

Make the Trust "Whack Up"

The Trust has had a "spasm" of generosity and allowed the Jobbers handling its product to rebate 5 per cent. on February and March deliveries, **but did you get a rebate of 18 per cent. on your January purchase?** If not, why not? Ask them. They have probably forgotten it. **We** rebated to our customers **18 and 5 per cent. on January,** 5 per cent. on February and 5 per cent. on March. **MORAL:** Buy your rubbers where they treat you right.

The Beacon Falls Rubber Shoe Co.

207 and 209 Monroe St., Chicago, Ill.

FIRE = = = AND SMOKE

Royal Tiger 10c

Tigerettes 5c

A Smoker's Smoke

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager Cigar Department.

Carolina Brights Cigarettes "Not Made by a Trust."

Our New Art Catalogue

Showing the finest and most complete line of Combination Show Cases on the market

Is Ready to Mail You

In it you will find just the case you have been looking for—one just the thing for your line of goods—at just the price for your pocket book. Write us.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Mich.

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.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

**ILLUMINATING AND
LUBRICATING OILS**

**PERFECTION OIL IS THE STANDARD
THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

EGG Baking Powder

THE GORED OX BELLOWS.

How fiercely our jealous competitors have been attacking EGG BAKING POWDER in the local papers lately. They wouldn't try to bother us unless they saw their trade going—going—almost gone in this State!

There is

NO ALUM

in Egg Baking Powder. It is like the beaten whites of eggs.

For terms address our nearest office.

Home Office, 80 West street, New York.

Western Office,

523 Williamson Bldg, Cleveland.

Branch Offices:

Indianapolis

Detroit

Cincinnati

Fort Wayne

Grand Rapids

Columbus

Ask us for quotations

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

Walsh-DeRoo Milling Co., Holland, Mich.

BETTER THAN EVER

STANDARD

50 CIGAR

SOLD BY ALL JOBBERS

20000 Cords Hemlock Bark Wanted



We pay cash. Write us for quotations.

**Michigan
Bark &
Lumber Co.**

527 and 528 Widdicomb Bld.,
Grand Rapids, Mich.

C. U. CLARK,
President.
W. D. WADE,
Vice-President.
F. N. CLARK,
Sec'y & Treas.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, APRIL 17, 1901.

Number 917

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
 Widdicomb Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names.
 Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.
 Prompt, Conservative, Safe.
 J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

Wholesale Ready Made Clothing

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

WILLIAM CONNOR

who will be at Sweet's Hotel, Grand Rapids, April 24 to 30, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

A. BOMERS,

..Commercial Broker..

And Dealer in
Cigars and Tobaccos,
 157 E. Fulton St. GRAND RAPIDS, MICH.

Knights of the Loyal Guard A Reserve Fund Order

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

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

13 ONLY

13 Genuine Bargains

If you use a Cost Book you will never get another such bargain as we are offering—13 books only are left. When they are gone you will pay four times our present price if you get one. Write for sample leaf and particulars.

BARLOW BROS.

Grand Rapids, Michigan

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.

Tradesman Coupons

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GENERAL TRADE REVIEW.

The reaction in the New York Stock Market noted last week was quickly followed by recovery. This was the beginning of an unsettled term which is not yet ended. With speculative interests and conditions of the money market, etc., such as would seem to make a serious reaction inevitable, there is an underlying strength that quickly neutralizes such influences, and every downward reaction is quickly followed by a recovery which carries values to a higher level. This tendency upward prevails in spite of many predictions of an approaching climax and warnings by financiers to stand firm under. Perhaps the most significant warning comes from Henry Clews, who calls attention to the tremendous inflation of industrial properties in their organization into the gigantic trusts. He contends that such watering of capital is bound to come to reaction and that this will be so great that it must at least endanger all stock values. It is always in order to urge caution during boom conditions, for the pendulum can not always swing one way. There is the difference in the present period of activity, as compared with preceding, that great conservatism in the matter of advancing prices is the rule in all the important industries. Railway shares made a gain of \$1.10 for the week, making a new high record of \$97.94.

Some idea of the activity in iron and steel manufacturing may be gained from the fact that, while production of pig iron is now at the rate of 15,427,152 tons annually, furnace stocks decreased 203,656 tons during the last six months. With an output so far above the average in the two preceding years, it might be expected that supplies would accumulate, but mills are crowded with orders for the finished product, and require an abundance of raw material. The present great demand and high price for pig iron gave reason to expect that ore producers would not reduce quotations much below last year's list, but a cut to \$4.25 for standard Bessemer is announced. Conservatism is still seen in

all branches of the industry, and this reluctance to inflate prices augurs well for the future. Coke production dropped back a little, but is still close to the record.

Definite signs of improvement are more and more manifest in textiles. One favorable influence in prices is the extensive curtailment of production on account of the floods in the Eastern mill regions.

Shipments of boots and shoes from Boston last week were 10,000 cases larger than a year ago. Shops have ample orders on hand, insuring a continuance of the liberal movement for some time. Although quotations have been shaded on a few lines of boots, there is no sign of concessions in shoes. Leather is irregular, with few definite changes, but these are downward. In the face of this tendency there appears a general hardening of hides at Chicago. Recent cuts in rubber footwear have proved a stimulating influence, orders coming forward from many sections.

