders for rice have been limited, both in number and the amount of stock bought. Prices are generally pretty firm and this is all that can be said in favor of the situation. Prime to choice Southern, 5@5½¢. Foreign is firm and there have been some fair sales, but there is yet room for improvement.

The spice market is absolutely featureless. Jobbers almost all report a quiet trade at unchanged prices.

The better grades of New Orleans molasses have sold with all the freedom that might be expected at this season of the year. Offerings are light and, upon the whole, dealers view the situation with a good deal of complacency, making no concessions—unless they must.

The syrup trade has shown little interest and, although supplies are not large, there seems to be enough to go around. Quotations remain without change.

There is an extremely quiet canned goods market, both for spot and future goods. The whole situation is rather unsatisfactory. There seems to be a large supply of goods on hand and many a dealer has stocks he would be glad to dispose of. Fresh fruits can be obtained almost everywhere at almost any time of the year, yet new factories are constantly being set up. The "man with an orchard" who receives a copy of the booklet gotten out by the makers of canning machinery is astonished by the statements therein. He sees no chance for contradicting the same and only when he comes to market his goods does he realize that machinery was not the only thing sold. Of course, special lines of goods are always in request and the supply of other stuff is limited; but, taking the great bulk of canned goods, there is too much put up beyond a doubt. One thing that may help the market is the fact that packers can get cans this fall only by paying cash. A good many of the smaller fry do not happen to have the loose change necessary for such transactions, and it is thought the result will be a shrinkage in the tomato pack of almost a half. Of course, the future alone can determine this, however. Prices are practically without change.

Lemons are lower and the demand pretty fair. Oranges are steady, but sales are generally of small lots. Bananas have been ordered from many interior points and quotations are well sustained.

The demand for dried fruits is only of an average character—hardly that. Large prunes show some scarcity and are firmly held, but this exception simply proves the rule.

The butter market shows practically no change and is certainly in as good shape as last week. Best Western creamery is worth 22¢ and goes at this without any trouble; seconds to firsts, 19@21¢; Western imitation creamery, 14@18¢; Western factory, 13@14½¢. The supply of imitation creamery is lighter and the demand is steady, so the market is well cleaned up.

Trading in cheese has been rather more active this week, both with exporters and the home trade, and quotations are well sustained. Small size, full cream cheese is worth 12¼@12½¢.

The Easter demand for eggs has been fair and the week closes on a pretty strong market, although prices are not high enough to show a very great margin of profit to the hens who make the eggs. Best Western are worth 14¢. Fresh gathered that are a little off in respect to cleanliness, 12½¢.

Some People Like Fresh Eggs and Some Don't.

Washington Correspondence Providence Journal.

Wherever wild birds' eggs are found in quantities they are substituted for hens' eggs to a large extent, being cheaper. On the eastern shore of Virginia eggs of the laughing gull are commonly eaten, and a few years ago the eggs of terns and herons were gathered in immense numbers along the coast of Texas. Rookeries of sea birds, where accessible, are commonly pillaged, the most notable instance in point being observed on the Farallone Islands, thirty miles from San Francisco. These volcanic islets, rocky and precipitous, are the haunt of myriads of murre, puffins, gulls and cormorants, and every summer the eggs of the murre in particular are sought by semi-piratical "eggers." No fewer than 150,000 dozen of them are collected annually and sent to San Francisco. A murre's egg has about twice the capacity of a hen's egg, and is remarkably well flavored. It is laid on the bare rock, the mother bird building no nest, and is sharply pointed at one end, a provision of nature to prevent it from rolling off. If it is disturbed it rolls around as on a pivot.

Of course, many kinds of eggs are eaten other than those of birds. Turtle eggs are highly prized wherever they are abundant, and terrapin eggs are often served with the flesh. Eggs of alligators and crocodiles (which look almost exactly like goose eggs, being the same size and shape, with hard shells) are considered a delicacy in some parts of the world. Shad roe is a familiar example of the use of fish eggs as food, and caviare is simply sturgeon eggs preserved. Some savages eat the eggs of certain insects.

In the Malay Archipelago salted ducks' eggs are a favorite article of diet. The new laid eggs are packed for two or three weeks in a mixture of clay, brick dust and salt, after which they are eaten hard boiled. Ducks' eggs in China are buried in the ground for a year and permitted to undergo partial decomposition, being dug up for market at the end of that time. Many such eggs are imported into this country for use of pigtailed epicures, and a sample recently examined in San Francisco by a Government expert seemed to be covered with hardened clay. When broken it was found to contain a partly developed duckling, but the Chinese mer-

chant said that it was in proper condition.

The Chinese like new laid eggs also, and keep them fresh by coating them with mud. By the Alaskan Esquimaux, the eggs of wild fowl are preserved in walrus oil for sale to the whites, but for their own use any old egg will do, and an addled egg is to them a tidbit. Immense quantities of hens' eggs are shipped from Italy to England for pastry, with shells removed and packed in air-tight vessels, each containing the whites and yolks of 1,000 eggs. This method does away with risk of breakage, but care has to be taken that all the eggs used are fresh, inasmuch as one bad one will taint all the rest in a receptacle.

Most of these facts are brought out in a bulletin which will be published by the Department of Agriculture about two weeks hence. It is from the pen of Dr. C. Ford Langworthy, who speaks incidentally of the danger of disease infection through the medium of hens' eggs in cases where attention is not paid to cleanliness in the hen house and chicken yard. The shell of an egg has minute pores, through which germs can enter, and in this way typhoid or other pathogenic bacteria may be communicated to the unsuspecting consumer. An egg shell is provided with a natural varnish, which hinders the intrusion of such harmful organisms to some extent, but it is very important to keep the laying birds in quarters that are frequently whitewashed and otherwise made sanitary.

Recently a special investigation of the make-up of the white of an egg was conducted at the agricultural experiment station in Connecticut, with the result that this substance was found to consist mainly of four different kinds of albumen. It also holds some sulphur, which stains silver teaspoons. The yolk is much more complicated, containing among other things phosphorus, potassium, magnesium and iron. When the egg becomes rotten the phosphorus forms phosphuretted hydrogen, and the sulphur goes to make sulphide of hydrogen, both of which have an exceedingly bad smell.

The bacteria, which cause the egg to rot or spoil, make their way through the pores of the shell. It has been found that onions fed to hens in large quantities will communicate a flavor to the eggs laid, and another fact ascertained is that fresh eggs must not be put in the neighborhood of certain things, such as apples, lest they acquire from the latter a foreign taste. As for the popular notion that brown eggs are "richer" and more nutritious than white ones, experiments by the Department of Agriculture have proved it a delusion. Furthermore, it is now certain that hard-boiled eggs are quite as digestible as soft boiled, although they may not be assimilated so quickly—a point that does not make the slightest difference, so far as healthy persons are concerned.

Speaking of counterfeiting eggs, one of the newest swindles is the imitation of the eggs of rare wild birds—a kind of fraud perpetrated with the help of chemicals, a few paints and a little knowledge of natural history. The raw material is furnished by common birds'

eggs of similar shape and like size, which are altered to suit in respect to their markings.

A Strange Cause of Fire.

Fire may be caused by a bottle of water standing harmlessly on a table. A correspondent writes to Fire and Water, showing how this may be the case:

"In my laboratory the other day I detected the odor of burning wood, and, seeking the cause, noticed a tiny wreath of smoke rising from the counter. Setting aside a flask of water that stood close by, I sponged over the burning spot with a damp cloth. Shortly after I again detected the odor of burning wood, when, to my surprise, I discovered another burning spot on the table close to the water flask. The flask was standing in the sunlight, thereby concentrating the rays to a focus on the top of the table, acting in this case as a burning glass. A handful of highly combustible material was thrown over the burning spot, catching fire almost immediately. I cite this instance merely as a warning to chemists and apothecaries, who may not realize how easily a fire may be started in their storerooms by the sun shining through bottles, flasks and carboys of liquid, converting them for the time being into burning glasses of great power. I have in mind now the instance of a fire originating in a storeroom from this cause."

Bargain Day on the Matrimonial Floor.

Customer (in the "complete" department store)—I notice so many couples taking the elevator for the 13th floor. Why are—?

The Ribbon Clerk—They are taking advantage of the special offer in the matrimonial department. Rev. Mr. Spicer is performing ceremonies to-day at half price.

Butter and Eggs

40 years of experience in handling Butter and Eggs should be a sufficient guarantee of our reliability.

We Pay Spot Cash.

Send us your shipments; we will guarantee settlement of all Consignments within 10 days of day of shipment.

Peter Smith & Sons

Detroit, Mich.

EGGS—12c per doz.

Will pay this price for one week for any quantity of fresh eggs from any point. Cash will be remitted on or before Monday following shipment. Cases will be returned promptly.

APPLES, ONIONS, CABBAGE NEW GARDEN TRUCK

Special low prices this week on

CALIFORNIA AND MESSINA LEMONS

Fine Long-Keeping Stock

THE VINKEMULDER COMPANY, 14 Ottawa St., Grand Rapids, Mich.

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

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Fresh Eggs
Wanted
Special trade
for Seconds

Woman's World

Too Much Conscience and Too Little Sense.

I always envy preachers. It must be perfectly lovely to be able to stand up and talk by the hour to people who can not talk back to you. Being a woman, I suppose I shall never have that privilege, but if I ever do, I am going to preach one sermon to my sex from the text: "They also serve who only stand and wait."

Of course, the idea is revolutionary. When men preach to women they always spend their time telling their feminine hearers of more things they ought to do and extra duties they ought to annex and additional cares they ought to undertake, and the worst of the matter is that women take all these fine theories for gospel truth. They think they ought to be doing things, too. A woman is never so absolutely sure she is doing her full duty as when she is working herself to death, and when she succeeds in precipitating nervous prostration on herself, she looks upon it as an outward and visible sign of spiritual grace.

There may have been a time when women needed spurring up—when they existed in a state of mental lethargy and failed in realizing their responsibility for running the universe right. Heaven knows that time is passed now and that the crying need of this day is some sort of a break to stop the modern woman from going so fast. Her car of progress is an automobile geared up to run at lightning speed and its pace is the pace that kills. Where one woman fails to do all that she ought to do, a million perish from doing too much, and it is high time for us to begin to comprehend that running herself to fiddle strings is not the first duty of woman, nor even the most important.

The other day the newspaper dispatches told of a woman in another city who fainted in a dry goods store and was taken to the hospital in a state of complete collapse. The doctor who attended her found a list on her visiting card in her purse which read: "Ammonia; one spool of blue silk; shoes for Bobby; see caterer about lunch; hat for Mamie; dressmaker at 10; bottle for baby; Jovin's logic; marketing; theater tickets; board meeting at 2; stationery; lecture at 4; church."

The first words the victim spoke were an apology for having given away, and she explained to the doctor that she must go as soon as she was able to walk, as the housemaid needed the ammonia to clean the windows; unless the dressmaker got the silk she could not finish Sallie's dress in time for the afternoon party; it was absolutely necessary for her to see the caterer about a lunch she was giving the next day, and if the baby didn't get the fresh bottle the nurse would give him a sour one, which might kill him. The comfort of the entire family depended on her getting the marketing properly done. It was necessary for her to be at the board meeting, as an important matter was to be decided, and she must show up at the lecture, of which she was one of the lady patronesses, and which was to help a charity she had much at heart. The physician's questioning elicited the fact that in addition she had undertaken the study of logic to keep her mind from getting rusty, and belonged to a current events club that she might not fall behind her husband in knowledge of the topics of the day, and, of course, she couldn't think of such a thing as neg-

lecting her religious duty by not going to church every day in Lent. She really couldn't see anything that she could leave off and not fail in her duty somewhere, so as soon as she was able to leave the doctor let her go, but he scratched out the original entry he had made on the hospital book and recorded: "General collapse: cause, too much conscience and too little common sense."

There is not a day in the week that all of us do not see pretty much the same thing exemplified and there is nothing else in the world more truly pathetic than the great army of women who are wearing themselves out, and growing old and haggard and nervous and cross, because they have never been taught that it is just as much one's duty to rest as it is to work. "They also serve who only stand and wait," and little as the toil-worn and weary woman who has made a slave of herself for her family may believe it, perhaps the woman who keeps herself quiet and restful and placid fills the measure of her duty as wife and mother just as fully as any other.

No other thing in life ever seems more cruelly unjust than the lack of appreciation with which the woman who wears herself out for her family invariably meets. We have all seen the little tragedy happen a hundred times. A woman will make a burnt offering of herself over the kitchen stove in order to prepare the food just exactly to suit the pampered palate of her husband; or she will deny herself all social relaxation and enjoyment in the evening to hold a spoilt child's hands while it goes to sleep; or she will toil all day and far into the night over her sewing machine in order that her little Sallie's frock may have as many tucks in it as the Smith girl's next door; or her little Johnny's collar may be as beruffled and Fauntleroyed as the Croesus boy across the street.

In her misguided idea of what is right and wrong, such a woman never doubts but what she is doing the very best possible thing for her family and her full duty as a wife and mother, and she feels that the women who are taking life easier are falling very far short. She wonders how little Mrs. Brown can find it in her conscience to drop everything and go out for a walk just because the spring is calling to her with a thousand seductive voices or how she can be so lost to a sense of her duty as a mother as to idle away an hour in an afternoon nap when everybody can see the Brown children have scarcely a tuck or a ruffle to their clothes, and the cook says they are just going to have a plain pudding for dinner, instead of something that takes forty-seven different ingredients and calls for the personal handiwork of the mistress.

To the woman who makes a domestic slave of herself any idleness is a deadly sin, but what troubles her most is that the sinners seem to get so much the best of things. By all laws of gratitude she who does so much for her family and sacrifices so much for them ought to be the adored wife and mother. Instead it is the Mrs. Browns who don't do so much but who keep themselves sunny and bright and sweet tempered who are worshipped by their husbands and children.

Nor is this so unreasonable as it seems. It is the plain working out of cause and effect and it is really worth a woman's while to sit down and do a little figuring on the subject and see if she isn't

making a mistake. Bad temper, cross words, irritability and impatience, ninety-nine times out of a hundred, are just the expression of weariness and overwrought nerves. Is the woman who takes life easily, and who does for her family only what she is able to do, but who is gentle and sweet to her children and loving and companionable to her husband, doing her duty any less than the nervous, irritable woman who feeds and clothes her family to perfection, but who is so overwrought and overworked she snaps them up at a word and flies into a tantrum at the slightest provocation? Are tucks more important than love and gentleness? Which will a boy remember longer, which will influence him more when those sudden crises of life come when a man must choose between right and wrong, the bland manges that mother used to spend her time in making, or the long, peaceful, quiet heart to heart talks?

There is another side of this subject that I want to call the attention of the good, conscientious woman to and that is that it is often just as much a woman's duty to live for her family as it is to die for them. It is a platitude to say you can wear out any kind of a machine unless you give it rest, yet many women go on the theory that the human body, especially the feminine human body—the most complicated and delicate machine in the world—never needs to be rested up. I once heard a very clever doctor tell an overworked mother who was so nervous she could not sit still that if every woman would lie down every day for half an hour in a dark, quiet room, with closed eyes, his profession would be gone.

"But, doctor," the woman ex-

claimed, "that is impossible for me! I couldn't think of neglecting my children like that! Who would care for them?"

"Probably the same people who will take care of them when you die," he answered, cynically.

She was too conscientious to heed the advice and, really, I must say their stepmother is doing a very good part by the children now. I have gone to many a woman's funeral where I did not know whether to revere her as a martyr or mourn her as a fool who did not have sense enough to live.

Much as modern progress has done for women, we owe it some grudge for having robbed us of the restful woman. She it was who used to have time to listen to our troubles and to the stories of our hopes and ambitions and dreams. There are no such women now, when even grandma listens to us with one eye on the clock that warns her of her committee meeting, and the average woman's day is so brimming over with society and housekeeping and mother classes and charities and studies and clubs that you feel you have to state your business and get away as swiftly as if she were a consulting physician or the head of a billion dollar trust.

Nobody would turn back the hand of the clock of progress, but it is undeniable that, as a sex, we are trying to do too much. We have too many clubs, too many charities, too many entertainments, too much fashion, and too much study. They give us mental and physical dyspepsia, and we want to get back to simpler living and a quieter life and to realize that often the woman who does nothing does the most. "They also serve who only stand and wait."

Dorothy Dix.

Every
Grocer
Knows



Make
Business
Grow

NATIONAL BISCUIT COMPANY

No Reason for Taking Life Too Seriously.