Under the stimulus of competition among the cattlemen the rental of the grazing lands of Indian territory has gone up. Formerly these lands yielded only 10 cents per acre. Now there is a demand for them at 30 and 40 cents per acre. Bids recently opened in Washington for 70,000 acres of pasture belonging to the Kaw Indians, for which only \$6,000 a year was obtained under former contracts, aggregate now \$26,000 per annum under the offers of the successful bidders.

Plans have been deposited with the Boston board of health for the erection of a seventeen story brick building designed exclusively for the accommodation of horses. The building is to be provided with suites of apartments for three, five and ten horses, with living rooms for grooms and coachmen if desired. The equine hotel is the experiment of a wealthy syndicate. Room for over 400 horses will be available.

In the new mint in Philadelphia the United States will have the finest, costliest and most complete money-making establishment of its kind in the world. The granite structure was commenced two years ago, and will cost about \$2,000,000, including the mechanical equipment, costing \$200,000. There will be twenty-four coining presses in the new mint.

The town that rests upon its laurels and thinks that it will grow because it has good surroundings is like the merchant who thinks his business will increase whether he tries to boom it or not. He may hold his own for a time, but in the end more active competitors will surpass him. So it is with a town.

The garnishment bill in its present form is so much worse than the existing law—from the standpoint of both debtor and creditor—that it is to be hoped the measure will not be pressed to a final issue. Lobbyist Cozzens appears to possess the unfortunate faculty of hoodooing everything he touches.

WHY IT CANNOT SUCCEED.

From present indications, the combination of local furniture factories will shortly be accomplished. Instead of including all of the factories, as originally intended, it has been decided to absorb only seven institutions to begin with, in the confident belief on the part of the promoters that the other factories will be anxiously knocking at the door for admission within a very few months.

No greater disaster could overtake the furniture manufacturing industry of Grand Rapids than this proposed combination, because it is launched on the theory of forcing the other manufacturers into the fold by coercing the retail trade to concentrate their orders with those factories included in the combination. The retail dealer who has the agency for the Berkey & Gay line, for instance, is to be told that he can not have the control of that line in his town any longer unless he will handle Sligh goods and New England goods as well, instead of buying his cheaper furniture in Holland or Owosso or in Indiana. This method of coercion has never proved a winner with the retail trade, and, in the opinion of the Tradesman, it never will.

It is not to be wondered at that Mr. Flint should view this city and the furniture companies here as an extremely favorable field for exploiting a combine or trust, even of its limited extent, upon the public. In no other place or industry in the United States are so nearly all of the leading manufacturers to be found in one city. To the mind of a person not familiar with the business, this would present an exceptional opportunity for a combine, easily accomplished and much less complicated in its management than if the different interests were scattered throughout the country.

The weakness of any combination in furniture manufacturing lies in the inherent peculiarities of the business. The diversity and complexity attending furniture manufacturing are insuperable objections to a successful combine. These peculiarities would require a lengthy explanation. They have their origin in the constant variation of the material used, the designs demanded by the trade and the care required in the personal management of the workmen. There being no uniformity in material, the departments of the different men and their skill can be worked to the best results only through the closest personal contact and management of the business. A combine can accomplish none of these fundamental requirements.

The Tradesman need not dwell upon the stifling effect such a combine would have upon the development of the furniture industry, but it wishes to note two serious weaknesses of the proposed plan—competition will not be eliminated by the combine, even although all the companies of Grand Rapids are consolidated into one concern, and the complexity of the business is such as positively to prevent any successful or harmonious and consecutive management.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown cottons are firmer and occasionally there is a fair order reported for brown osnaburgs at prices that are low. There have been fair sales of bleached cottons, but only enough to fill immediate wants. Standard goods are held fairly firm, but unticketed goods are quite irregular.

Prints and Ginghams—There has been a limited amount of spot business for both woven and printed patterned goods, and the mail has raised this to quite a fair aggregate. Sellers retain the same attitude that they have for the past two weeks. There are a few stocks of low grade goods on hand, but not enough to cut any figure, and they are being closed out rapidly.

Dress Goods—The events of the week under review have not tended to divest the market of the doubts that have beset a good many manufacturers since the outset of the season, to any considerable extent, and consequently the progress being made outside of a comparatively few fabrics is not as satisfactory as could be wished. On certain fabrics buyers have taken a fairly confident stand, although not inclined to plunge on anything, with the result that not a few mills are very advantageously situated as to orders. The buyer has shown the greater confidence in such weighty fabrics as the domestic mills can produce to advantage, so that relatively the domestic manufacturer has less to complain of than the foreigner. Even on novelty goods and lustrous effects certain of the domestic mills have been able to meet the foreign lines on fairly even terms. The market to-day presents a very quiet exterior. The bulk of the initial business is in, and at present comparatively few buyers are seen in the district. The volume of business coming forward from the road men is not very sizable. There are certain buyers yet to be heard from, who have made little if any provision for their requirements. They have held off, awaiting a more settled condition of affairs, it being their usual policy to delay their initial orders until the most of their fellow buyers have practically completed their first purchases; that these late buyers will absent themselves from the market much longer is unlikely, and certain agents hope to be able to add some fair orders to those already secured during the next two or three weeks. There is no evidence of any change in the course of the demand as compared with the opening of the season unless it is the growing conviction expressed in certain quarters that rough fabrics, including camel's hair effects, will come more in evidence as the season advances. The evident popularity of rough-faced fabrics across the water is expected to have its influence on the market on this side. The possibilities of the season as regard rough goods, such as camel's hair effects, cheviots, homespun, have yet to be demonstrated. Some fair orders have come forward on black and blue cheviots, but the business has been done on a low price level. Homespun are regarded with suspicion by most buyers, but some merchants have placed modest orders. The reversible skirting appears to have lost considerable ground as compared with a year ago. The plaid back is not attractive to the buyer, but there are those who predict that this fabric will come into favor again later in the season. There is evidenced

a confident feeling that such fabrics as Venetians, broadcloths, panne cheviots, unfinished worsteds and prunellas will be popular for skirts, owing to their lustrous effect and the fact that they will harmonize well with the fancy waists that will be worn. As the season advances the position of the plain fabrics as compared with fancies and novelty effects looms up stronger. The comprehensive showing of waist fabrics is confusing to buyers, and the possibility of demoralization in this end of the market, owing to immense number of lines shown in all grades, is viewed with more or less apprehension. The showing of waist fabrics extends from straight cotton fabrics and cotton warps up to the fine botany yarn effects, and are priced almost anywhere from 15c a yard upward. Striped effects are very prominent everywhere. Persian effects are exploited in high priced lines. Competition waxes very strong on the low-priced lines, and reductions of price are hinted at in certain directions.

Carpets—The carpet season is rapidly drawing to a close. Eastern mills last season saw the wool market receive a setback, and as a result some of the spinners of fine worsted yarn for clothing purposes, having surplus wool of inferior quality on hand, improved the opportunity to sell such stock to the carpet manufacturer owing to fine wool having experienced the greatest shrinkage. This factor in the situation had a very damaging effect on the regular carpet yarn spinners. The trade in carpets among retailers is always slow during March and April, being largely of a piecing out character until the new samples for the fall season are shown, as the retailer is always anxious to keep pace with his competitors and select the very latest designs with attractive colorings. Until this is done, the manufacturer is not in a position to know what his requirements will be. The average manufacturer was not overburdened with duplicate orders at the close of this season, and as a result the new goods will be ready much earlier (with some manufacturers) than usual.

Smyrna Rugs—This line continues more active with some jobbers than it has been at any time previous to this season. Especially on certain large sizes the jobbers are sold up. The following sizes are in large demand: 4x7 feet, 6x9 feet, 7½x10½ feet, and 9x12 feet. Prices remain firm, with a tendency to advance in value, should the present large demand continue.

Japanese Matting—The present supply of desirable goods is very limited and quick deliveries are difficult to make in any quantity. This has been in part due to the fact that manufacturers in Japan were willing to give preference to buyers who paid the best prices. The buyer who would take the inferior Chinese matting earlier in the season because it was cheap finds it difficult to-day to obtain sufficient Japanese goods to meet his requirements, his competitor having outgeneraled him. The lesson to some of the importers has cost them many orders, and they will no doubt profit by it. While the reliable importing houses have increased their reputation and popularity with makers and buyers, and will be given the preference in the future, many buyers have been disappointed in deliveries of goods within the period necessary to make the distribution among their customers.

Wise is a girl who fears a man more than she does a mouse.

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.



Lace Curtains

We have a most desirable line of Lace Curtains at 37½c, 50c, 65c, 75c, \$1.00, \$1.25, \$1.50, \$1.75, \$2.00, \$2.25, \$2.50, \$3.00 per pair. Also a nice line of Curtain Swiss and Curtain Mulls.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan



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

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

(SEE CUT)

and we will send samples and bottom prices.

CHAS. A. COYE

11 Pearl Street

Grand Rapids, Mich.

DOG

ST. JOSEPH
725
D.T.
1889

DOG TAX
178
DECATUR
1894

Order Dog Tags Now

and avoid having to wait.
Send for Samples.

DETROIT RUBBER STAMP CO.
99 Griswold St., Detroit, Mich.

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.

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. 1½c
600 case lots, per doz. 1½c
1000 case lots and over, special rate on application. Thos D. Bradfield, Sec.

NO MORE DUST



Our Reservoir Floor Brush

Sanitary, Dustless, Economical. Guaranteed to give satisfaction.

Wiens Brush Co., Milwaukee, Wis.

Clothing

Fads and Fashions in Spring and Summer Clothing.

New York, April 15.—The tan covert coat, while still maintaining a high degree of popularity, will not be worn to as large an extent as last spring. There is one coat that is taking its place to some degree. Modifications of the Raglan are seen in large profusion, and also a certain class of raincoats. These are made to protect the wearer against the rain, and also look extremely nobby in any sort of weather. They come in various colors, tan predominating. I noticed a morning coat that was something out of the ordinary in the shop window of a Broadway tailor. The coat, which is self-faced, hangs straight down as far as the waist line, and up to that point is without buttons. From there it goes back with such abruptness as to form a half diamond shape. There are two buttons on each side of the coat at the edge below the waist. There are some authorities who say that the frock coat will not be worn nearly as extensively this coming season as in the past. Some even go so far as to say that it will only be worn by good dressers at weddings. A walking coat, with large, full skirts, it is said, will be the substitute.