An English writer tells of a famous London doctor, whose consulting room were always thronged with patients, who owed most of his success to the impressive manner in which he clasped his patients' hands at the door as they left him and exclaimed, "Don't brood." Most of them had been brooding before they came to him over financial loss or sorrow or domestic unhappiness or ill health, and they fully intended brooding again when they left him, but somehow the dramatic and almost tragic tones in which the doctor uttered the injunction made them pause.

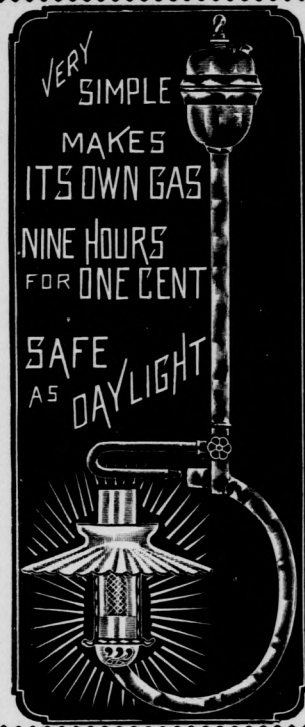
"Don't brood," echoed in their ears as they departed. To fly in the face of such a solemn injunction seemed almost like tempting providence, and when it comes to the pinch none of us are quite prepared for the worst. They dared not brood. They longed to, for nothing is a more subtle temptation than to indulge one's self in the luxury of gloating over one's misfortunes and pitying one's self as the most unhappy and unlucky of mortals, but out of the silence and the gloom came the doctor's warning, "Don't brood," and they felt forced to brace up and assume a more cheerful attitude towards life. Insensibly their health improved, and the physician's fame as a healer spread throughout all the length and breadth of the kingdom.

We all know that worry drains the system of vitality and that it is the things that annoy us, instead of the work we do, that leave us exhausted when the day is done. Work done with a light heart never tires us, and the trouble that we meet with a brave and steadfast courage is already half conquered. It is the grief and misfortunes that we allow ourselves to brood over that destroy us, body and soul.

It is strange, too, how things grow when we brood over them. The magic bean that shot up to the clouds in a single night is nothing to the phenomenal growth that a trouble or wrong can take on if we plant the seed in some silent hour and water it with a few tears. We have a little cough, for instance. Instead of taking our ailment out into the sunlight, we begin to brood over it. We recall many pathetic cases of young lives blighted by consumption. We dig back into our family history and rake up ancestors who had coughs, and before we know it we are trembling on the brink of the grave—in imagination at least—and really have brooded ourselves into semi-invalidism. Or maybe it is some little criticism or a misunderstanding with a friend. Perhaps one word of explanation might have set it right at first, but the minute we begin to brood over it we see a deadly insult and malice and all uncharitableness in it, and not all the king's horses and all the king's men can ever cement the broken bonds of affection between us again.

"Don't brood!" Those two words are a fine motto for women. Women worry and vivisection themselves and their affairs too much. They not only cross bridges before they come to them, but they go out of their way to build them. There is no reason for taking life too seriously. We can labor better and accomplish more to the accompaniment of laughter than tears, and the best medicine for an aching heart or a sick body is a good, hearty, blood-stirring laugh. Cora Stowell.

Sorrow, like the age of a woman, grows less every time it is told.



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Self-Generating

Are Good and Safe Lamps

They Always Have Been
And Always Will Be

The 100,000 and over in daily use in nearly every county of this and foreign countries, and their three and one-half years' good service will prove it. They are the only gasoline lamps that have a world-wide reputation and indisputable record of always giving satisfaction and doing as represented. Don't be deceived by flashy and trashy advertisements or catalogues. Anybody can make those, but they can't make gasoline lamps, which is evident by the many worthless ones that are daily thrown away. We are lamp makers and have been for thirty-five years. Our lamps are for

Homes, Stores, Churches, Streets, Lawns, Schools,

Any place, public or private, wherever good light is wanted, and can be run for

20 cents a month

Brilliant Gas Lamp Co.,

42 State Street, Chicago, Ill.

George Bohner, Proprietor.



BRILLIANT STREET LAMP
100 Candle Power.

Our street lamp is just as good as the house lamp and is the most practical and only reliable lamp for all kinds of wind and weather.

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"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : : :

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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.,
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Roast Your Own Coffee



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

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

Milwaukee Gas Stove and Roaster Co.

Milwaukee, Wis.

Hardware

Historical Position of Some Staples in the Hardware Trade.

An article of considerable vogue in England 400 years ago was known as "the apostle's spoon." It was an ordinary spoon, upon the handle of which was engraved the head of some one of the twelve apostles, accompanied by an appropriate emblem. They were largely used as christening gifts. Three sets of these souvenirs of 1500 are still in existence.

* * *

The evolution of the spoon as an article of table luxury and a business commodity is interesting. "The palm of the hand," says one writer, "was the spoon of primitive man." Then came the shell from the seashore, which was used just as nature made it, for both dipping and eating. While the spoon of manufacture, much in its present shape, was used in Egypt and Greece and Rome, the people north of the Alps were still making use of the natural shell, with a little handle attached. As time went by, the handle grew, and became flatter and more shapely.

* * *

The making of American hardware and of the iron from which the tools of that day were forged did not cut a large figure during the eighteenth century. In 1702 an iron furnace was set up in Plymouth, Mass., but was abandoned for the want of fuel. A few years later a company was formed in Connecticut to work certain copper mines, and had to pay 10 shillings for each ton produced. A portion of this public fund went to the support of Yale College. In 1710 the Drinkwater Iron Works were erected near Abington, Mass., and at a later date cannon and shot cast there were used in the Revolution. In 1719 the Legislature of Maryland passed an act by which 100 acres of land should be laid off to anyone who would erect furnaces and forges in that province. During the next thirty years eight furnaces and nine forges came into existence there.

* * *

In a report concerning the manufactures so far established in the American colonies, made to the English Parliament in 1731, it was announced that in Massachusetts Bay, New England: "There are also several forges for making bar iron, and some furnaces for cast iron or hollow ware, and one slitting mill and a manufacture for nails." No mention of the making of other hardware articles in any of the colonies is made. Glass was made in New York City as early as 1732. Seven years later, one Joseph Mallinson was rewarded by the General Court of Massachusetts, for the advantage the public had received from his manufacture of hollow ware, pots, kettles, etc. In 1740 the manufacture of gun-stocks was commenced at Beaver's Creek, New York. In 1744 Benjamin Franklin published an account of the open stove, or "newly invented Pennsylvania fireplace," as he called it. This is the famous "Franklin Stove," by which name it still goes to-day.

* * *

In 1748 500 stand of arms for the province of Massachusetts were made by Hugh Orr, in his shop at Bridgewater, and are supposed to have been the first muskets made in this country. The first tinware made in America is said to have been that turned out by Edward Patterson, a native of Ireland,

at Berlin, Conn., in 1770. Five years later Nathaniel Niles set up a manufactory for the making of iron wire, for the making of cards, at Norwich, Conn. He was encouraged by a loan of £300 from the Connecticut Legislature. In 1784 one Chittenden, of New Haven, invented a machine for making teeth for cards, capable of producing 86,000 per hour. A little later, a machine for cutting cold tacks and nails was invented by Ezekiel Reed, of Bridgewater, Mass. Some years afterward his son, Jesse Reed, patented a machine for cutting and heading tacks at one operation.

* * *

The manufacture of wooden clocks was commenced at Waterbury, Conn., in 1790, by James Harrison. The first one sold for £3 12s. 6d. In 1795 a patent was issued to Jacob Perkins for a machine for cutting and heading nails. In the same year the first window-glass factory of Pittsburg was set up. The first patent for a cast-iron plow in this country was issued to Charles Newbold, of Burlington, N. J., in 1797. The curious objection raised by the farmers to its use was that "cast-iron poisoned the land, and spoiled the crop."

It will be seen from the foregoing facts that the manufacture of American hardware had not been greatly advanced on January 1, 1800.

* * *

An old hardwareman was talking about foreign and American cutlery. "We began to run up against American-made knives early in the 70s. I used to see them here and there in the country stores, and must confess that they did not fascinate me. The handles were severely plain; they did not begin to compare in looks with my pretty English goods. But they made a headway into my territory with true American persistency. I had to take off my hat to them; was compelled to acknowledge that they had come to stay."

* * *

"A little earlier than this, say about 1865," continued the speaker, "at least two-thirds of our pocket cutlery was English, while the other third was German. American goods? Well, I guess they went into the fourth third, if they got there at all. The knife handles then were large, showy and iron-lined. The blades were well polished and of fair quality. For an ordinary English two-blade jack-knife we paid \$5.25 to \$6 per dozen. We jobbed them from \$6.50 to \$8, while the retailers charged from 85 cents to \$1. The German knives were usually rather fancy-handled pen patterns, loud in ornamentation, and bearing no resemblance to the graceful pattern of a later day. But they paid big profits, and we pushed them with all the vigor we had. One of three or four blades cost \$6 to \$7 per dozen, and we jobbed them at \$8 to \$12, while the retailer asked \$1 to \$1.50."

* * *

An old lockmaker, who was speaking of old locks, said: "A couple of generations ago, locks as a rule were made very heavy, and almost entirely of wrought iron, with fantastic and curiously-shaped bowed keys, upon the fashioning of which a great deal of needless labor was frequently expended. These locks offered very little security against picking. They had but a single lever, which only required to be raised to permit the bolt being thrown. Whenever it became necessary to add extra security a number of intricate wards were placed within the case, directly in front of the lever, to prevent

the same from being raised and the bolt thrown, except by a key that was cut so as to permit its passage by or through the wards. This method was more or less costly and inefficient, because the keyholes were so large that picking tools could readily be constructed that would operate the bolt quite as well as the key itself. Some time later the manufacturers and lockmakers discovered the importance of using not a single lever or tumbler, but a series of them, and from that time real development and improvement began to take place. It was then that the modern lock came to us to stay."

* * *

The making of wire is one of the old things in mechanics. The machine-drawn was made in Saxony prior to 1565. The industry had reached such proportions in England in 1630 that the importation was prohibited. The great real impetus of wire received in this country began about 1855, when telegraph lines were being everywhere strung. Wire netting was first made in England in 1844, the size of the mesh being originally pegged out upon rollers, and the wire twisted by hand.

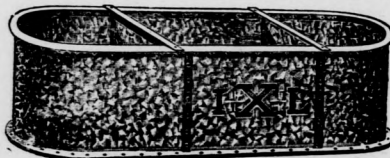
When the Busy Season Comes

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.

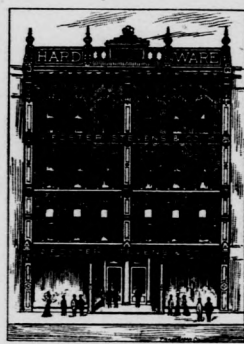
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Steel Tanks, Wood Tanks,
Galvanized Pipe and Tubular Well Supplies.



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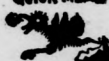
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QUICK MEAL



QUICK MEAL



PRINTING FOR HARDWARE DEALERS

Tradesman Company
Grand Rapids.

The modern rifles and shotguns are the result of a steady evolution. In 1807 one Forsyth invented the primer with fulminating powder. The percussion cap came along in 1818. The plug and nipple form first came into use. It consisted of a plug entering the side of the barrel, the nipple being placed on top. A style of musket known as the "Brown Bess" had been used prior to this time for nearly a century—chiefly in England. The barrel was 42 inches long, its calibre 75 inch, and it carried a ball weighing 1.6 ounces. In 1842 the hat percussion cap made its appearance. Two years earlier than this the patent breech was introduced, and was regarded as a slight improvement on the plug and nipple.

William H. Maher, of Toledo, has described in a most interesting manner how he was once persuaded as to the value of an American saw: "The papers began to mention an American saw, and circulars appeared frequently from one Disston, making claims as to his goods. They attracted no attention with us, however, until one day a man came into our store, and introduced himself as Henry Disston. I can see him now, as he took off his hat and coat, got out his samples, and proceeded to snap and bend his blades. He seemed to be so reckless that I was afraid to be near him, for if one of those blades had snapped, some of us would have suffered. He talked with emphasis. He wanted the clerks to come up and see what he was doing. He dared us to do with a Spear & Jackson what he was doing with his blades. He completely astonished us. We had never supposed a saw blade was made to stand the treatment he was giving those he had with him. There was but one thing to do—acknowledge that he had a good saw, and give him a small order. He made no effort to have it made larger. 'You will have to keep those goods on your shelves from now on,' he said. And we did."

"While we put a few Disston saws in our stock," Mr. Maher continued, "we did not believe that we could ever make any headway against the English saw. But I know of nothing that ever introduced itself so easily and so quickly as did the Disston saw. We made out importation orders for the Spear & Jackson as usual, but suddenly noticed that they had piled up on the shelves. Why? Because everyone was buying the American saw. And I never had harder work than to finally clean out the English saws. Somehow the retailer would not have them at any price. I see that we inventoried a few of them as late as 1874, yet we never bought one after 1868."—Hardware Dealers' Magazine.

Both at Rest.

"I suppose," said the stonecutter, "you'll want a 'Requiescat in pace' at the bottom of your wife's monument?" "No," replied the bereaved Mr. Peck, "make it 'Requiesco in pace.'"

"That means 'I rest in peace,' doesn't it?"

"Yes, and I want you to sign that 'Husband.'"

Sure Sign of Improvement.

"Well, madam," said the doctor, bustling in, "how is our patient this morning?"

"His mind seems to be perfectly clear this morning, doctor," replied the tired watcher. "He refuses to touch any of the medicines."

The ardent lover is like the tailor when he presses his suit.

How Expert Safe-Openers Aid the Salesman.

"When any one of the manufacturers gets out a new type of safe," said a veteran agent, "he can always be certain of half a dozen customers who will fairly tumble over one another in their eagerness to purchase. Strange to say, they are not men who are in need of safes; on the contrary, they have safes to burn. They are his business rivals, who are anxious to lose no time in putting their skilled mechanics to work unravelling the secrets of the new mechanism. You must understand," continued the veteran, smiling, "that the strongest card of a safe agent is the point-blank assertion that every lock except his own can be opened by an expert, and he must be prepared to make good, when the statement is questioned. I don't think I exaggerate when I say that this one claim is the backbone of the safe business and brings about more sales than all other arguments put together."

"To illustrate its effectiveness, suppose I am trying to persuade the officers of a country bank to put new doors in their vault. 'But, my dear man,' they protest, these doors we have now are nearly new and are guaranteed burglar-proof by — & Co. That gives me my cue. I glance at the vault, smile sarcastically and shrug my shoulders. 'Do you really believe that work is the slightest protection against burglars?' I enquire. 'Of course we do,' they chorus anxiously; 'do you mean to intimate that it isn't?' I don't reply immediately, but affect reluctance, and every director stares at me and breathes hard. 'Well, gentlemen,' I say at last, 'I never like to run down a business rival, but since you ask me, I don't mind telling you that we have a man at our works who can open those doors any day in less than fifteen minutes. That will give you an idea how long they would hold out against a modern burglar.'

"Of course such a speech throws the whole crowd into a cold sweat, but nevertheless they indignantly scout my assertion, and I proceed to jar them again by calmly telegraphing for my man. Next day, let us say, the expert arrives. He is generally a very ordinary looking fellow, which helps the game along, and I take him over to the bank and introduce him to all hands as a workman from our shops. 'Now, then, gentlemen,' I chirp cheerfully, 'get out your watches and see how long our friend here will be in breaking into your burglar-proof closet.' At that the expert walks over, lays his ear against the door and begins to manipulate the combination. The chances are he has been studying it for months and months, and every faint click is like so much plain print. Generally it takes from four to six minutes to do the job, and when the door swings open the poor directors look at each other and groan. After that it's dollars to doughnuts I close my contract."

"I have been through this little comedy so often," chuckled the veteran, "that I know it by heart; but you mustn't suppose that every deal is as easy as the one I described. I selected a simple case as an illustration, and often the work is a great deal more complicated. But it all turns on opening the other fellow's door, and what I wanted to make clear was the importance of the professional expert. The moment any novelty is introduced he makes it a study and keeps at it until he has devised some method of exhibiting it to its disadvantage. The touch and hearing of men of that class become so abnormally sensitive in time that they appear to be guided by instinct, and they do things they can't explain themselves. No, I never heard of one turning crooked, and I doubt whether any burglar that ever lived equaled them in skill."

It is a great deal better to have your expenses too light—that is, to cut off some things that you really need—rather than have them too heavy. Expenses are something that can not be attended to just once or twice a year; but they require constant watching, day after day.