What will be worn in the way of neckwear depends to an enormous extent upon the collar styles, while the opposite is also true, although to a rather more limited extent. By the opposite I mean that the collar styles are somewhat affected by neckwear. One dovetails into the other. The question in the collar line that is being discussed at present is, will the wing collar come in to vogue again? If so, when, and by what class of dressers? The facts are these. The wing collar will be worn very extensively by the exclusive dressers during the spring, and until the very hot weather begins, when it is likely to take a back seat until the fall. It is well known what a great run the high banded turnover collar has had, and its popularity will be greater than ever during the summer. The exclusive dresser wants something different. He may agree that there is no more becoming collar to the majority of men than the high bander, but he wants something different, even if it is not as becoming. Here is the chance for the manufacturer to get in his little work. A retailer, one that caters to the "swell" trade, asks for something that is not a high turnover, and that is not exactly a standing collar, as that is too uncomfortable for the summer. The manufacturer, who prefers to make a standing collar to the popular kind (as he only uses about half the material in the former) here cracks up the wing collar. He says that it is something that is not worn very extensively; that it is comfortable, as the points do not cut a man's chin; the retailer tells the same thing to his customer, and his customer will buy, and in fact has bought, that style. The large wings are the ones that I notice the most with square ends, being in the majority. But there is one phase in this matter that has been overlooked, and that is an important one. The advantage of the high turnover collar for summer wear is not only that it is comfortable on account of its shape, but also because it does not wilt nearly as easily as its standing rival. On a hot day the perspiration from a man's neck will go through the thickness of linen on a standing collar in no time, and will reduce it to a state of limpness that will correspond to a dirty rag around his throat. With a high turnover, it is different, and it will not wilt nearly as quickly, first because the double thickness of linen keeps the heat from striking the neck in as short a time and second because when it does strike the neck and cause perspiration, it will take some time for the same to reach through the double layer. This being the case, it is believed that when the mercury starts climbing until it reaches unwelcome heights, the standing wing collar, as well as the regular standing collar, will lose a great deal of its popularity

even among the most exclusive dressers. Of course, there will still be some, martyrs to folly, who will wear the high standing collar and the wing collar even when the mercury registers 100 degrees. I would advise them if they go away for a week to take three dozen collars. They will need them. There is a tendency to wear collars a little lower for the spring and summer coming. This is a cause of congratulation to the sufferers of civilization who are forced to wear collars at all, and also to the manufacturers.

In neckwear, the narrow derby is the tie that will be worn more extensively than any other by all sorts of dressers. Its advantages are so many and manifest that its excessive popularity will not kill it, even among the better class of dressers. A number of Broadway haberdashers, who cater to the finest trade, have been trying to push the large English square. They may succeed with the same customers who buy the standing collars and wing collars, for the English square is not adapted for wear with the turnover collar, so its popularity in all probability will depend upon the success of wing collars. A great many solid colored narrow ties will be worn. The rest of the patterns that will find favor consist of small figures, although a few stripes of the vertical order look extremely natty, and go well with certain shirt patterns. Second in popularity to the narrow four-in-hand will be the bat wing. It will meet with a larger amount of popularity than does its rival, the butterfly. Popular approval for these two cravats changes with great frequency, and at the present time the stamp of fashion's approval is in favor of the bat-wing. Imperials and De Joinvilles will be conspicuous by their absence from the wardrobe of the well-dressed man. The small loop flowing end tie that can be tied into three shapes is a dark horse, and authorities differ as to whether it will be seen around the necks of many of the ultra. One authority whom I have generally found a good prophet says that it is only a temporary fad, and that its popularity will soon die out. He says that it tries to do three things, and does not do one perfectly. The Windsor bids fair to be a very important factor for the spring and summer. It is thought that the fashion of going without a waistcoat may have something to do with this. This will also lessen the sale of the ascots and puffs, excepting for formal dress, such as the frock coat. In regard to patterns, it is impossible to say which will find most favor among the well-dressed man. It is always a question whether stripes, vertical or across, or figures will predominate, and as that is decided wholly by the wearer's tastes time is the only factor that can show which will be the winners. This I will say, however, that the color combinations will be unusually rational. There will be plenty of color, but the combinations will avoid anything that is gaudy. The bat-wings have small figures of neat patterns more than stripes or large figures. Gray is a color that is finding a great deal of favor in this line, and I have seen some exquisite combinations in the shop windows.

In hosiery and underwear fancies will predominate among the best dressers. Of course, plain balbriggan always commands a very large sale, but cross stripes on blue, brown, white and salmon colors are also to be seen. Mercerized underwear will be as popular as last spring, but only the best quality should be bought, as the other grades wash very poorly. In hosiery, the monopoly of the vertical stripe over the cross stripe is at an end. It is believed that open work hosiery will be very popular, while solid colors are always in place, and many will buy no other kinds.

There is one point in the spring clothing for the little fellows that will be very marked. That is its similarity to that of the grown-ups. I have seen a number of suits of flannel in the various men's outfitting establishments for little fellows of about eight years which were exactly the same to the smallest detail in pattern and cut as that worn by a

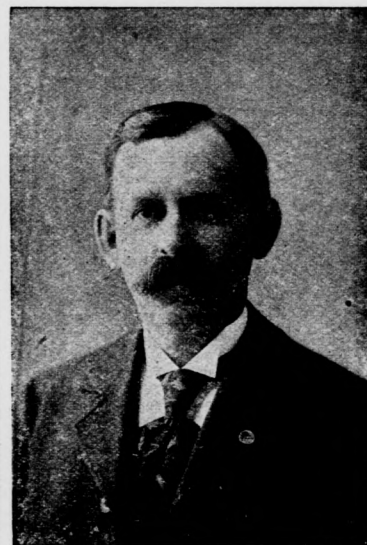
man of 25. The same long trousers, the same military shoulders, etc. In spring overcoats the same holds good, Raglans, top coats, etc., being exactly like those of the older brothers. In furnishings the same is also true, and I noticed a number of cute little bath robes that differed from the larger ones only in size. Of course, with hosiery it is a different thing, as more short pants suits are worn, and a boy of eight can not wear half hose. I do not mean to say that the childhood suits have been eliminated, such as the sailor or Russian blouse suits, but I do say that the similarity between the apparel of the boy of 10 and the man of three times that age is becoming more marked every year.