Hardware Price Current

Ammunition				Adze Eye.....\$17 00..dis		Mattocks		70-10		
Caps				Metals—Zinc						
G. D., full count, per m.....				40	600 pound casks.....				7 1/2	
Hicks' Waterproof, per m.....				50	Per pound.....				8	
Musket, per m.....				75	Miscellaneous					
Ely's Waterproof, per m.....				60	Bird Cages.....				40	
Cartridges				Pumps, Cistern.....				75&10		
No. 22 short, per m.....				2 50	Screws, New List.....				85	
No. 22 long, per m.....				3 00	Casters, Bed and Plate.....				50&10&10	
No. 32 short, per m.....				4 95	Dampers, American.....				50	
No. 32 long, per m.....				5 80	Molasses Gates					
Primers				Stebbins' Pattern.....				60&10		
No. 2 U. M. C., boxes 250, per m.....				1 20	Enterprise, self-measuring.....				30	
No. 2 Winchester, boxes 250, per m.....				1 20	Pans					
Gun Wads				Fry, Acme.....				60&10&10		
Black edge, Nos. 11 and 12 U. M. C.....				60	Common, polished.....				70&5	
Black edge, Nos. 9 and 10, per m.....				70	Patent Planished Iron					
Black edge, No. 7, per m.....				80	"A" Wood's patent planished, Nos. 24 to 27.....				10 75	
Loaded Shells				"B" Wood's patent planished, Nos. 25 to 27.....				9 75		
New Rival—For Shotguns				Broken packages 1/4c per pound extra.						
No.		Drs. of Powder		oz. of Shot		Size Shot		Gauge		
120		4		1 1/2		10		10		
129		4		1 1/2		9		10		
128		4		1 1/2		8		10		
126		4		1 1/2		6		10		
135		4 1/4		1 1/2		5		10		
154		4 1/2		1 1/2		4		10		
200		3		1		10		12		
208		3		1		8		12		
236		3 1/4		1 1/2		6		12		
265		3 1/2		1 1/2		5		12		
264		3 1/2		1 1/2		4		12		
Discount 40 per cent.										
Paper Shells—Not Loaded										
No. 10, pasteboard boxes 100, per 100.....				72						
No. 12, pasteboard boxes 100, per 100.....				64						
Gunpowder										
Kegs, 25 lbs., per keg.....				4 00						
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				2 25						
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				1 25						
Shot										
In sacks containing 25 lbs.										
Drop, all sizes smaller than B.....				1 40						
Augurs and Bits										
Snell's.....				60						
Jennings genuine.....				25						
Jennings' imitation.....				50						
Axes										
First Quality, S. B. Bronze.....				6 50						
First Quality, D. B. Bronze.....				10 00						
First Quality, S. B. S. Steel.....				7 00						
First Quality, D. B. S. Steel.....				11 50						
Barrows										
Railroad.....				15 00						
Garden.....				30 00						
Bolts										
Stove.....				60						
Carriage, new list.....				65&10						
Plow.....				50						
Buckets										
Well, plain.....				\$4 00						
Butts, Cast										
Cast Loose Pin, figured.....				65						
Wrought Narrow.....				60						
Chain										
1/4 in. 5-16 in. 3/4 in. 1 in.										
Com.....				7 c.....	6 c.....	5 c.....	4 1/2 c.....			
BB.....				8 1/2.....	7 1/2.....	6 1/2.....	6.....			
BBB.....				8 3/4.....	7 3/4.....	6 3/4.....	6 1/4.....			
Crowbars										
Cast Steel, per lb.....				6						
Chisels										
Socket Firmer.....				65						
Socket Framing.....				65						
Socket Corner.....				65						
Socket Slicks.....				65						
Elbows										
Com. 4 piece, 6 in., per doz.....net				65						
Corrugated, per doz.....				1 25						
Adjustable.....dis				40&10						
Expansive Bits										
Clark's small, \$18; large, \$26.....				40						
Ives' 1, \$18; 2, \$24; 3, \$30.....				25						
Files—New List										
New American.....				70&10						
Nicholson's.....				70						
Heller's Horse Rasps.....				70						
Galvanized Iron										
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28, 29, 30.....				28						
List 12 13 14 15 16.....				17						
Discount, 65.....										
Gauges										
Stanley Rule and Level Co.'s.....				60&10						
Glass										
Single Strength, by box.....dis				85&5						
Double Strength, by box.....dis				85&5						
By the Light.....dis				80&20						
Hammers										
Maydole & Co.'s, new list.....dis				33 1/2						
Yerkes & Plumb's.....dis				40&10						
Mason's Solid Cast Steel.....30c list				70						
Hinges										
Gate, Clark's 1, 2, 3.....dis				60&10						
Hollow Ware										
Pots.....				50&10						
Kettles.....				50&10						
Spiders.....				50&10						
Horse Nails										
Au Sable.....dis				40&10						
House Furnishing Goods										
Stamped Tinware, new list.....				70						
Japanned Tinware.....				20&10						
Iron										
Bar Iron.....				2 25 c rates						
Light Band.....				3 c rates						
Knobs—New List										
Door, mineral, jap. trimmings.....				75						
Door, porcelain, jap. trimmings.....				85						
Lanterns										
Regular 0 Tubular, Doz.....				5 00						
Warren, Galvanized Fount.....				00						

PIONEER DAYS.

Influence of Daniel Ball on Development of Grand River Valley.

Written for the Tradesman.

There are many old residents of Grand Rapids who are familiar with the business career of the subject of this sketch and recollect his untiring zeal for the commercial interests and business development of the Grand River Valley from Lyons to Grand Haven, but few are familiar with his active participation in the early settlement of Shiawassee county, the practical development of the water power of the Shiawassee River and the foundation he helped to lay of the beautiful city of Owosso. A short history of Daniel Ball and his business career during his residence in Owosso, now a city of more than 10,000 inhabitants, from 1836 to the time of his removal for a wider field of operations at Grand Rapids in 1839 or 1840 will prove of interest to readers of the Tradesman conversant with the early days of this locality.

In 1836 Daniel Ball & Co. purchased a one-third interest in the then village plat, now the city of Owosso, of the Messrs. A. S. & B. O. Williams, besides the entire water power and the land lying between the proposed mill race and the river. Silas Ball and Daniel Ball also purchased of the general Government in March, 1836, lands on sections 24, 25 and 36. The history of Shiawassee county gives the following information: "Mr. Ball, a practical millwright, an energetic business man, in pursuance of his project to establish mills and to assist in building up a village, arrived here from Rochester, New York, early in the summer of 1836 with a number of families who were known as Ball's colonists." Many of the descendants of these colonists are now scattered through Shiawassee county. Mr. Ball had also bought and shipped from Rochester, New York, the machinery for a sawmill, together with the household goods of his colonists and a stock of general merchandise, to Saginaw, whence it was proposed to bring them up the Shiawassee River by canoes, flat boats or rafts. Here he was met with obstacles that would have disheartened men of less perseverance. A heavy snowstorm on October 6 filled the river with fallen timber, that had to be removed before the goods could leave Saginaw. In this emergency Mr. Ball showed himself a hero. There are now living witnesses to prove that he was often seen laboring with his men in the water up to his waist. Notwithstanding all the hardships he had to endure Mr. Ball's cheerful courage never failed

him. The machinery and goods were finally landed at Owosso, the families were comfortably housed in log cabins and work was immediately commenced on the mill race. Under Mr. Ball's characteristic energy the dam was built and the sawmill was in running order in 1837. It will be seen from the foregoing that the development of the water power of the Shiawassee River was mainly due to the capital and business energy of Daniel Ball.

Daniel Ball and Sanford M. Green, afterwards of the Supreme Court bench of Michigan, built the first gristmill in Owosso.

The Owosso and Saginaw Navigation Co. was incorporated by act of Legislature March 21, 1837. The name of Daniel Ball appears first in the list of incorporators. The object was to secure slack water navigation between Owosso and Saginaw. The idea of this improvement originated with Mr. Ball. This project, after two years' labor in removing obstacles, principally between Chesaning and Bad River, did not prove an entire success, although considerable business was done. One flat bottomed boat was known to carry 200 barrels of flour from Owosso to Saginaw. The comprehensive system of public improvements inaugurated by the Legislature at its session of 1837, which contemplated the construction of what is now the Detroit & Milwaukee Railway, and which promised an outlet to Eastern markets by a much shorter route, at once attracted the attention of Mr. Ball, and we next find him, in company with Mr. B. O. Williams, in a contract for grading ten miles of this railroad eastward from Lyons. This work was pushed with energy by the two men from January, 1839, to July of the same year. They then informed the chief engineer of their intention to abandon the work unless they were punctually paid. This demand not being met, and not being disposed to make farther cash advances to the State, the contract was abandoned. The Shiawassee county Circuit Court at the first term was held on December 4, 1837, and the name of Daniel Ball appears upon the record as foreman of the first grand jury empaneled in Shiawassee county. This grand jury found but one indictment.

Daniel Ball was the confidential associate and friend of all the best men who found a home in the wilderness of Shiawassee county, and every project for progress or improvement found in him a hearty co operator.

Such, in brief, is the history of Daniel Ball's business career during his resi-

dence in Owosso from 1836 until his removal to Grand Rapids. His name stands out prominently in the list of enterprising business men who made up the early settlers of the Grand River Valley. He was the leader in all the greater enterprises of that early period and was among the first to realize the prospective progress and the possibilities that were in store for the city of Grand Rapids. It was Daniel Ball who first engaged in building steamboats and scows of light draft to navigate Grand River above the rapids to Lyons and below to Grand Haven, and every manufacturing enterprise that promised to add to the business importance of Grand Rapids always could count upon his material and moral support. Mills, foundries and machine shops were the beneficiaries of his financial and business foresight. He bought the farmers' surplus produce and furnished transportation by water to an outside market. He bought wheat for Ionia and Grand Rapids mills, which was manufactured into flour and shipped to Chicago before the great State of Illinois raised wheat enough for her own consumption. He established the first legitimate banking institution in the Grand River Valley, and, in the estimation of the writer, contributed more to the foundation of the commercial importance of Grand Rapids than any other one man.

It is to such men as Daniel Ball that the world-wide reputation of Grand Rapids as a manufacturing city is due and too much can not be said or done in honor of their memory.

W. S. H. Welton.

Some men think less about missing their aim in life than they do about missing a train in the morning.

NO MORE DUST!



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

WIENS SANITARY AND DUSTLESS FLOOR BRUSH.

WIENS BRUSH CO., MILWAUKEE, WIS.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

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

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

WALTER BAKER & CO. Limited,

DORCHESTER, MASS.

Established 1780.

BOUR'S
COFFEES
MAKE BUSINESS

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

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

PLUG

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

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

Commercial Travelers

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

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

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

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

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

Gripsack Brigade.

Geo. A. Newhall (Clark-Jewell-Wells Co.) is confined to his house by a severe cold and is threatened with pneumonia. His trade is being visited in the meantime by Henry J. Cheney.

Wm. Scotten, President and Manager of the Scotten Tobacco Co., was in town Monday, calling on the jobbing trade in company with M. M. Mallory, Western Michigan representative of the house. Mr. Scotten is accompanying Mr. Mallory on his northern trip this week, which will include brief calls on the merchants of Cadillac, Traverse City and Petoskey.

Chas. W. Hurd, who was in the employ of the Hazeltine & Perkins Drug Co. for eight years up to Jan. 1, and who severed his connection with the house at that time to engage in the ice and coal business at Flint, has changed his mind and concluded to resume his former connection with the house, to take effect April 15. He will cover the towns on the D. & M., east of Owosso, and also several counties in the Thumb district.

Ten Additions to Grand Rapids Council, No. 131.

Grand Rapids, April 8—Saturday evening, April 6, being the regular monthly meeting of Grand Rapids Council, No. 131, United Commercial Travelers, a goodly number assembled at the lodge rooms, with the exception of the Page, F. H. Simmons. All of the new officers were in their chairs and made a large bunch—excuse the expression, but at times they were "terribly bunched," as well as getting the shoes of the embryo members all mixed up. All things go in the order of the United Commercial Travelers, however, even with members with whom a special dispensation has been granted for the "honorary"—wonder how brother Chas. J. Wormnest enjoys that distinction? The new officers all did themselves proud, especially considering that it was their first meeting night and that so large a class of "hobos" was put through the mysterious passages, as follows:

H. Freeman (National Tablet & Supply Co., Elkhart, Ind.).

Chas. J. Wormnest (Enterprise Store Co., Vincennes, Ind.).

Frank H. Vinton (Ball-Barnhart-Putman Co.).

Newland A. Goodwin (Eli Lilly Co., Indianapolis).

Henry E. Skillman, (Studley & Barclay).

Wm. F. Wurzburg (American Jewelry Co.).

J. J. Finckler (Spring Dry Goods Co.).

John J. Benjamin (W. W. Kimball Co.).

Evert C. Kortenhuff (A. E. Brooks & Co.).

Frank M. Lee (Iver, Johnson, Ames Co., Fitchburg, Conn.).

In addition to the new members added to the ranks of the U. C. T. and to Grand Rapids Council No. 131, Geo. A. Pierce was also made a member, by transfer card from Hillsdale Council, No. 116.

Now, let all the members feel that it is their duty to attend the meetings. You will always enjoy them and, if you know some brother traveler who does not wear a U. C. T. button, if it is in your power, see that he does not go any longer without the protection and fraternalism extended by the noble order of United Commercial Travelers.

Extensive preparations are being made for a large crowd to attend the Grand Council meeting at Kalamazoo May 17 and 18 and it is hoped that every member will be at the next regular meeting on May 4 to hear the programme and give his name in as one who is going. Ja Dee.

She Stood Her Ground.

Erect, defiant, with flaming eyes, the proud young beauty stood at bay.

"I am of age," she said, "and capable of choosing my own associates!"

"But, Eunice," urged her mother, "have your father and I no rights? Are we not entitled to say who shall and who shall not come to our house on the familiar footing of a welcome guest?"

"You know, mamma," rejoined the girl, "your only objection to Cyrus Winterbottom is that he is poor!"

"That is only one of a hundred. He spends too much time at the club—"

"How can he, when he's here six evenings in the week?"

"He devotes too much time to golf, he never goes to church—"

"Neither do I."

"Because you have to take Sunday to rest. He spends \$50 a year on his neckties—"

"That shows his good judgment."

"He smokes a great deal—"

"If I can stand that you ought not to object."

"He is full of the small talk of society, he is too effeminate, he's altogether too sporty, he—"

"That's eight. Have I got to listen to the other ninety-two objections before luncheon?"

"Eunice," pleaded her mother, "you know you are only amusing yourself with him. Let him go. Tell him good-by!"

"Mamma, I have told him good-by."

"When—how, child?"

"A hundred times," said Eunice, faintly. "Over the telephone!"

And they continued to glare at each other.

The Wisconsin Legislature has passed a very thorough primary law. It is even more stringent than the primary law of New York. The Wisconsin law, by implication, abolishes conventions and refers the selection of candidates to the primary direct. It fixes the date of the primary, all parties to hold their primary elections on the same day. The politicians fought the bill at every step of its progress. The bill, as drawn by a committee of the State Bar Association, went through without essential change. A similar law goes in New York and there it has been a tremendous force for improvement in the quality of officeholders.

The finance department of the Dominion of Canada has perpetrated a joke on itself which it does not enjoy. It has put out a new \$4 bill with a fine picture on it of the United States Soo lock. It sought a photograph of the Canadian lock, but by mistake got an American picture. And there it is, on good Canadian money!

The latest dispatch says that Emperor William believes he was fired upon with a noiseless weapon. Guess he's right; nobody ever heard of an explosive brickbat.

The heads that wear the crowns in Europe just now would doubtless give a nice reward for a medicine that was warranted to cure insomnia.

SPAIN MISSES ITS COLONIES.

When Spain, as the result of the war with the United States, lost its colonies, some Spanish statesmen attempted to reconcile the people with statements to the effect that the loss was more apparent than real. The colonies had been for years in revolt against the mother country, and there had been a great drain on its resources in carrying on military campaigns against the rebels. With the colonies cut off it was argued that Spain would be relieved of a great burden and that all its resources could be applied to the improvement of conditions at home. Following the acceptance of the treaty of Paris, which terminated the war, there was something like a revival of trade in Spain. This was due to the fact that many Spaniards left the colonies when they came under American control and returned to Spain, swelling the population and increasing the demand for goods. The movement in Spanish trade produced in this way was merely a ripple. It has already subsided. Spanish merchants and manufacturers find the present situation anything but encouraging. They find that every branch of trade has suffered in consequence of the loss of the colonies. Before the war with the United States the Spanish exports to Cuba amounted annually to \$136,000,000, while during the past year they were reduced to \$66,000,000. Before the war the Spanish exports to Puerto Rico were \$44,000,000. Now they are less than \$13,000,000. Spanish trade with the Philippines before the American occupation was \$49,000,000 annually and is now less than \$27,000,000. This makes a total annual loss in trade to Spain through the loss of her colonies to the United States of over \$123,000,000. Unless she can secure new markets for her surplus products the condition of Spain will become hopeless.

Representatives of leading Spanish interests have been studying the situation and they frankly admit that a serious crisis confronts the country. They urge that the government must negotiate new commercial treaties and must take advantage of every opportunity to promote the demand for Spanish goods. In the treaty of Paris it is provided that Spain shall have equal trade advantages with the United States in the Philippines during a period of ten years, but it is not expected that Spain can meet the competition with American products, which gain instant favor wherever introduced. Spain hopes to hold trade with Spanish-speaking countries on account of race influences and prejudices, but this is a feeble hope. The whole policy of the Spanish government and the entire theory of Spanish commerce must be revised before Spain will be able to enjoy substantial prosperity. The country is poor. It is heavily taxed. Its resources have been almost exhausted. Americans wish the Spanish nation no ill-fortune. They will rejoice when Spain reforms its government and restores its industries. No one, however, anticipates that these things will be done by any instantaneous process. The salvation of a country that has been wrecked requires the labors of at least a generation.

There is infinite variety in the complaints against the trusts. No other octopus has ever been so vigorously assailed and from so many different quarters. Among the opponents who have most recently come into the center of the ring are the patent lawyers, who

claim that the trusts absorb so many small concerns carrying with them patents that litigation is lessened. Where there is a large number of competitors making a given line of articles each is tempted to infringe upon the patents of the others and trouble is not only frequently threatened but often forthcoming. Patent law is one of the most profitable branches of practice and the lawyers who make a specialty of it are down on the trusts because these combinations are interfering seriously with their business by lessening litigation.

It has been frequently and probably truthfully asserted that the number of farmers in the Eastern and Middle States is decreasing, and the argument based thereon is to the effect that agriculture in these sections is no longer profitable. Some figures recently gathered in Vermont are suggested in this connection. It is said that there are 2,413 fewer farmers there now than there were twenty years ago, but that there are 536 more there now than there were ten years ago. This indicates that during the last ten years the tide has turned and that many men are taking up farming and that agricultural industries are on the gain. Presumably what is true in Vermont is true in other states.

Most men labor and worry as if the whole scheme and object of life was to live and work and make a dollar. The Creator evidently gave man life that he might enjoy it, and when you fail to enjoy it you neglect a very blessed privilege. Don't become an automatic working machine, but take time to live and enjoy life. Drink in the sunshine, go fishing, see the ball game, play with your babies, smile at your wife once in a while, be social with your neighbor and see if you don't feel better.

Grand Rapids Cold Storage Co.,

Grand Rapids, Michigan.

Citizens Phone 2600.

We do a general storage, and solicit your patronage.

Season Rate on Eggs to Jan. 1, 1901:

400 case lots, per doz. 1½¢

600 case lots, per doz. 1½¢

1000 case lots and over, special rate on application

Thos. D. Bradfield, Sec.

Wanted---

Butter, Eggs and Poultry

Write us before selling. Send for weekly quotations. Highest cash prices and prompt returns guaranteed.

Bush & Waite,

Commission Merchants,

353 Russell Street, Detroit, Mich.

References: Home Savings Bank and Commercial Agencies.

Patterson Home Sanitarium

Morphine & Liquor Habits

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

Drugs--Chemicals

Michigan State Board of Pharmacy

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

How to Treat Customers and Sell Goods.

The first and most important part of this subject is to get the customers into your store. In these times of sharp competition, when artistic window displays, advertising, discounts, bargains, etc., are employed, one has to devote a good part of his time to devising means whereby people will be attracted to and into the store.

This being done, the question then comes of how to treat customers. A good rule to begin with is to learn to treat your poorly dressed customers with as much civility as you manifest towards the richest of your patrons; the dollar you get from either is of the same value.

Be pleasant and agreeable to all, and remember that every customer that enters your store will help you if by that call he or she has acquired a favorable impression of the way you do business. Always call by name persons with whom you are acquainted, and converse on subjects which interest them. Oftentimes when a person has about given up the idea of purchasing I have changed the subject to something about themselves, family, or whatever is interesting to them, and made a sale when, if I had not talked anything else than trade, I would have lost the sale, perhaps forever.

Although I believe in talking up the goods, particularly those made by yourself, it is not well to be overhearing in trying to urge goods on people, for that will sometimes do as much harm as by not saying enough. Show to the public that you are trying to live up to the motto: "Not for ourselves alone." Don't be afraid to put yourself out to please your customers. It does not pay to be too independent and to convey a don't-care impression. People notice very quickly the difference between a salesman of this kind and one always pleasant and agreeable, one not afraid to show articles and willing at any time to confer some small favor.

Sometimes a lady enters your store almost tired out by shopping at other places of business, and bearing several packages to take home. It would be well to ask her to be seated and rest before trying to interest her in your goods. While she is resting, enjoying the comforts of your store, ask if it would not be more convenient to have the packages made up into one bundle. Here would be a good opportunity for using some of your advertising circulars or booklets. Then, if after she has become somewhat interested she wishes to see something in your toilet line, devote your entire attention to explaining and showing it. Try to have your customers become interested in the articles, explaining how and where they are made, the different ways of bottling and labeling goods, etc., if such can be done knowingly, as it should be done in

our business especially. It is a winning point to thank a person leaving the store, even although she has made no purchase. In case of some misunderstanding, if the articles are returned in good condition, refund the money in such a pleasant and agreeable manner that the customer's face is wreathed with smiles, and she is sure to come back.

Nothing tests the good judgment of a pharmacist more than the buying of goods. A study of his trade, the wants of his customers, and the character of the demands made upon him will bring him always to one wise conclusion—to stock as many of the articles in demand as possible, but to use the greatest of care to have but very small quantities of the things rarely asked for, and as much as is needed to meet the demands for ready selling goods. A chance to buy goods cheaply or at a bargain must not be considered for a moment if they are apt to be unsaleable.

O. B. Salisbury.

Sulphonal Poisoning.

According to Dieterich, sulphonal is by no means so free from toxic action as is generally supposed. At least thirty cases of death from the use of the drug have been recorded in medical literature, he says. The dose which produces these harmful effects appears to be very variable. Oestreicher quotes a case in which a patient took 1,500 grams of sulphonal in six years without any ill effects. On the other hand, Schulz reports a case which ended fatally, in which only 16 grams were given in a month, and Helweg another fatal case resulting from the administration of 90 grams in three months. Numerous similar cases have been recorded. In the majority of these, the patients were in a weakened condition, anaemic, with much impaired digestion, so that the sulphonal, which, in healthy individuals is dissociated and reabsorbed with difficulty, in these cases acquired a cumulative action which terminated disastrously. The symptoms of poisoning are intestinal pain, nausea, and constipation. The urine is colored a deep cherry red. This coloration is often the first indication of the commencement of the toxic action.

The Removal of Warts.

The removal of warts by caustic applications occasionally results in the formation of ulcerous sores and disfiguring scars. Salicylic acid may be used for that purpose without the slightest harmful effect. The following is an excellent combination which any one can use:

Mercuric chloride, 5 grains.
Salicylic acid, 1 drachm.
Collodion, 1 ounce.

Apply once a day, the upper crust of the previous application being removed before a fresh one is made.

After a few applications the wart may be painlessly removed by gentle traction.

To Keep Away Mice.

A scientist now tells us he has discovered that mice have a wonderful antipathy to peppermint oil, and that some of it placed around their haunts will successfully keep them away. There are a good many who are continually fighting these little pests, and the suggestion may be worth trying. There are many objections to the use of poisonous articles for the elimination of mice, and this discovery, if proven to be effectual, will no doubt be a boon to those who are troubled in this way.

Syrup of Hypophosphites With Tincture of Iron.

In a paper read before the Tennessee Druggists' Association Professor Ruddiman calls attention to the familiar but important incompatibility between syrup of hypophosphites or some other form of hypophosphites with tincture of chloride of iron. Physicians sometimes write prescriptions calling for these substances, says the Professor, and the result is that ferric hypophosphite is precipitated. If there is enough phosphoric acid present to convert the iron into the phosphate precipitation may not take place. There are cases, however, where phosphoric acid is not directed, and the use of the National Formulary tincture of citrochloride of iron may be used in place of the official tincture of iron, with the result that precipitation will be prevented. The National Formulary tincture contains sodium citrate, and an aqueous solution of an alkali citrate is a solvent for ferric hypophosphite.

Ointments Containing Water.

Prof. John Uri Lloyd observes that "physicians occasionally desire to incorporate watery liquids, such as liquors and water-bearing fluid extracts, into ointment form, and experience difficulty in inducing the ointment base to take up the liquid. The writer was recently requested (by one of our eclectic physicians) to incorporate two drachms of dynamine into an ounce of mild zinc ointment. The proportion was too great, and by consent of the physician one-half ounce of lanolin was added, when at once the water emulsified. This calls to mind the fact that, in the opinion of the writer, physicians should bear in mind that wool-fat has the power of taking up a large amount of water or any aqueous liquid. In making ointments, therefore, of this nature, add enough wool-fat or lanolin to the ointment base to enable it to accomplish its object."

Giaourdi, a New Milk Food.

The milk is boiled for about an hour with constant stirring until it becomes fairly thick; a small quantity of a ferment, made by soaking a dry fig in three ounces of water over night, then adding a few drops of lemon juice and a very little rennet, is added. The result is a smooth, semi-solid, easily digested milk food, of an agreeable taste and quite well borne by the most delicate stomach. This preparation, which may easily be made by the druggist, is finding much favor with physicians, it being claimed for it that it is more agreeable to the taste than either koumyss or matzoon and can be taken by the most delicate patient without disturbance of digestion. The proportion of ferment to milk is a tablespoonful to the quart, but this will vary with the quality of the milk and the desired thickness of the curd to be formed.

Care Necessary in Combining Certain Synthetics.

In a paper read before the Tennessee Druggists' Association Prof. Edsal A. Ruddiman remarked that, in combining the so-called synthetics with other agents, the pharmacist cannot be too careful. For instance, antipyrin with calomel in the presence of a little moisture causes the powder to slowly become dark, due to the formation of metallic mercury; at the same time the much more active mercuric chloride is formed.

If sodium bicarbonate is added to the mixture it becomes black at once, if moistened. The proportion of mercuric chloride increases with the metallic

mercury, and consequently with the darkening. Sodium bicarbonate with either antipyrin or calomel alone with moisture seems to have no effect for several weeks at least.

The Drug Market.

Changes are very few and unimportant.

Opium—Is dull and quiet. Weakness here is caused by handlers in the primary markets accepting lower prices.

Morphine—Is unchanged.

Quinine—Is firm at the late advance.

Napthaline Balls—Have advanced, on account of scarcity.

Oil Peppermint—Is very firm and tending higher.

Linseed Oil—Is in active demand and lower.

The noblest of all charities is in enabling the poor to earn a livelihood.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

FISHING TACKLE

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

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Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

Talk No. 2

You have heard, of course, about "Ozone Treatment" for Consumption. We have it in the latest improved methods of administration. Of course, there are cases it won't cure, but there are also lots of cases it will. It's by far the best treatment known and the results speak for themselves. Don't confound this, the new "Walther's Method" with the old way, as they are not at all identical and not to be compared. In catharrhal disorders we take a back seat for no one and the practice we have worked up in a ten years' residence in Grand Rapids speaks volumes. Don't take our word for anything but investigate for yourself.

Go or write to

DR. C. E. RANKIN

Powers' Opera House Block
Grand Rapids, Michigan

Graduate of University of Michigan and Illinois School of Electro-Therapeutics.

Mail Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Linseed Oil.