Ajax.

It doesn't matter much how a man lies when asleep, just so he sticks to the truth when awake.

To a woman, a secret is like a pound of eighty-cent candy—too good to keep.

Announcement to the Trade



For good reasons known to myself I have severed my connections with Roberts-Wicks Co., of Utica, New York, taking effect April 15. I have signed to go with Hefter, Livingston & Co., Boys', Youths' and Children's Clothing, commencing April 15. I have a splendid up-to-date and popular line. My territory will be Michigan and Indiana. I will handle no men's clothing hereafter. I leave Chicago May 1 with my samples; in the meantime I will appreciate all mail orders sent to me for immediate use. Thanking the trade for past favors and asking your continued support, I remain

S. T. BOWEN

195-197 Market St. cor. Quincy, Chicago

S. A. MORMAN & CO.

GRAND RAPIDS, MICH.

25 CANAL STREET,

Wholesale

Petoskey Lime

Sheboygan Lime

Akron and Louisville Cement

Atlas Portland Cement

Michigan Portland Cement

Sewer Pipe

Fire Brick

Flue Lining

Hard Wall Plaster

Granite Wall Plaster, Plastercon,

Gypsum Wall Plaster

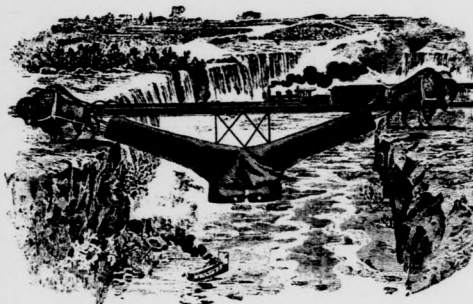
Stucco, Hair, etc.

Write for Prices.

LaDue-Tate Manufacturing Co.

70-76 Exchange Street, Buffalo, N. Y.

Manufacturers of



Buffalo Brand

Pants, Shirts and

Overalls

and jobbers of

Men's

Furnishing Goods

We are pleased to send samples on approval, charges prepaid. Correspondence solicited. Drop us a card and our Michigan man will call on you.

This space belongs to

G. H. GATES & CO.,

Up-to-date Wholesale Hatters,

Detroit, Mich.

Around the State

Movements of Merchants.

Flint—Wm. G. Graham has sold his grocery stock to P. T. Barnum.

Otsego—Marshall H. Pierce has sold his grocery stock to Frank Ingraham.

Thompsonville—H. H. Sateron, of Clare, has opened a grocery store here.

Berrien Springs—Isaac M. Savage has sold his grocery stock to Frank B. Ford.

Conway—Van Every Bros. have purchased the grocery stock of E. J. Phillips.

Lawton—H. M. Hammond succeeds E. J. Kinney & Son in the bakery business.

Pontiac—Kudner & Malcolm succeed Walter A. Morris in the bakery business.

Morenci—W. A. Barker succeeds D. W. Dunbar in the flour and feed business.

Akron—W. H. Cook has purchased the general merchandise stock of R. B. Martini.

Bellevue—John W. Madison has sold the Central meat market to H. H. Maatsch.

Charlotte—The Bretz & Ward grocery stock has been absorbed by Lamb & Spencer.

Kalamazoo—M. G. Blake succeeds Eva E. (Mrs. C. W.) Blake in the drug business.

Oakley—Preyer & Kramp have purchased the general merchandise stock of Pearce & Bunting.

Detroit—Alonzo Becker succeeds Becker & Chavey in the cider, vinegar and produce business.

Wayland—W. A. Truax has sold a half interest in his meat market to Gust. Gunther, of Dorr.

Eaton Rapids—J. S. Welling has purchased the jewelry and stationery stock of Arthur A. Carmer.

Bangor—Sherrrod & Son, general merchandise dealers and undertakers, have sold out to J. P. Ryan.

Carsonville—R. H. Reed has sold his interest in the firm of Ellertorpe & Co., grain dealers, to John Bettis.

Flint—Ella S. (Mrs. John W.) Blake is succeeded by John W. Blake in the produce and cold storage business.

Marshall—The meat firm of Ford & Greenman has been dissolved. Bentley Greenman will continue the business.

Burr Oak—Hagensbaugh & Son have engaged in the meat business, having purchased the market of Benjamin Dry.

Romeo—Wm. L. Dicken, dealer in harnesses and men's and boys' shoes, has sold his stock to Geo. H. Washer.

South Rogers—Hardies Bros. is the style of the new firm organized to succeed Gross & Hardies in general trade.

South Haven—S. Edson Combs, dealer in musical instruments and sewing machines, has removed to Kalamazoo.

Centerville—F. S. Cummings has sold his furniture stock to C. Fonsil, who will combine it with his hardware stock.

Sparta—S. H. Sweet will engage in the grocery business here, occupying the building recently vacated by Tyroler Bros.

Owosso—Edward Allingham has discontinued the meat business. His market was purchased by P. J. & J. F. Dean.