Acidum		Conium Mac.	50¢ 60	Sellae Co.	50¢ 50	Os Sepia	35¢ 37	Soda, Boras, po.	9¢ 11	Red Venetian	1 1/2 2 00
Aceticum	\$ 60 1/2 75	Copaba	1 15 25	Tolutan	50 50	Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23¢ 25	Ochre, yellow Mars	1 1/2 2 00
Benzolium, German	70¢ 78	Cubeba	1 40 1 50	Prunus virg.	50 50	D Co.	1 00	Soda, Carb.	1 1/2 2 00	Ochre, yellow Ber.	1 1/2 2 00
Boracae	17 17	Erigeron	1 00 1 10			Pleis Liq. N.N. 1/2 gal.	1 00	Soda, Bi-Carb.	3¢ 5	Putty, commercial	2 1/2 2 1/2
Carbolicum	30¢ 42	Gaultheria	1 10 1 20	Tinctures		doz	2 00	Soda, Ash	3 1/2 4	Putty, strictly pure	2 1/2 2 1/2
Citricum	49¢ 51	Geranium, ounce	1 75 1 90	Aconitum Napellis R	60 60	Pleis Liq., quarts	1 00	Soda, Sulphas	2 2	Vermilion, Prime	13 15
Hydrochlor.	30¢ 5	Gossypil, Sem. gal.	50¢ 60	Aconitum Napellis F	60 60	Pleis Liq., pints	1 00	Spts. Cologne	2 60	American	13 15
Nitrosum	8¢ 10	Hedeoma	1 40 1 50	Aloes	60 60	Pil Hydrag. po. 30	1 00	Spts. Ether Co.	50¢ 55	Vermilion, English	70¢ 75
Oxalicum	12¢ 14	Junipera	1 50 2 00	Aloes and Myrrh	60 60	Piper Nigra po. 22	1 00	Spts. Myrcia Dom.	2 00	Green, Paris	14 18
Phosphorium, dil.	15 15	Lavendula	1 60 2 00	Assafoetida	60 60	Piper Alba po. 35	1 00	Spts. Vini Rect. bbl.	2 00	Green, Peninsular	13 18
Salicylicum	50¢ 55	Limonia	1 60 2 00	Atropine Belladonna	60 60	Plix Burgun	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2 00	Lead, red	6 1/2 6 1/2
Sulphuricum	1 1/2 1 20	Mentha Piper	1 40 2 00	Aurant Cortex	60 60	Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10 gal	2 00	Lead, white	6 1/2 6 1/2
Tannicum	1 10¢ 1 40	Mentha Verid	1 50 1 60	Benzoil	50 50	Pulvis Ipecac et Opi	1 30 1 50	Strychnia, Crystal	80¢ 1 05	Whiting, white Span	85 85
Tartaricum	38¢ 40	Morruac, gal.	1 10 1 20	Benzoil Co.	50 50	Pyrethrum, boxes H.	50 50	Sulphur, Subl.	2 1/2 4	Whiting, gilders	90 90
Ammonia		Myrcia	4 00 4 50	Barosma	50 50	& P. D. Co., doz	75 75	Sulphur, Roll	2 1/2 3 1/2	White, Paris, Amer	1 25 1 25
Aqua, 16 deg.	4¢ 6	Olive	75¢ 3 00	Cantharides	75 75	Pyrethrum, pv.	25¢ 30	Tamarinds	8¢ 10	Whiting, Paris, Eng.	1 40 1 40
Aqua, 20 deg.	6¢ 8	Pleis Liquida	10¢ 12	Capsicum	75 75	Quassia	8¢ 10	Terebenth Venice	28¢ 30	Universal Prepared	1 10 1 20
Carbonas	13¢ 15	Pleis Liquida, gal.	35¢ 35	Cardamon	75 75	Quinia, S. P. & W.	36¢ 44	Theobroma	60¢ 65		
Chloridum	12¢ 14	Ricina	1 00 1 08	Cardamon Co.	75 75	Quinia, N. Y.	34¢ 44	Vanilla	9 00 16 00		
Aniline		Rosmarin	1 00 1 00	Castor	1 00 1 00	Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8	Varnishes	
Black	2 00 2 25	Rosa, ounce	6 00 6 50	Catechu	50 50	Saccharum Lactis pv	18¢ 20			No. 1 Turp Coach	1 10 1 20
Brown	80¢ 1 00	Succinl	40¢ 50	Cinchona	50 50	Salacin	4 50 4 75	Oils		Extra Turp	1 60 1 70
Red	45¢ 50	Sabina	90¢ 1 00	Cinchona Co.	50 50	Sanguis Draconis	40¢ 50	BBL. GAL.		Coach Body	2 75 3 00
Yellow	2 50 3 00	Santal	2 75 7 00	Columba	50 50	Sapo W	12¢ 14	Whale, winter	70 70	No. 1 Turp Furn	1 00 1 10
Bacca		Sassafras	48¢ 53	Cubeba	50 50	Sapo M	10¢ 12	Lard, extra	60 70	Extra Turk Damar	1 55 1 60
Cubeba po. 25	22¢ 24	Sinapis, ess., ounce	65¢ 65	Cassia Acutifol	50 50	Sapo G	15¢ 15	Lard, No. 1	45 50	Jap. Dryer, No. 1 Turp	70¢ 75
Juniperus	60 60	Tigil	1 50 1 60	Cassia Acutifol Co.	50 50						
Xanthoxylum	1 25¢ 1 30	Thyme	40¢ 50	Digitalis	50 50						
Balsamum		Thyme, opt.	1 60 1 60	Ferri Chloridum	35 35						
Copalba	55¢ 60	Theobromas	15¢ 20	Gentian	50 50						
Peru	1 85 1 85	Potassium		Gentian Co.	50 50						
Terabin, Canada	55¢ 55	Bi-Carb	15¢ 18	Gulaca	50 50						
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca ammon	50 50						
Cortex		Bromide	52¢ 57	Hycosyamus	50 50						
Abies, Canadian	18 18	Carb	12¢ 15	Iodine	75 75						
Cassia	12 12	Chlorate po. 17	16 18	Iodine, colorless	75 75						
Cinchona Flava	18 18	Cyanide	34¢ 38	Kino	50 50						
Eunonymus atropurp.	30 30	Iodide	2 60 2 60	Lobelia	50 50						
Myrica Cerifera, po.	20 20	Potassa, Bitart, pure	28¢ 30	Myrrh	50 50						
Prunus Virgin	12 12	Potassa, Bitart, com.	15 15	Nux Vomica	50 50						
Quillaja, gr'd	12 12	Potass Nitras, opt.	70 70	Opil	75 75						
Sassafras po. 20	12 12	Potass Nitras	60 8	Opil, comphorated	50 50						
Ulmus po. 15, gr'd	15 15	Prussiate	23¢ 26	Opil, deodorized	50 50						
Extractum		Sulphate po.	15¢ 18	Quassia	75 75						
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50 50						
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhei	50 50						
Haematox, 15 lb. box	11¢ 12	Althae	30¢ 33	Sanguinaria	50 50						
Haematox, 18	13¢ 14	Anchusa	10¢ 12	Serpenaria	50 50						
Haematox, 1/4.	14¢ 15	Arum po.	10¢ 25	Stromonium	60 60						
Haematox, 1/8.	16¢ 17	Calamus	20¢ 40	Tolutan	60 60						
Ferru		Gentiana po. 15	12¢ 15	Valerian	50 50						
Carbonate Precip.	15 15	Glycyrrhiza, pr. 15	16¢ 18	Veratrum Veride	50 50						
Citrate and Quina	2 25 2 25	Hydrastis Canad.	75¢ 75	Zingiber	20 20						
Citrate Soluble	75 75	Hydrastis Can.	80 80	Miscellaneous							
Ferrocyanidum Sol.	40 40	Hellebore, Alba, po.	12¢ 15	Aether, Spts. Nit. 7 F	30¢ 35						
Solut. Chloride	15 15	Inula, po.	15¢ 20	Aether, Spts. Nit. 4 F	34¢ 38						
Sulphate, com'l, by	2 2	Ipecac, po.	3 60 3 75	Alumen	2 1/2 3						
Sulphate, pure	7 7	Iris plox po. 35	35¢ 40	Alumen, gro'd. po. 7	3 1/2 4						
Flora		Jalapa, pr.	25¢ 30	Annatto	40¢ 50						
Arnica	15¢ 18	Maranta, 1/4.	25¢ 35	Antimoni	40¢ 5						
Anthemis	22¢ 25	Podophyllum, po.	22¢ 25	Antimoniet Potass T	40¢ 50						
Matricaria	30¢ 35	Rhei	75¢ 1 00	Antipyrin	25 25						
Folia		Rhei, cut.	1 25 1 25	Antifebrin	20 20						
Barosma	38¢ 40	Rhei, pv.	75¢ 1 35	Argenti Nitras, oz.	51 51						
Cassia Acutifol, Tin-	20¢ 25	Spigella	35¢ 38	Arsenicum	10¢ 12						
nevely	25¢ 30	Sanguinaria po. 15	18 18	Balm Gilead Buds	38¢ 40						
Cassia, Acutifol, Alx.	25 25	Serpentaria	40¢ 45	Bismuth S. N.	1 90 2 00						
Salvia officinalis, 1/4.	12¢ 20	Senega	60¢ 65	Calcium Chlor., 1s.	9 9						
and 1/4	80 80	Smilax, officinalis H.	10¢ 12	Calcium Chlor., 1/2.	10 10						
Uva Ursi	80 80	Smilax, M.	10¢ 12	Calcium Chlor., 1/4.	12 12						
Gummi		Sellae Co. po. 35	10¢ 12	Cantharides, Rus. po	80 80						
Acacia, 1st picked	65 65	Symplocarpus, Feti-	10¢ 12	Capsici Fructus, af.	15 15						
Acacia, 2d picked	45 45	du, po.	25 25	Capsici Fructus, po.	15 15						
Acacia, 3d picked	35 35	Valeriana, Eng. po. 30	15 15	Capsici Fructus B, po	15 15						
Acacia, sifted sorts.	28 28	Valeriana, German	15 20	Caryophyllus po. 15	12¢ 14						
Acacia, po.	45¢ 65	Zingiber a	14 14	Carmin, No. 40	3 00 3 00						
Aloe, Barb. po. 15.	12 12	Zingiber j.	25 27	Cera Alba	50 55						
Aloe, Cape po. 15.	12 12	Semen		Cera Flava	40¢ 42						
Aloe, Socotri po. 40	12 12	Anisum po. 15	12 12	Coccus	40 40						
Ammoniac	55¢ 60	Apium (graveleons).	13 15	Cassia Fructus	35 35						
Assafoetida po. 45	50 50	Bird, 1s.	4 4	Centraria	10 10						
Benzolium	50 50	Carul po. 18	12 13	Cetaceum	45 45						
Catechu, 1s.	50 50	Cardamon	1 25 1 75	Chloroform	55¢ 65						
Catechu, 1/4.	50 50	Coriandrum	80 10	Chloroform, squibs	1 10 1 10						
Catechu, 1/8.	50 50	Cannabis Sativa	4 1/2 5	Chloral Hyd Crst.	1 40 1 65						
Camphora	69¢ 73	Cydonium	75¢ 1 00	Chondrus	20 25						
Euphorbium po. 35	40 40	Cheopodium	10 12	Cinchonidine, P. & W	38¢ 48						
Galbanum	1 00 1 00	Dipterix Odorata	1 00 1 10	Cinchonidine, Germ.	38¢ 48						
Gamboge po. 70	65 70	Foeniculum	70 9	Cocaine	5 55 5 75						
Gualacum po. 25	70 70	Lini	40 5	Corks, list, dis. pr. ct.	70 70						
Kino po. 30.75	75 75	Lini, grd. bbl. 4	4 1/2 4	Creosotum	35 35						
Mastic	60 60	Lobelia	35 40	Creta	2 2						
Myrrh	40 40	Pharlaris Canarian.	4 1/2 5	Creta, prep.	11 11						
Opi. po. 5.00	3 40 3 40	Rapa	4 1/2 5	Creta, Rubra	8 8						
Shellac	25 35	Sinapis Alba	90 10	Crocus	25 30						
Shellac, bleached	40 40	Sinapis Nigra	11 12	Cudbear	24 24						
Tragacanth	60 60	Spiritus		Cupri Sulph.	6 1/2 8						
Herba		Fruentil, W. D. Co.	2 00 2 50	Dextrine	70 10						
Absinthium oz. pkg	25 25	Fruentil, D. F. R.	2 00 2 25	Ether Sulph.	75 90						
Eupatorium oz. pkg	20 20	Fruentil	1 25 1 50	Emery, all numbs.	8 8						
Lobelia oz. pkg	25 25	Juniperis Co. O. T.	1 65 2 00	Emery, po.	9 9						
Majorum oz. pkg	25 25	Juniperis Co.	1 75 3 50	Ergota po. 90	85 90						
Mentha Pip. oz. pkg	23 23	Saacharum N. E.	1 90 2 10	Flake White	12 15						
Mentha Vir. oz. pkg	25 25	Spt. Vini Galli.	1 75 6 50	Galla	23 23						
Rue oz. pkg	39 39	Vini Oporto.	1 25 2 00	Gambler	80 9						
Tanacetum V oz. pkg	25 25	Vini Alba.	1 25 2 00	Gelatin, Cooper	60 60						
Thymus, V oz. pkg	25 25	Sponges		Gelatin, French	35 60						
Magnesia		Florida sheeps' wool	2 50 2 75	Glassware, flint, box	75 5						
Calced, Pat.	55¢ 60	carriage.	2 50 2 75	Less than box	70 70						
Carbonate, Pat.	18¢ 20	Nassau sheeps' wool	2 50 2 75	Glue, brown	11 13						
Carbonate, K. & M.	18¢ 20	carriage.	2 50 2 75	Glue, white	15 25						
Carbonate, Jennings	18¢ 20	Velvet extra sheeps' wool, carriage.	2 50 2 75	Glyceria	17 1/2 25						
Oleum		wool, carriage.	2 50 2 75	Granada Paradisi	25 25						
Absinthium	6 50 7 00	Extra yellow sheeps' wool, carriage.	2 50 2 75	Humulus	25 55						
Amygdale, Dulc.	38¢ 65	wool, carriage.	2 50 2 75	Hydrarg Chlor Mite	1 00 1 00						
Amygdale, Amara.	8 00 8 25	Grass sheeps' wool, carriage.	2 50 2 75	Hydrarg Chlor Cor.	90 90						
Anisi	2 10 2 20	Hard, for slate use.	2 50 2 75	Hydrarg Ox Rub'm	1 10 1 10						
Aurant Cortex	2 30 2 35	Yellow Reef, for slate use.	2 50 2 75	Hydrarg Ammoniat	1 20 1 20						
Bergamill	2 75 3 00	Syrups		Hydrarg Unguentum	50 60						
Cajuputi	80¢ 85	Acacia	50 50	Hydrargyrum	85 85						
Caryophylli	75 80	Auranti Cortex	50 50	Ichthyobolla, Am.	65 70						
Cedar	65 65	Zingiber	50 50	Indigo	75 100						
Chenopadi	2 75 2 75	Ipecac	50 50	Iodine, Resubi.	3 40 3 60						
Cinnamoni	1 30 1 40	Ferri Iod.	50 50	Iodoform	3 85 4 00						
Citronella	35 35	Rhei Arom.	50 50	Lupulin	50 50						
		Smilax Officinalis.	50 60	Lycopodium	80 85						
		Senega	50 50	Mais	65 75						
		Scilla	50 50	Liquor Arsen et Hy	25 25						
				drarg Iod.	10 12						
				Liquor Potass Arsenit							

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

Sugars

DECLINED

Spring Wheat Flour
Cheese
Canned Apples
Winter Wheat Flour

Diamond White..... @9
D. S. Gasoline..... @11
Deodorized Naphtha..... @34
Cylinder..... @22
Engine..... @19
Black, winter..... @10 1/2

Arabian..... 21

Package

New York Basis.
Arbuckle..... 12 50
Dilworth..... 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 full 1/2 gross..... 85
Hummel's tin 1/2 gross..... 1 43
Crushed Cereal Coffee Cake
12 packages, 1/2 case..... 1 75
24 packages, 1 case..... 3 50

CONDENSED MILK

4 doz in case.
Gall Borden Eagle..... 6 40
Crown..... 6 25
Daisy..... 5 75
Champion..... 4 50
Magnaolia..... 4 25
Challenge..... 3 75
Dime..... 3 35
Leader..... 3 80

COUPON BOOKS

50 books, any denom..... 1 50
100 books, any denom..... 2 50
500 books, any denom..... 11 50
1,000 books, any denom..... 20 00
Above quotations are for either Trade, Superior, Economic or Universal grades. Where 1,000 books are ordered at the customer receives specially printed cover without extra charge.

Coupon Pass Books

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

Credit Checks

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

CRACKERS

The National Biscuit Co. quotes as follows:

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

Soda
Soda XXX..... 6 1/2
Soda, City..... 13
Long Island Wafers..... 13
Zephyrette..... 13

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

Sweet Goods-Boxes

Animals..... 10
Assorted Cake..... 10
Belle Rose..... 8
Bent's Water..... 16
Cinnamon Bar..... 9
Coffee Cake, Iced..... 10
Coffee Cake, Java..... 10
Cocoanut Macaroons..... 18
Cocoanut Taffy..... 16
Cracknells..... 8
Creams, Iced..... 8
Cream Crisp..... 10 1/2
Cubans..... 11 1/2
Currant Fruit..... 12
Frosted Honey..... 12
Frosted Cream..... 9
Ginger Gems, 1/2 oz or sm'l..... 8
Ginger Snaps, N. B. C..... 8
Gladiator..... 10 1/2
Grandma Cakes..... 9
Graham Crackers..... 12
Graham Wafers..... 12
Grand Rapids Tea..... 16
Honey Fingers..... 12
Iced Honey Crumpets..... 10
Imperial..... 8
Jumbles, Honey..... 12
Lady Fingers..... 12
Lemon Snaps..... 16
Lemon Wafers..... 16
Marshmallow..... 17
Marshmallow Creams..... 16
Marshmallow Walnuts..... 16
Mary Ann..... 8
Mixed Picnic..... 11 1/2
MCK Biscuit..... 7 1/2
Molasses Cake..... 8
Molasses Bar..... 9
Moss Jelly Bar..... 12 1/2
Newton..... 8
Oatmeal Crackers..... 12
Oatmeal Wafers..... 12
Orange Crisp..... 9
Orange Gem..... 9
Penny Cake..... 8
Pilot Bread, XXX..... 7 1/2
Pretzettes, hand made..... 8
Pretzels, hand made..... 8
Soclet Cookies..... 9
Sears' Lunics..... 8
Sugar Cake..... 8
Sugar Cream, XXX..... 8

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

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

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

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

BULK IN SACKS..... 21

DRIED FRUITS

Sundried..... @4 1/2
Evaporated, 50 lb. boxes..... @5 1/2
California Fruits
Apricots..... @10
Blackberries..... @10
Nectarines..... @11
Peaches..... 8
Pears..... 7 1/2
Pitted Cherries..... 7 1/2
Prunelles..... 7 1/2
Raspberries..... 7 1/2

California Prunes
100-120 25 lb. boxes..... @ 3 1/2
90-100 25 lb. boxes..... @ 4
80-90 25 lb. boxes..... @ 4 1/2
70-80 25 lb. boxes..... @ 5 1/2
60-70 25 lb. boxes..... @ 6 1/2
50-60 25 lb. boxes..... @ 7 1/2
40-50 25 lb. boxes..... @ 8 1/2
30-40 25 lb. boxes..... @ 9 1/2
1/2 cent less in 50 lb. cases

Citron
Lemon..... 11
Corsican..... 11 1/2

Currents
California, 1 lb. package..... 11 1/2
Imported, 1 lb. package..... 12
Imported, bulk..... 11 1/2

Peel
Citron American 19 lb. bx..... 11 1/2
Lemon American 10 lb. bx..... 10 1/2
Orange American 10 lb. bx..... 10 1/2

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

FARINACEOUS GOODS
Beans
Dried Lima..... 7
Medium Hand Picked..... 1 90
Brown Holland..... 1 90

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

Farina
24 1 lb. packages..... 1 50
Bulk, per 100 lbs..... 3 00

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

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

Pearl Barley
Common..... 2 40
Chester..... 2 90
Empire..... 3 40

Grits
Walsh-DeRoo Co.'s Brand.

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

Flavoring Extracts

FOOTE & JENKS'
Highest Grade Extracts

Vanilla..... 1 20
Lemon..... 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 25

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Brushes..... 1
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Meat Extracts..... 7
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Mustard..... 7

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Soap..... 9

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W
Washing Powder..... 12
Wicking..... 13
Woodenware..... 13
Wrapping Paper..... 13

Y
Yeast Cake..... 13

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.
Aretic 12 oz. ovals..... 85
Aretic pints, round..... 1 20

AXLE GREASE

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

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

BAKING POWDER

Acme
1/4 lb. cans 3 doz..... 45
1/2 lb. cans 3 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 10

Aretic

6 oz. Eng. Tumblers..... 90
Egg

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

JAXON

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

Queen Flake

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

BATH BRICK

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

BLUING

CONDENSED PEARL
BLUING

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

BROOMS

No. 1 Carpet..... 2 50
No. 2 Carpet..... 2 15
No. 3 Carpet..... 1 35
No. 4 Carpet..... 1 60
Parlor Gem..... 2 40
Common Whisk..... 85
Fancy Whisk..... 1 10
Warehouse..... 3 25

BRUSHES

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

Shoe

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

Stove

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

2

BUTTER COLOR

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

CANDLES

Electric Light, 88..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11
Wicking..... 20

CANNED GOODS

Apples
3 lb. Standards..... 70
Gallons, standards..... 2 00

Blackberries

Standards..... 75

Beans

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

Blueberries

Standard..... 85
Brook Trout
2 lb. cans, Spiced..... 1 90

Clams

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

Clam Bouillon

Burnham's, 1/4 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, 1/4 lb..... 1 85
Star, 1 lb..... 3 40
Picnic Tails..... 2 35

Mackerel

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

Mushrooms

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

Oysters

Cove, 1 lb..... 85
Cove, 2 lb..... 1 55
Cove, 1 lb Oval..... 95

Peaches

Ple..... 1 65@1 85
Yellow..... 1 65@1 85

Pears

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

Peas

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

Pineapple

Grated..... 1 25@2 75
Sliced..... 1 35@2 55

Pumpkin

Fair..... 70
Good..... 75
Fancy..... 85

Raspberries

Standard..... 90

Russian Caviar

1/4 lb. cans..... 3 75
1/2 lb. cans..... 7 00
1 lb. can..... 12 00

Salmon

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

Shrimps

Standard..... 1 50

Sardines

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

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Vanilla Lemon
2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 oz taper. 1 50
Jennings' Arctic
2 oz. full meas. pure Lemon. 75
2 oz. full meas. pure Vanilla. 1 24
Big Value
2 oz. oval Vanilla Tonka. 75
2 oz. oval Pure Lemon. 75



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

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

FRESH MEATS
Beef
Carcase. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 7 @ 9
Loins No. 3. 9 @ 14
Ribs. 9 @ 12
Rounds. 6 @ 7
Chuck. 5 @ 6
Plates. 4 @ 5

Pork
Dressed. 7 @ 7
Loins. 10 @ 10
Boston Butts. 9 @ 9
Shoulders. 8 @ 8
Leaf Lard. 8 @ 8

Mutton
Carcase. 7 @ 8
Spring Lambs. 9 @ 10

Veal
Carcase. 8 @ 9

GRAINS AND FLOUR
Wheat
Wheat. 70
Winter Wheat Flour
Local Brands

Patents. 4 25
Second Patent. 3 75
Straight. 3 55
Clear. 3 15
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 1/4s. 3 75
Diamond 1/8s. 3 75

Worden Grocer Co.'s Brand
Quaker 1/2s. 3 80
Quaker 1/4s. 3 80
Quaker 1/8s. 3 80

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2s. 4 50
Pillsbury's Best 1/4s. 4 40
Pillsbury's Best 1/8s. 4 30

Pillsbury's Best 1/2s. paper. 4 30
Pillsbury's Best 1/4s. paper. 4 30
Duluth Imperial 1/2s. 4 40
Duluth Imperial 1/4s. 4 30
Duluth Imperial 1/8s. 4 20

Lemon & Wheeler Co.'s Brand
Wingold 1/2s. 4 30
Wingold 1/4s. 4 20
Wingold 1/8s. 4 10

Olney & Judson's Brand
Ceresota 1/2s. 4 40
Ceresota 1/4s. 4 30
Ceresota 1/8s. 4 20

Worden Grocer Co.'s Brand
Laurel 1/2s. 4 50
Laurel 1/4s. 4 40
Laurel 1/8s. 4 30
Laurel 1/2s. and 1/4s. paper. 4 30

Meal
Bolted. 2 00
Granulated. 2 10

Oats
Car lots. 30%
Car lots, clipped. 32%
Less than car lots.

Feed and Millstuffs
St. Car Feed, screened. 18 00
No. 1 Corn and Oats. 17 50
Unbolted Corn Meal. 17 00
Winter Wheat Bran. 17 00
Winter Wheat Middlings. 17 00
Screenings. 16 00

Corn
Corn, car lots. 45
Hay
No. 1 Timothy car lots. 11 00
No. 1 Timothy ton lots. 12 00

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

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

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

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

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

MATCHES
WILLIAMS' MATCHES
PARK MATCH CO. CHICAGO

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

Diamond Match Co.'s brands.
No. 9 sulphur. 1 65
Anchor Parlor. 1 50
No. 2 Home. 1 30
Export Parlor. 4 00
Wolverine. 1 50

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

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

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

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

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

PAPER BAGS
Continental Paper Bag Co.
Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

1/4. 28 50
1/2. 34 60
1. 44 80
2. 54 1 00
3. 66 1 25
4. 76 1 45
5. 90 1 70
6. 1 06 2 00
8. 1 28 2 40
10. 1 38 2 60
12. 1 50 2 80
14. 1 62 3 00
16. 1 74 3 20
20. 2 02 3 80
25. 2 50 4 50

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

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
Penna Salt Co.'s. 3 00

PROVISIONS
Barreled Pork
Mess. 16 50
Back. 15 50
Clear back. 15 50
Short cut. 15 50
Pig. 19 00
Bean. 12 25
Family Mess. 14 50
Rump Butts Beef. 11 50

Dry Salt Meats
Beilles. 9
Briskets. 8
Extra shorts. 8

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

Lards-In Tierces
Compound. 6 1/2
Kettle. 9 1/2
Vegetole. 6 1/2

60 lb. Tubs. advance
50 lb. Tubs. advance
50 lb. Tins. advance
20 lb. Palls. advance
10 lb. Palls. advance
5 lb. Palls. advance

8

3 lb. Palls. advance
Sausages
Bologna. 5 1/2
Liver. 6
Stilly. 7 1/2
Frankfort. 7 1/2
Pork. 7 1/2
Blood. 6 1/2
Tongue. 9
Headcheese. 6

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

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

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

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

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

Canned Meats
Corned beef, 2 lb. 2 75
Corned beef, 14 lb. 17 50
Roast beef, 2 lb. 2 75
Potted ham, 1/4s. 50
Potted ham, 1/2s. 50
Deviled ham, 1/4s. 90
Potted tongue, 1/4s. 50
Potted tongue, 1/2s. 90

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

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

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
L. P. 3 00
Sodio. 3 00
Wyandotte. 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
60 6 lb. bags. 3 00
22 14 lb. bags. 2 75
In 5 bbl. lots 5 per cent. dis.
count and one case 24 3 lb. boxes free.

Diamond Crystal
Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 40 7 lb. bags. 2 75
Butter, barrels, 280 lb. bulk. 2 65
Butter, barrels, 20 14 lb. bags. 2 85
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 67

Common Grades
100 3 lb. sacks. 2 25
60 5 lb. sacks. 2 15
28 10 lb. sacks. 2 05
56 lb. sacks. 40
28 lb. sacks. 22

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

Ashtor
56 lb. dairy in linen sacks. 60
56 lb. dairy in linen sacks. 60
56 lb. sacks. 30

Solar Rock
Common.
Granulated Fine. 1 20
Medium Fine. 1 25

SALT FISH
Cod
Georges cured. 6 @ 8
Georges genuine. 8 @ 9 1/2
Georges selected. 6 @ 6
Grand Bank. 6 @ 6
Strips or bricks. 6 @ 9
Pollock. 6 @ 3 1/2

Halibut.
Strips. 10
Chunks. 12

Trout
No. 1 100 lbs. 5 75
No. 1 40 lbs. 2 60
No. 1 10 lbs. 75
No. 1 8 lbs. 61

Herring
Holland white hoops, bbl. 11 25
Holland white hoops, 1/2 bbl. 6 00
Holland white hoop, keg. 82
Holland white hoop mechs. 87
Norwegian. 30
Round 100 lbs. 1 50
Round 40 lbs. 19
Scales. 19
Bloaters. 1 60

Mackerel
Mess 100 lbs. 12 25
Mess 40 lbs. 5 70
Mess 10 lbs. 1 38
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

9

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 1/2
Mixed Bird. 4 1/2
Mustard, white. 9
Poppy. 10
Rape. 4 1/2
Cuttle Bone. 15

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

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

SOAP
B. T. Babbitt brand—
Babbitt's Best. 4 00
Beaver Soap Co. brands

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85
Beil & Bogart brands—
Coal Oil Johnny. 3 90
Peckin. 4 00

Detroit Soap Co. brands—
Queen Anne. 3 15
Big Bargain. 1 75
Umpire. 2 15
German Family. 2 45
Dingman Soap Co. brand—
Dingman. 3 85
N. K. Fairbanks brands—
Santa Claus. 3 25
Brown. 2 40
Fairy. 4 00

Fels brand
Naphtha. 4 00
Gowans & Sons brands—
Oak Leaf. 3 25
Oak Leaf, big 5. 4 00

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

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

Lautz Bros. brands—
Big Acme. 4 00
Acme 5c. 3 25
Marselles. 4 00
Master. 3 70

Proctor & Gamble brands—
Lenox. 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Schultz & Co. brand—
Star. 3 00

A. B. Wrisley brands—
Good Cheer. 3 80
Old Country. 3 20

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

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

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

Pure Ground in Bulk
Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 17
Cloves, Zanzibar. 17
Ginger, African. 15
Ginger, Cochlin. 18
Ginger, Jamaica. 25
Mace. 65
Mustard. 18
Pepper, Singapore, black. 20
Pepper, Singapore, white. 28
Pepper, Cayenne. 20
Sage. 20

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

10

Pure Cane
Fair. 16
Good. 20
Choice. 25

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

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

Common Gloss
1-lb. packages. 4 1/2
3-lb. packages. 4 1/2
6-lb. packages. 5
40 and 60-lb. boxes. 3 1/2
Barrels. 3 1/2

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
Sittings. 19 @ 21
Fannings. 20 @ 22

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

Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.

Works: Venice, Ill.
Geneva, Ill.

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

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

SUGAR
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino. 5 85
Cut Leaf. 5 85
Crushed. 5 85
Cubes. 5 60
Powdered. 5 45
Coarse Powdered. 5 45
XXXX Powdered. 5 59
Standard Granulated. 5 35
Fine Granulated. 5 35
Coarse Granulated. 5 45
Extra Fine Granulated. 5 45
Conf. Granulated. 5 60
2 lb. bags Fine Gran. 5 50
5 lb. bags Fine Gran. 5 50
Mould A. 5 70
Diamond A. 5 35
Confectioner's A. 5 15
No. 1, Columbia A. 5 05
No. 2, Windsor A. 4 95
No. 3, Edgewood A. 4 95
No. 4, Phoenix A. 4 90
No. 5, Empire A. 4 85
No. 6, Tigerettes. 4 80
Night Hawk, concha. 35 00
Night Hawk, navel. 35 00
Vincente Portuondo. 35 @ 70 00

TOBACCO
Cigars
A. Bomers' brand. 35 00
Plaindealer. 35 00

Columbian Cigar Co.'s brands.
Little Columbian. 35 00
Columbian. 35 00
Columbian Extra. 55 00
Columbian Special. 65 00
Columbian Invincible. 90 00
H. & F. 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. 35 00
Cigar Clippings, per lb. 26
Lubetsky Bros.' Brands.
B. L. 533 00
Gold Star. 35 00
Phelps, Brace & Co.'s Brands.
Royal Tigers. 55 @ 80 00
Royal Tigerettes. 35 00
Book Filled Tigerettes. 35 00
Female Tigerettes. 35 00
No. 5, Empire A. 4 85
Night Hawk, concha. 35 00
Night Hawk, navel. 35 00
Vincente Portuondo. 35 @ 70 00

Best Corn Starch
Neutral Pearl Starch in bbl.
Neutral Powdered Starch in bbl.
Best Confect's in bbl., thin boil.
Best Laundry in bbl., thin boil.
Chas. Pope Glucose Co., Chicago, Ill.

Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.

Works: Venice, Ill.
Geneva, Ill.

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

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

SUGAR
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino. 5 85
Cut Leaf. 5 85
Crushed. 5 85
Cubes. 5 60
Powdered. 5 45
Coarse Powdered. 5 45
XXXX Powdered. 5 59
Standard Granulated. 5 35
Fine Granulated. 5 35
Coarse Granulated. 5 45
Extra Fine Granulated. 5 45
Conf. Granulated. 5 60
2 lb. bags Fine Gran. 5 50
5 lb. bags Fine Gran. 5 50
Mould A. 5 70
Diamond A. 5 35
Confectioner's A. 5 15
No. 1, Columbia A. 5 05
No. 2, Windsor A. 4 95
No. 3, Edgewood A. 4 95
No. 4, Phoenix A. 4 90
No. 5, Empire A. 4 85
No. 6, Tigerettes. 4 80
Night Hawk, concha. 35 00
Night Hawk, navel. 35 00
Vincente Portuondo. 35 @ 70 00

TOBACCO
Cigars
A. Bomers' brand. 35 00
Plaindealer. 35 00

Columbian Cigar Co.'s brands.
Little Columbian. 35 00
Columbian. 35 00
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Columbian Invincible. 90 00
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Fortune Teller. 35 00
Our Manager. 35 00
Quintette. 35 00
G. J. Johnson Cigar Co.'s brand.