Battle Creek—John R. Robertson, of Buffalo, N. Y., has purchased the dry goods stock of Marr & Duff, and will continue the business at the same location. Mr. Robertson has been engaged in the dry goods business for the past eighteen years.

Jackson—Benjamin D. Legg has taken a partner in his grocery business. The style of the new firm is Legg & Coder.

Madison—Samuel E. Tamlyn has purchased the interest of his partner in the general merchandise firm of Hart & Tamlyn.

Lennon—Samuel Phillips has purchased the interest of his partner in the general merchandise firm of Phillips & Perkins.

Alpena—Charles Hickey, formerly with the Holmes & Kelsey Co., has engaged in the grocery business here on his own account.

Ionia—W. C. Peer & Co. have leased the building now occupied by G. W. French and will open with a stock of dry goods May 15.

Benton Harbor—C. A. Wilcox has sold his dry goods stock to F. G. Warren, who will continue the business at the same location.

Graafschap—Peter Mulder has sold his stock of general merchandise and store to L. E. Brink and Peter Boven, who will continue the business.

Rockford—Geo. A. Sage & Son succeed S. Hunting in the grocery business. Mr. Hunting will continue the produce and implement business.

Battle Creek—W. G. Murphy has re-engaged in the grocery business, having purchased the stock of S. C. Moore and also the building occupied by him.

Midland—Wm. L. Baker, who is engaged in the general merchandise and grain business, has sold his merchandise stock to Olmstead & Somerville.

Republic—P. E. Lloyd has sold his interest in the mercantile business to his partner, John H. Bell. He retires from the firm on account of poor health.

Benton Harbor—E. A. Blackler, formerly superintendent of the car transportation for Swift & Co. here, has purchased the meat market of Wm. F. Summerill.

Whitehall—Nels P. Myrmel has sold his grocery and stock to his brother and former partner, Andrew P. Myrmel, who will continue the business at the same location.

Tekonsha—John W. Randall, dealer in dry goods and groceries, has sold his dry goods stock to Frank L. Masters, of Hillsdale, who will take possession of same May 6.

Dowagiac—Cooley & Hamblin, grocers, have leased the building recently vacated by Z. H. Taylor and will operate a bakery in connection with their grocery business.

Plainwell—O. B. Granger has sold his hardware stock to A. L. Reese, of this village, and Sherwood Bros., of Otsego. The new firm will be known as A. L. Reese & Co.

Gaylord—F. A. Kramer, dealer in dry goods, clothing, boots and shoes and millinery, is now occupying his new store building, which is one of the most complete in equipment in the State.

Charlotte—The L. A. Crandall grocery stock, which was recently sold at mortgage sale and was bid in by the mortgagee, Mrs. Adams, of Bellevue, will be conducted for the present by Geo. L. Boyers.

Bloomington—Trim & Hodgman, who succeeded M. Wiggins & Co. about two years ago in the general merchandise business, have purchased the dry goods and grocery stock of David Joy and added it to their general stock.

Onsted—Townsend & Hubbard, who conduct a general merchandise business at this place, have dissolved partnership. L. F. Townsend has purchased

the interest of his partner and will continue the business in his own name.

Muskegon—The firm of Mann, Watson & Co. was organized here April 15 to conduct a wholesale and retail lumber business. The business was formerly operated by Mr. Mann, who last year handled 16,000,000 feet of lumber. The new firm expects to handle 32,000,000.

Port Huron—Thos. Smith, formerly connected with the grocery business of W. D. Smith, and James Potter, for the past eleven years in the drug store of R. G. Burwell, have purchased the grocery stock of the late David Moore and will continue the business under the style of Potter & Smith.

Marshall—E. B. Hughes has decided to locate in Joliet, Ill., where he has purchased a furniture stock. Chas. C. Reed, who was associated with him here for several months, has resigned his position with Good & Amstutz and has gone to Joliet, where he will add his energies in making the new business successful.

Manufacturing Matters.

Gooding—B. D. Mossholder has taken charge of the Gooding creamery.

Escanaba—The headquarters of the Metropolitan Lumber Co. have been removed to Atkinson.

Menominee—The Richardson Shoe Co. made 156,950 pairs of shoes during the year, an increase of 27 per cent. over the previous year's output.

Hastings—John Jones and Henry Meyring have purchased the cigar factory formerly owned by Henry Lewek and will manufacture a cigar called the "77."

Lansing—The Lansing Sugar Beet Co. has notified its agents to close up all contracts at once, the required number of acres—6,000—having been secured.

Somerset Center—E. Weatherwax, who is engaged in the general merchandise and cheese manufacturing business here and at Woodstock, has discontinued business at the latter place.

Saginaw—The Wilson Cheese Co. has filed articles of association with the county clerk. It is capitalized at \$1,000. The stockholders are residents of Clio, Arbel, County Line and Birch Run.

Marine City—The Crystal Flake Salt Co. commenced operations Monday, and has been turning out 200 barrels of fine salt daily since that time. The capacity will be increased to 600 barrels per day by July 1.

Ypsilanti—The machines and equipments of the Bowling dress stay factory are being packed and shipped this week to their new location at Hastings, where the management expect to have all in operation by another week.

Detroit—Edgar G. Frisbie, comprising the Frisbie Manufacturing Co., manufacturer of extracts and grocers' specialties, filed a petition in bankruptcy in the United States court April 16. He gives his liabilities as \$3,475.71, with no assets.

Port Huron—Notices of dissolution of the American Egg Crate Co. and the Riverside Woodworking Co. have been filed with the county clerk. The former concern sold its patent to another con-

cern and the Riverside Woodworking Co. went to the wall.

South Lyon—During the last month two new factories have been landed by South Lyon, the Variety Turning Works, manufacturing dowel pins, and S. W. Carrington & Co., manufacturers of sanitary goods, etc. A new feed and flour mill is now running in the old South Lyon Manufacturing Co.'s plant.

Flint—M. E. Houran has purchased the interest of his partner, I. W. Whitehead, in the planing mill and lumber business of Houran & Whitehead and will continue the business in his own name. Mr. Whitehead has removed to Belleville, Ark., where he will engage in the lumber business with J. W. Eldridge, formerly of this city.

Manistee—A company has been organized here for the purpose of manufacturing a ready reckoner for the use of lumbermen. The new concern will be known as the Ready Reckoner Co. and is capitalized for \$6,000. C. G. Wilson and Peter Jensen, of this place, and Asa Hallock, of Chicago, are the inventors of the machine and the principal stockholders in the company.

Benton Harbor—The disposal of the \$300,000 sugar beet plant owned here by the Wolverine Sugar Company is yet unsettled. Director John E. Barnes, of this city, accompanied by the President of the company, H. M. Olney, of Hartford, has just returned from Southern California with a view of locating the plant there. The men are not favorably impressed with that section and estimate the cost of moving the plant at \$250,000.

Evart—Davy & Co., shingle mill operators and general store dealers, have purchased the general merchandise stock of Mark Ardis and will remove to the latter location July 1. This will afford Davy & Co. ample room in which to display their large stock, as the building comprises two stories and basement, is three stores wide and occupies the entire block. Mr. Ardis will continue business in the Bush store building, which has been equipped for his use.

Van Buren County Druggists Line Up.

The druggists of Van Buren county met at South Haven, April 8, and formed a county organization, which is a part of the National Retail Druggists' Association, and elected the following officers:

President—Geo. Chamberlin, Hartford.
Vice-President—S. Van Ostrand.
Secretary—Edward Longwell, Paw Paw.

Treasurer—H. D. Harvey, Bangor.
The next meeting of the Association will be held at Hartford, May 15.

Every woman can venture to be saucy if she pleases—but not if she displeases.

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

Status of the Proposed Furniture Factory Combine.

The promoter of the proposed furniture factory combination claims to have signed options on the plants of seven of the local manufacturers, as follows:

Berkey & Gay Furniture Co.
Nelson & Matter Furniture Co.
Grand Rapids Chair Co.
Oriell Cabinet Co.
Royal Furniture Co.
New England Furniture Co.
Sligh Furniture Co.

The option on the Grand Rapids Chair Co. calls for the payment in cash of \$600,000, giving the stockholders two for one for their stock. The interest of Chas. H. Berkey and relatives in the Royal Furniture Co. has already been purchased for cash. The remainder of the options call for payment of the plants in bonds and stock—at values which are probably enormously inflated. It is claimed that the transfers will take place about May 1, but the conclusion of the negotiations may be delayed a month or more beyond the time set for the closing up of the deal.

The stock issued in exchange for the plants is to be pooled for a year, trustee's certificates to be issued to the owners of the stock in the meantime. This will keep the stock off the market until the earning capacity of the combine has been demonstrated. Incidentally, this arrangement will tie the hands of the stockholders until the reaction against trust stocks sets in, when such securities may have little, if any, market value.

The promoter is evidently new to the business, judging by the manner in which he talks about "coercing the retailer" to confine his purchases to the factories included in the combination. A few dealers may be susceptible to an influence of this kind, but tyrannical tactics of this character have never yet been permanently successful—and probably the outcome of this deal will be a surprise and a disappointment to the men who imagine that the retail dealer can be influenced by a "club held over his head," as the wily promoter expresses it.

While the proposed combine will include seven good institutions, there will still be a strong circle of factories on the outside, most of which have refused to listen to the siren voice of the promoter and prefer to continue in possession of their own plants and in the enjoyment of their business independence, rather than accept a basketful of securities of uncertain value in exchange for tangible property and place their future in the palm of one of the wizards of Wall Street.

For the good of the city and the well-being of the furniture industry the Tradesman sincerely hopes that the proposed amalgamation will fall through.

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.

Beets—\$1 per bbl.

Butter—Creamery is slow sale at 20@21c. Receipts of dairy grades are heavy, but much of the receipts is mussy and off grade. Fancy commands 15c, choice ranges from 12@14c and packing stock moves readily on the basis of 10@11c.

Cabbage—Old stock is steady at \$1.75 per 3 bu. bbl.

Cantaloupes—According to recent reports the largest shipments to be ex-

pected from the South and Southwest this year will be cantaloupes. There is promise of a liberal yield.

Celery—California white plume has advanced to 75@85c 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 strong on the basis of 12c per doz., case count. So closely are the packers taking eggs in the country that the commission merchants are getting scarcely enough to supply the ordinary grocery trade.

Green Onions—15@16c per doz. Honey—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 have declined to \$3 for choice and \$3.25 for fancy. Californians are steady at \$2.50 for 300s and 360s.

Lettuce—Hothouse stock is in good demand, commanding 13c for leaf.