S. C. W. 35 00
Cigar Clippings, per lb. 26
Lubetsky Bros.' Brands.
B. L. 533 00
Gold Star. 35

12	13	14	15
Ruhe 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 Seldenberg & Co.55@125 30 Fulton Cigar Co.10@ 35 00 A. B. Ballard & Co.35@175 00 E. M. Schwarz & Co.35@110 00 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 Hemmeter Cigar Co.35@ 70 00 G. J. Johnson Cigar Co.35@ 70 00 Maurice Sanborn.50@175 00 Bock & Co.65@300 00 Manuel Garcia.80@375 00 Neuva Mundo.85@175 00 Henry Clay.85@550 00 La Carolina.96@200 00 Standard T. & C. Co.35@ 70 00 H. Van Tongeren's Brand. Star Green.35 00 Fine Cut Uncle Daniel.58 Ojibwa.38 Forest Giant.38 Sweet Spray.35 Cadillac.57 Sweet Loma.38 Golden Top.27 Hiawatha.58 Telegram.28 Pay Car.33 Prairie Rose.50 Protection.38 Sweet Burley.40 Sweet Loma.38 Tiger.39 Plug Flat Iron.36 Crepe de Menthe.60 Stronghold.40 Solo.35 Sweet Chunk.37 Forge.33 Red Cross.33 Palo.36 Kylo.36 Hiawatha.41 Battle Axe.37 American Eagle.54 Standard Navy.38 Spear Head.43 Spear Head.45 Nobby Twist.49 Jolly Tar.39 Old Honesty.45 Toddy.34 J. T.38 Piper Heldick.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.29 Bamboo.27 I X L.28 I X L.32 Honey Dew.37 Gold Block.37 Flagman.40 Chips.38 Klin Dried.23 Duke's Mixture.40 Duke's Cameo.40 Honey Dip Twist.39 Myrtle Navy.40 Yum Yum.39 Yum Yum.37 Yum Yum.37 Corn Cake.23 Corn Cake.23 Plow Boy.37 Plow Boy.35 Peerless.34 Peerless.36 Indicator.28 Indicator.31 Col. Choice.21 Col. Choice.21 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 TWINE Cotton, 3 ply.20 Cotton, 4 ply.20 Jute, 2 ply.12 Hemp, 6 ply.12 Flax, medium.20 Wool, 1 lb. balls.8 VINEGAR Malt White Wine, 40 grain.8 Malt White Wine, 30 grain.11 Pure Cider, B. & B. brand.11 Pure Cider, Red Star.12 Pure Cider, Robinson.11 Pure Cider, Silver.11 WASHING POWDER Gold Dust, regular.4 50 Gold Dust, 5c.4 00	Pearline.2 90 Scourine.3 50 WICKING No. 9, per gross.20 No. 1, per gross.25 No. 2, per gross.35 No. 3, per gross.55 WOODENWARE Baskets Bushels.1 10 Bushels, wide band.1 20 Market.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 Mop Sticks Trojan spring.85 Eclipse patent spring.85 No. 1 common.75 No. 2 patent brush holder.85 12 lb. cotton mop heads.1 25 Pails 2-hoop Standard.1 40 3-hoop Standard.1 60 2-wire, Cable.1 50 3-wire, Cable.1 70 Cedar, all red, brass bound.1 25 Paper, Eureka.2 25 Fibre.2 40 Toothpicks Hardwood.2 75 Softwood.2 75 Banquet.1 40 Ideal.1 40 Tubs 20-inch, Standard, No. 1.6 00 18-inch, Standard, No. 2.5 00 16-inch, Standard, No. 3.4 00 20-inch, Cable, No. 1.7 00 18-inch, Cable, No. 2.6 00 16-inch, Cable, No. 3.5 00 No. 1 Fibre.9 45 No. 2 Fibre.7 95 No. 3 Fibre.7 20 Wash Boards Bronze Globe.2 50 Dewey.1 75 Double Acme.2 75 Single Acme.2 25 Double Peerless.0 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 00 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.3 1/4 Wax Butter, short count.15 Wax Butter, full count.15 Wax Butter, rolls.15 YEAST CAKE Magic, 3 doz.1 00 Sunlight, 3 doz.1 00 Sunlight, 1 1/2 doz.50 Yeast Cream, 3 doz.1 00 Yeast Foam, 3 doz.1 00 Yeast Foam, 1 1/2 doz.50 FRESH FISH White fish.9 Trout.9 Black Bass.11@12 Halibut.15 Clascoe or Herring.4 Bluefish.10 Live Lobster.20 Boiled Lobster.20 Cod.11 Haddock.7 No. 1 Pickerel.9 Pike.7 Perch.4 Smoked White.9 Red Snapper.11 Col River Salmon.12 Mackerels.16 HIDES AND PELTS The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides Green No. 1.6 Green No. 2.5 Cured No. 1.7 1/4 Cured No. 2.6 1/4 Calfskins, green No. 1.9 Calfskins, green No. 2.7 1/4 Calfskins, cured No. 1.9 Calfskins, cured No. 2.8 1/4 Pelts Pelts, each.50@110 Lamb. No. 1.4 1/4 No. 2.3 1/4 Wool Washed, fine.18@20 Washed, medium.22@24 Unwashed, fine.12@14 Unwashed, medium.16@18	CANDIES Stick Candy Standard.7 1/4 Standard H. H.7 1/4 Standard Twist.8 Cut Loaf.9 Jumbo, 32 lb.7 1/4 Extra H. H.10 1/4 Boston Cream.10 Beet Root.8 Mixed Candy Grocers.6 Competition.7 Special.7 1/4 Conservative.8 1/4 Royal.8 1/4 Broken.9 Cut Loaf.9 English Rock.9 Kindergarten.9 Bon Ton Cream.9 French Cream.10 Dandy Pan.10 Hand Made Cream.10 Crystal Cream mix.15 1/4 Fancy-In Bulk San Blas Goodies.12 Lozenges, plain.9 1/4 Lozenges, printed.10 Choc. Drops.11 1/4 Eclipse Chocolates.13 1/4 Choc. Monumentals.14 Victoria Chocolate.15 Gum Drops.5 Moss Drops.9 1/4 Lemon Sours.10 Imperial.10 Ital. Cream Opera.12 Ital. Cream Bonbons.12 20 lb. pails.12 Molasses Chews, 15 lb. pails.14 Pine Apple Ice.12 1/4 Maroons.12 Golden Waffles.12 Fancy-In 5 lb. Boxes Lemon Sours.25 Peppermint Drops.25 Chocolate Drops.25 H. M. Choc. Drops.25 H. M. Choc. Lt. and Dk. No. 12.1 00 Gum Drops.30 Licorice Drops.27 Lozenges, plain.25 Lozenges, printed.26 Imperial.26 Mottoes.26 Cream Bar.26 Molasses Bar.25 Hand Made Creams.30 Cream Buttons, Pep. and Wint.25 String Rock.25 Wintergreen Berries.26 Caramels No. 1 wrapped, 3 lb. boxes.50 Pennv 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 50 Seedlings.2 50 Medt. Sweets.2 75 Jamaicas.2 Rodi.2 Lemons Messina, 300s.3 25@3 50 Messina, 360s.3 00@3 50 California 360s.3 25@3 50 California 300s.3 25@3 50 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. cases.2 Hallowi.5 lb. cases, new.5 1/4 Sairs, 60 lb. cases.4 1/4@6 NUTS Almonds, Tarragona.17@19 Almonds, Ivica.17@19 Almonds, California, soft shelled.17@19 Brazilia.12 Walnuts.12 1/4 Walnuts Grenobles.14 Walnuts, soft shelled.14 California No. 1.14 Table Nuts, fancy.14 Table Nuts, choice.13 Pecans, Med.10 Pecans, Ex. Large.11 Pecans, Jumbos.12 Hickory Nuts per bu.2 Ohio, new.2 Cocanuts, full sacks.23 75 Chestnuts, per bu.2 Peanuts Fancy, H. P. Suns.5 1/4@ Fancy, H. P. Suns.6 1/4@7 Choice, H. P. Extras.6 Choice, H. P. Extras.6 Roasted.6 Span. Shld No. 1 n w.6 1/4@7 1/4	AKRON STONEWARE Butters 1/2 gal. per doz.48 3 to 5 gal. per gal.6 8 gal. each.52 10 gal. each.65 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.6 1/2 Turn Dashers, per doz.84 Milkpans 1/2 ga. flat or rd. bot., per doz.48 1 gal. flat or rd. bot., each.6 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz.60 1 gal. flat or rd. bot., each.6 Stewpans 1/2 gal. fireproof, ball, per doz.85 1 gal. fireproof, ball, per doz.1 10 Jugs 1/2 gal. per doz.60 3/4 gal. per doz.45 1 to 5 gal., per gal.7 1/4 Sealing Wax 5 lbs. in package, per lb.2 LAMP BURNERS No. 0 Sun.35 No. 1 Sun.45 No. 2 Sun.65 No. 3 Sun.1 10 Tubular.45 Nutmeg.50 LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun.1 56 No. 1 Sun.1 78 No. 2 Sun.2 48 First Quality No. 0 Sun, crimp top, wrapped & lab.2 00 No. 1 Sun, crimp top, wrapped & lab.2 15 No. 2 Sun, crimp top, wrapped & lab.3 15 XXX Flint No. 1 Sun, crimp top, wrapped & lab.2 75 No. 2 Sun, crimp top, wrapped & lab.3 75 No. 2 Sun, hinge, wrapped & lab.4 00 Pearl Top No. 1 Sun, wrapped and labeled.4 00 No. 2 Sun, wrapped and labeled.5 00 No. 2 hinge, wrapped and labeled.5 10 No. 2 Sun, "Small Bulb," for Globe Lamps.80 La Bastie No. 1 Sun, plain bulb, per doz.1 00 No. 2 Sun, plain bulb, per doz.1 25 No. 1 Crimp, per doz.1 35 No. 2 Crimp, per doz.1 60 Rochester No. 1 Lime (65c doz.)3 50 No. 2 Lime (70c doz.)4 00 No. 2 Flint (80c doz.)4 70 Electric No. 2 Lime (70c doz.)4 00 No. 2 Flint (80c doz.)4 70 OIL CANS 1 gal. tin cans with spout, per doz.1 40 1 gal. galv. iron with spout, per doz.1 58 2 gal. galv. iron with spout, per doz.2 78 3 gal. galv. iron with spout, per doz.3 75 5 gal. galv. iron with spout, per doz.4 85 3 gal. galv. iron with faucet, per doz.4 25 5 gal. galv. iron with faucet, per doz.4 95 5 gal. Tilted cans.7 25 5 gal. galv. Iron Nacefas.9 00 Pump Cans 5 gal. Rapid steady stream.8 50 5 gal. Eureka, non-overflow.10 50 3 gal. Home Rule.9 95 5 gal. Home Rule.11 28 5 gal. Pirate King.9 50 LANTERNS No. 0 Tubular, slide lift.4 85 No. 1 B Tubular.7 40 No. 15 Tubular, dash.7 50 No. 1 Tubular, glass fountain.7 50 No. 12 Tubular, side lamp.13 50 No. 3 Street lamp, each.3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c.45 No. 0 Tub., cases 2 doz. each, box, 15c.45 No. 0 Tub., bbls 5 doz. each, per bbl.2 00 No. 0 Tub., Bull's eye, cases 1 doz. each.1 25 GAS AND GASOLINE MANTLES Glovers' Gems, Satisfaction, and Perfection are the best. GLOVER'S WHOLESALE MISE. CO., Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries, GRAND RAPIDS, MICH. Earthenware Meat Tubs 15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order. W. S. & J. E. Graham GRAND RAPIDS, MICH.

Promptness

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

They will be shipped on the first train.

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

Therefore, prompt shipments.

BROWN & SEHLER.

Grand Rapids, Michigan.

THE NULITE

750 Candle Power ARC 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.

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 50

Tradesman Company,
Grand Rapids.

Getting the People

Employment of Yellow Journalism in Advertising.

By yellow journalism I understand is meant the sensational display which emphasizes local incidents to meet the tastes of the multitude and the demand for current excitement. A dog fight in the next block is of more importance than the Russian complications in Manchuria, or a local scandal than a foreign revolution. This tendency in the majority of our newspapers has been pronounced enough in all conscience for many years, but it is comparatively recent that certain papers frankly adopted the plan to meet the tastes of their constituents, giving a definite name and policy to the new departure.

One of the results of the yellow journal methods has been an encroachment on advertising display which has made necessary the consideration of new problems in this field. In the old days when headings were put in a uniform letter proportioned to the type to follow and confined to a single column, the use of an advertising display line meant something. Now, with a comparatively insignificant news item given a display heading across two or three columns, it takes something more than a moderate display to be of value. I suppose the publisher serves his own interest in that the advertiser is compelled to take more space, or he would be careful not to introduce the competition.

But not all papers are unduly affected by the yellow idea. Some of the so-called conservative papers like the New York Tribune or Sun and many of the class publications find that their patrons in all capacities appreciate their adherence to the old ideas of news and literary arrangement.

Naturally some difficulty is experienced by the old idea publishers in that the striving for effect and position in the yellow sheets brings them to demand something out of the usual in all their display. Many papers which have not adopted the yellow journal methods in other ways fail to resist in this and advertisements are put into every possible arrangement, and often without extra compensation. It is an unfortunate concession both for advertiser and publisher.

It requires no argument to prove that a clean, well systematized arrangement of news matter along the old lines with advertising confined to its proper limits makes the most valuable display. If circumstances warrant the devotion of an entire broadside page to a single advertisement the opposite page should be reading matter. Unless such is the case, in nine times out of ten the reader fails to open the page at all, a glance showing the absence of anything to attract.

I say the yellow journal idea is bringing all advertisers to demand something out of the usual. This is a mistake. Take up the average trade paper, for instance, and note the cheapened look caused by advertising lines on the margins of the cover or elsewhere. It is as much relatively for the interest of the advertiser as for the publisher that the page should be kept clear and symmetrical. The temporary advantage of an unusual cheapening arrangement of this kind is more than balanced by the general lowering of the tone of the publication.

Those papers which adhere to some system of make up and display find that

New Goods, New Goods,

We have our new spring goods in wash silks, dimities in all shades, percales and lawns.

Holly Batiste in all the latest effects.

Fecellie De Soie, something new.

Beetle finish, an elegant pattern for shirt waists.

Manilla cords in all shades for waists and dresses.

A complete line in white goods for waists and dresses.

These are all new 1901 patterns. Call and see them.

Yours to please,

Thos. A. Welsh.

Highest Market Price for Butter and Eggs.

Agent for
Butterick
Patterns.

California Navel Oranges

Are at their best this month.
They will soon be scarce and higher.
Just received another lot of nice ones.
Weigh nearly one pound each.
They are seedless.
They are sweet.
They are cheap.
Buy some this week.

—ALSO—

Garden and Grass Seed.

CRITTENDEN & CO.,

HOWARD CITY, MICH.

TIME TO CONSIDER THE

PAINTING QUESTION

and profit by past experience. If you painted your house two or three years ago and it proved unsatisfactory, do not let it occur again by allowing anyone to persuade you that something else is "just as good" as the paint we recommended.

REMEMBER

whenever, wherever, whatever you paint be sure of good quality; that the more brains used in paint buying the less it costs, and that good paint saves you money.

STRICTLY PURE WHITE LEAD

in all shades of color

RED SEAL

on each keg and should only be used with

STRICTLY PURE LINSEED OIL

GUARANTEED
STRICTLY
PURE
OILS
FOR
PRIMING
COATS
IF YOU
WANT THEM.

The name **Down** on our Ready Mixed Paint is a paint satisfaction insurance policy.

CALL

and we will be pleased to tell you what it will cost for the best paint with which to make your home durably attractive and at the same time show you samples of the so-called "just as good" cheap white leads and paints which you should be careful to avoid.

ANTRIM HARDWARE CO.

Life Insurance

FOR THE SKIN.

QUINCE AND ALMOND CREME

Is the policy. It protects against the chafing March winds. Soothing and healing it imparts life and vigor to the unprotected surfaces. Try it.

25c. PER BOTTLE.

SOLD ONLY BY

SANGSTER & RIGGS
CITY DRUG STORE.

Say!

We are going to keep on hammering until we get your order for Groceries. If you do not send it this week we will ask again next week. How about it?

S. E. Hosmer & Co.

Phone Orders Promptly Attended to

What a Feast

to see the beautiful as well as useful goods we can show you, and the prices. THEY will impress you.

ELTING & GRAY
64 GENESEE ST.

BUCKHOUT'S SUPPLY STORE

FRUITS—

Bananas, 8c per dozen.
Fancy Spy Apples.
Fancy Greening Apples.
Fancy Baldwin Apples.
Choice Navel Oranges.
Malaga Grapes.
Basket Figs.

VEGETABLES—

New Beets.
Rhubarb.
Spinach.
Cauliflower.
Cucumbers.
Young Onions.
California Celery.
Home Grown Celery.
A full line of Ferndale Canned Goods, of which we are sole agent.

R. H. Buckhout
115 South Rose St.

the policy pays. If there are certain pages or columns which no advertiser is allowed to occupy on any terms, of course it is a natural temptation for him to try to get that space. This is human nature. But in the long run the interest of the advertiser as well as the publisher is better served by confining display and advertising to the places devoted to it.

The inchoate conglomeration one is compelled to search through for news in the sensational paper of to-day does not compare favorably with the clear, systematically arranged publication whose individuality is recognized as fully and as pleasantly as the face of any other old acquaintance. Doubtless the yellow journal has come to stay. Its existence is an evidence of demand on the part of a numerous constituency which will be slow in education to higher appreciation. But not all constituencies are of this class, and both advertisers and publishers make a mistake in permitting its spirit to invade where intelligent methods are better.

Thos. A. Welsh is fortunate in selecting a printer who understands proportion and unity in advertisement designing. He has done well to adhere to a single style in display type and his white space is well proportioned. There is nothing startling in the wording of the advertisement and it would be improved by striking out "Call and see them" and "yours to please." Complimentary addresses are never good in advertising. Care in spelling such names as Butterick correctly is time well bestowed.

Crittenden & Co. write a good advertisement in which they use the ultra modern in their modes of expression. The printer is not as successful in some minor points, although his general display is not bad. A dark border with fine engraving never works well and this one is too heavy for the space. The introduction of so many kinds of type is a mistake. The address at the bottom is too small; should have been set in same type as "Garden and Grass Seed." This latter, being a different subject, should have been set outside the main advertisement, say in the lower left hand corner.

The Antrim Hardware Co. sets its printer a pretty hard task in giving him so much matter for its space, but he has performed it exceptionally well. I think the writer might possibly have condensed his matter somewhat and, if his sentences had been broken up shorter, it would have been more readable and more emphatic. It is, however, exceptionally good as it is.

I am not so favorably impressed by the writing of Sangster & Riggs' advertisement of face lotion, at least as proportioned by the printer. The main display line, "Life Insurance," has no attraction for the class to be reached. Then such as accidentally find that it is a pun are more interested in that fact than in the matter advertised. The printer has mixed his styles too much and has tried to get too many full lines. If the writer had left off the first two lines and the first four words of the paragraph following the name of the article and the printer had done his work right the result would have been an exceptionally good advertisement.

S. E. Hosmer & Co. introduce the colloquial in their writing in a way which will answer for a change and their printer employs a new style of letter in a way to make it most effective. It is exceptionally well composed.

Elting & Gray seem to be striving for the new in their wording, but at the expense of care for effectiveness. It is presuming too much on a firm's advertising standing to omit any clue as to the nature of the business. It is usually best to mention the town except when the circulation of paper and trade are confined to the city. There may be some value in such advertising, but it would be greater without these omissions.

R. H. Buckhout makes a list which will be valuable in suggestion to the housewife, and the printer has brought out the classification well.

The Grain Market.

Corn seems to be the favored cereal at present. Geo. R. Phillips, helped by natural conditions, has been very successful in elevating corn prices, notwithstanding that the large operators tried very hard to down what they term the "impudent young speculator." They have also not forgotten how he downed the old heads in the September deal. As stated, conditions favored him, especially the high price of hogs. Corn seems to be worth more for feeding purposes to Western farmers than it is bringing in Chicago. Experts claim corn is worth 50c per bushel at the farm, with the present price of hogs and beef. The poor condition of corn is also helping the corn bulls, as but a very small percentage of the arrivals is grading Contract No. 2, but nearly 85 per cent. is No. 3. The receipts of corn have also fallen off very materially, as farmers are not tumbling over each other to sell at present prices, so higher prices may be counted on in the near future.

Wheat is neglected. The fine growing weather has been the cause of the drop of 5 cents per bushel. There is no use reiterating the strong position wheat is in. Conditions for the moment are against it, but mostly the Chicago bears. When 2,000,000 bushels were dumped last Saturday, it was all absorbed and the question is, By whom was it taken? Of course, by the strong parties who are accumulating wheat for better prices, as the visible made a decrease of 850,000 bushels, while last year there was an increase of 1,250,000 bushels. Our exports are large and foreigners have been taking quite a large line at present prices. We say wheat around 72@75c is low enough, so we will await further developments. Oats are very strong and prices are well maintained in the face of the large amount on hand and steadily increasing. Looking at conditions, prices seem to be top-heavy.

Rye sold 1c off in the last day or two and probably will go lower before advancing. There is not very much left in first hands.

Flour has been shaded 30c per barrel, in accordance with lower wheat prices. The demand is fair, both local and domestic. Export demand is rather slow at present. Mill feed remains at the same price as last writing. We may look for pasturage coming on, which will curtail the present urgent demand.

Receipts of grain have been as follows: 52 cars of wheat, 21 cars of corn, 3 cars of oats, 5 cars of flour, 3 cars of beans, 7 cars of hay, 1 car of straw, 19 cars of potatoes.

Millers are paying 70 cents for No. 2 red wheat. C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

The hide market revives a little. Prices are some stronger and all offers are refused at last week's prices. Offerings are light and are held above buyers' views.

Pelts are in large offerings and at low values. Pullers have large stocks of wool from higher values and will not purchase except at a low price. They wish to realize on their holdings.

Furs are not in good demand at the decline and buyers are few.

Tallow is higher and in good demand, with a stronger market abroad. The advance includes diverted beef fat from the soap kettle. London supplies are not equal to their wants.

Wool is selling in large amounts at low values. Speculation is shown in

many deals. The American Co. has bought quite freely, and the demand holds good. There is no great supply of fleece on the market. The quantity on this side the ocean cuts little figure, while so much is being offered from abroad. With 25,000 bales withdrawn from London sales, their market did not firm up as expected. Our prices do not change, being 4@6c below last year at the same time. Wm. T. Hess.

Opposes the Proposed Registration Law.

A correspondent of the Butchers' Advocate thus refers to the proposed registration-of-butchers bill now before the Legislature:

I note two important incidents: Michigan wants a law compelling butchers to register before being allowed to do business. Already that State has a law forcing barbers to register. Now for the other incident: the barbers of New York State are at present making efforts to have a registration law passed. In that they are following Michigan. Question: Will New York follow Michigan and ask for a law compelling butchers to register? I hope not. Quoting from your paper I find the Michigan bill provides that no person shall be entitled to register under this act unless a citizen of Michigan, of the age of 20 years, of good moral character, shall have been engaged in the business of butcher for at least three years, and shall have passed a satisfactory examination as to his competency to slaughter cattle, calves, hogs, sheep, to prepare fresh, salt and smoked meats and the products of meat for human food; to kill and prepare poultry for market; to make sausage; to detect disease in animals on foot or dressed, and diseases of poultry, either alive or when dressed for market. To expect a butcher to know all these things is nonsense. It is not necessary for him to know them. Why, if this bill were passed, one would have to spend a few years in a veterinary college in order to be able to pass that part of the examination relating to diseases of cattle, etc. I strongly favor anything that will benefit the butchers, but fail to see one good point in the proposed Michigan law.

Referring to the communication of its correspondent, the Butchers' Advocate remarks:

The Advocate thought the Grand Rapids butchers would refuse to give the bill their support, but we learn that at a meeting recently held by them it was favored. The chances of its successful passage appear to be very slim, however, and we hope to hear that when the Michigan butchers have got through with the registration laws they will devote more time to the Sunday closing question.

The Game of Skat.

An illustrated treatise on this popular German game has just been issued by the Passenger Department of the Chicago, Milwaukee & St. Paul R'y. The rules of the game revised to bring them up to date are given, and those interested in Skat will find it an instructive publication. A copy may be obtained by sending ten (10) cents in postage to F. A. Miller, General Passenger Agent, Chicago, Ill.

Wm. Logie and wife sail from New York May 4, accompanied by their daughter and niece, for a tour of Western Europe. They expect to return to this country in time to celebrate July 4 on American soil. Mr. Logie is one of the hardest working factors in the wholesale trade, but of late years has come to understand that he can do more and better work in nine or ten months than he can in twelve, besides deriving a heap more fun from life as he goes along.

Says an old bachelor: "Marriage is a means of grace—when it leads to repentance."

Saginaw Butchers Effect a Permanent Organization.

Saginaw, April 6—A meeting of the butchers of the east and west sides was held Sunday afternoon, at Teutonia opera house, to discuss certain bills now before the Legislature, and to form and incorporate an organization to be known as the Michigan Butchers' Protective Association No. 3. Lyle G. Younglove, the Detroit attorney and the drafter of the bills, was present and explained to the butchers of the city the law points of the bills, while Joseph A. Reichenbach, Secretary of the Michigan Butchers' Protective Association No. 1, of Detroit, explained the practical points in the bills. Mr. Reichenbach urged the butchers to organize at once so as to co-operate with the other associations of the State, stating that the passage of the bills means a protection not alone for the butchers but for the consumers as well. He says it is of the utmost necessity for the protection of the consumers as there has been a very large amount of diseased and embalmed meat placed upon the market in the past six or eight years, the consumers not knowing what they were eating. The butchers held another meeting and elected the following officers:

President—John Bierwaltes.

Secretary—Charles Schaper.

Treasurer—John Huebener.

The matter of adopting a constitution and by-laws will be taken up at a meeting to be held next Thursday night.

The Boys Behind the Counter.

Negaunee—W. E. Sly has taken the position of manager of the house of Nelson Morris & Co., in Menominee.

Hancock—John L. Pasanen has resigned his position with the Finnish Trading Co. to take a place in the clothing department of Miller's department store at Houghton.

Eaton Rapids—Chas. Starr has taken a position in the grocery store of Frank Kingan, in the place of Amos McKinney, who has gone to Chicago to act as advance agent for the Harris Nickel Plate show.

Marion—Ralph Lewis, of Evart, has charge of the W. M. Davis furniture store here.

Evart—Liston Harding has been advanced to the head of Davy & Co.'s dry goods department made vacant by the resignation of John Bennett. Fred H. Conklin, of Owosso, has been engaged to take charge of the shoe department made vacant by Mr. Harding's promotion.

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.

\$600 BUYS STOCK OF GROCERIES, FANCY goods and toilette articles in one of the liveliest towns in Southern Michigan; brick store; cheap rent; good trade; living rooms in rear. Reason for selling, sickness. Address No. 794, care Michigan Tradesman. 794

WANTED—CORRESPONDENCE WITH grocers, hotel men and others concerning refrigerators. We have a quantity of Dr. Perkins' celebrated sanitary boxes, in grocers' and family sizes, which we are selling at two thirds their actual value. These boxes are guaranteed perfect in construction and operation. Address J. W. Hallett & Son, Carson City, Mich. 792

FOR RENT—A GOOD BRICK STORE; FINE location in a hustling business town. Address Mrs. A. M. Colwell, Lake Odessa, Mich. 791

LARGE PRODUCE FIRM IN BEST TOWN in State will sell grocery stock, for reason can not give it time. They pay out thousands of dollars through store every week; store doing \$5,000 per month. Don't answer unless you have \$2,000. Clark's Business Exchange, Grand Rapids, Mich. 790

DRUG STORE FOR SALE CHEAP. BEST city of 3,000 in State. Owner not druggist. Address No. 788, care Michigan Tradesman. 788

FOR SALE—A FIRST CLASS BOOK STORE and news agency in hustling Michigan city of 4,500 inhabitants; price right; terms easy. Address 786, care Michigan Tradesman. 786

FOR SALE—BRICK HOTEL BUILDING, three stories, forty rooms, steam heat, electric lights, bar and livery; rates, \$2 per day; town of 2,000 population. Address Mrs. Fred Kohl, Quincy, Mich. 785

AGENTS ON SALARY OR COMMISSION: The greatest agents' seller ever produced; every user of pen and ink buys it on sight; 200 to 500 per cent. profit; one agent's sales amounted to \$620 in six days; another \$32 in two hours. Monroe Mfg. Co., X 54, La Crosse, Wis. 793

FOR SALE—GOOD BUSINESS PLACE; NEW building. John Achterhof, New Era, Mich. 784

GOOD OPENING FOR CLOTHING STORE in thriving country town of 1,000 people. Excellent location available in corner brick store if taken at once. Address No. 781, care Michigan Tradesman. 781

FOR SALE—FURNITURE STOCK AND UNDERTAKING fixtures and building. Reason for selling, old age. Address Lock Box 364, Sheridan, Mich. 779

FOR SALE—\$10,000 STOCK OF DRY GOODS, shoes and men's furnishings; population 3,000; second largest best sugar plant in Michigan; over 30 buildings contracted for besides large business houses to be built this summer; a rare chance if taken soon. Address No. 780, care Michigan Tradesman. 780

DRUG STOCK AND FIXTURES FOR SALE; good business in city of 5,000. Address W. H. Thorp, Dowagiac, Mich. 776

FOR SALE—A GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps and china, inventorying about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a hustling business town of 1,500 population, fifty miles from Grand Rapids; this is a bargain for some one; best of reasons for selling. Address B, care Michigan Tradesman. 777

FOR RENT, CHEAP—BRICK STORE; GOOD business opening; best town in the State. Address A. J. Prindle, Howell, Mich. 772

FOR SALE OR TO RENT—TWO BRICK store rooms, 22x30 each, with archway between, suitable for good large general store, for which there is a good demand at this place. Write P. O. Box 566, Mendon, Mich. 771

FOR SALE OR RENT—TWO-STORY FRAME store building, with living rooms attached, in the village of Harrietta; possession given May 1. For particulars address J. C. Benbow, Yuma, Mich. 770

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

STORE FOR RENT—BEST STAND FOR dry goods in town of 8,000 people; always a successful store. Address No. 767, care Michigan Tradesman. 767

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—STOCK DRY GOODS, GROCERIES, shoes, hardware, furniture, hay, feed, etc.; invoices \$5,500; doing a cash business of \$26,000 annually; making a net profit of 10 per cent. above expenses; good school and churches, lumbering and farming country. For further particulars address M. X., care Michigan Tradesman. 763

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

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

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

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

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

FOR SALE—DRUG STORE LOCATING \$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

CLERK WANTS SITUATION IN GENERAL store. Good druggist (not registered) and experienced soda dispenser (fancy drinks). References furnished. Address Box 129, Napoleon, Mich. 774

SITUATION WANTED BY REGISTERED pharmacist; ten years' city and country experience; best references. Address C. L. Smith, Gallen, Mich. 789

REGISTERED PHARMACIST WANTED AT once; good wages, long job. Address Box 58, Wakelee, Mich. 787

WANTED—BY EXPERIENCED MAN, position as bookkeeper or clerk and stock-keeper in dry goods, clothing or general store. All references. Oscar E. Otis, Hastings, Mich. 782

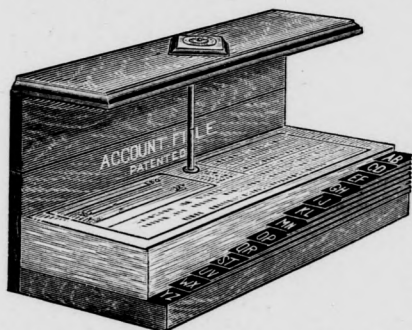


The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods. Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

Simple Account File

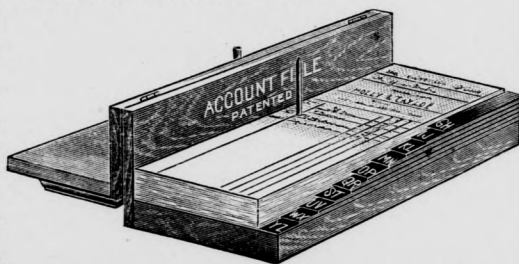


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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

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

TRADESMAN COMPANY, Grand Rapids



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

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

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

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

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

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

Adrian Retail Grocers' Association
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President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORN.

Traverse City Business Men's Association
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President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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

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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.

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GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.
Lv G'd Rapids. 7 45a 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. 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 and 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
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
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 want you

to write us for any kind of boxes you need.

Kalamazoo Paper Box Co.,
Kalamazoo, Mich.



Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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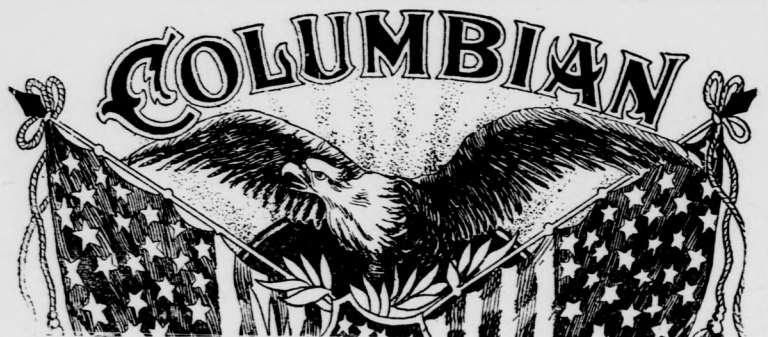
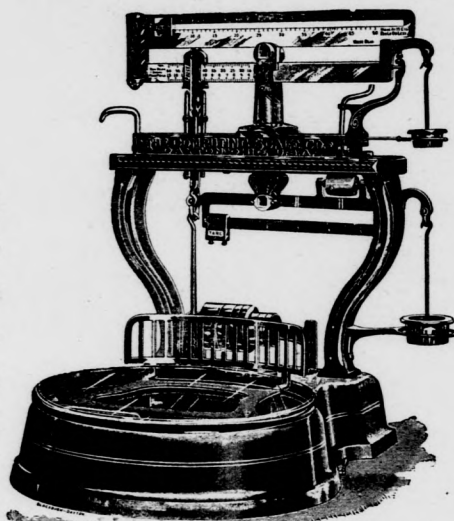
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For the past two or three thousand years we find that merchants have been dumping their profit overboard, throwing it away, giving it away, any way you want to put it. We are satisfied that if all the losses on different kinds of weighing devices since their invention could be gathered together in one big heap of gold their combined weight would exceed in magnitude the weight of any single chain of mountains in the United States.

This new discovery or invention of ours is an appliance for our modern MONEY WEIGHT SCALES which practically eliminates all danger of GIVING AWAY a single fraction of your merchandise.

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THE COMPUTING SCALE CO., Dayton, Ohio, U. S. A.



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G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

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**Jobbers of Crockery, House Furnishings and General Merchandise
GRAND RAPIDS, MICH.**

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Refrigerators	Notions, Laces	Table Cutlery
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Lamps, Wicks	Buttons	Forks, Hoes
Chimneys, Burners	Pins, Needles, Thread	Shovels, Rakes
Glassware	Brushes	Stoves
China and Porcelain	Stationery	Woodware
Dinnerware	Perfumery	Chairs, Tables
Croquet Sets	Handkerchiefs	Upholstered Goods
Marbles	Hosiery	Desks, Beds
Base Balls and Bats	Trunks, Valises	Springs, Mattresses
Hammocks	Telescopes	Iron Beds
Lakeside Novelties	Enameled Ironware	Lace Curtains
Stoneware	Tinware	Carpets
Flower Pots	Hardware Sundries	Mattings
Brooms, Combs	Shoe Findings	Lantern Globes

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CATCHES THE GERM AS WELL AS THE FLY.

Sanitary. Used the world over. Good profit to sellers.

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

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