Onions—The market is steady at \$1.50 per bu. for homegrown. Bermudas command \$3.25 per crate. Egyptians fetch \$3.65 in 112 lb. sacks.

Oranges—Navels command \$2.50 for the larger sizes and \$3 for the smaller. Mediterranean sweets are sold on the same basis as Californians. Seedlings are attracting more attention than usual this season because they run more to the sizes wanted by the trade than to navels. Seedlings seem to be quite as solid and full of juice as the best navels, and the trade all over the country is taking them in preference to the rather poor navels.

Parsley—40c per doz.

Parsnips—\$1 per bbl.

Pieplant—8c per lb.

Potatoes—The market is dull and unsatisfactory, due to the absence of demand and the inability of shippers to obtain cars when purchaser can be found.

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@11c; fowls, 10@11c; spring ducks, 11@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@7c; young turkeys, 10@10c; old turkeys, 8@9c; young ducks, 9@10c; pigeons, 50@75c per doz.; squabs, \$1@1.25 per doz.; broilers, 15@18c per lb.

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; alsyke, \$7@7.50.

Spinach—60c per bu.

Strawberries—35@40c per quart. The matter of shipping berries, which has been under discussion by the Fruit and Produce Trade Association, has been satisfactorily adjusted and two consignees can ship in one car at carload rates. This can be done only upon complying with certain specified regulations, but that it can be done at all is a great saving of money to the shipper. The Association succeeded in arranging it with the transportation companies without creating any friction.

Sweet Potatoes—Kiln dried Jerseys have advanced to \$3.25 per bbl.

Tomatoes—\$2.25 per 4 basket crate.

Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

Edward J. Killeen informs the Tradesman that his grocery stock at 28 East Bridge street has been purchased by H. J. Williams and Hon. John Killeen, who will continue the business under a firm name to be decided upon hereafter—probably the Pioneer Grocery Co. Mr. Killeen's interest in the business will be represented by Albert J. Killeen.

Salmon—While the new pack of Alaska will be very much cheaper than the present pack, the indications are that every can of old goods will be consumed long before new crop arrives.

The Grocery Market.

Sugars—The raw sugar market is firm, with good demand. Importers have been asking 4½c for 96 test centrifugals, but refiners would not pay over 4 3/32c and a number of sales were made at this price, which is an advance of 1-32c over last week's prices. Holders are very confident and a further advance of 1-32c is expected. The visible supply of raw sugar is 3,000,000 tons, against 2,370,000 tons last year. The refined market is very firm, with good demand. The upward tendency of prices for raw sugar sustains confidence in the trade, some believing that another advance of 10 points is probable. Stocks are only moderate and an increased demand is expected.

Canned Goods—Consumptive demand for nearly all lines of canned goods is improving and business during the last two weeks has been better than for some time. The strong tomato situation is the feature in canned goods, and unquestionably the bottom of the despondent and dull market on this article was touched a few days ago, just previous to the advance of 2½c per dozen. The market is firm at the advance and a number of sales have been made. It is refreshing to be able to report a substantial improvement in the tomato market almost everywhere. From a dull, weak market, two weeks ago, the situation has changed to activity, and the prices are hardening all along the line, with every indication of advancing materially. The market is broadening rapidly and the demand includes both spots and futures. Stocks of tomatoes in the hands of packers are much lighter than is generally supposed and, as this fact becomes known, further advances are expected. Another feature of the canned goods market is the position occupied by corn. This article has developed considerable strength of late and a number of sales have been made. Good corn is very scarce and firmly held. The cheaper grades are in good demand at unchanged prices. The demand for peas has been very active. Cheap peas have been especially wanted, but there has also been a good trade in fancy grades. Stocks are light and are being rapidly reduced. There is nothing new to say in reference to the coming pea crop. Advices from Maryland report that they are having fine weather for pea growing and if it continues they will have a good crop. All are now waiting developments in the pineapple market. About May 20 the packing will be in full blast. The crop conditions are excellent. All the reports from the pineapple district are encouraging and the Baltimore packers are laying their plans to produce an article superior to any packed in former years. During the last week there was quite a demand for peaches, most orders being for some of each of the different grades, showing that stocks are light and that the trade will want peaches for their spring business. Peaches are cheap at to-day's quotations. The coming crop is reported in good condition and, while a very large crop is not expected, there will undoubtedly be all that is necessary for 1901. Salmon is selling quite well to the consumptive trade, but no sales of large lots are reported. There is but a very light demand for sardines, most of the trade having lately purchased heavy supplies previous to the recent advance.

Dried Fruits—The dried fruit market is quiet and dull. The buying of prunes is of a hand-to-mouth character and

prices show a slight decline. Raisins are in fair demand. Orders are small, but in the aggregate amount to a fair business for this time of the year. Stocks of all grades are light. There has been a good demand for apricots, especially for the extra choice and fancy goods. It is reported that there has been considerable damage done to the crop on the coast by recent frosts and prices in consequence, are slightly higher. Trade in currants is slow. Prices, however, show no change. Trade in figs is good and the market is slightly firmer. Demand for the lower grades is particularly active. Stocks of the better grades are very light. Dates are in good demand at unchanged prices. Evaporated apples in one pound packages are in fair request at previous prices. Stocks are almost exhausted and what few goods remain on hand are very firmly held.

Rice—There is a fair demand for rice of all grades and prices are fully maintained. Dealers remain confident as the outlook is good. Local stocks are firmly held and, with light supplies throughout the country, any quickening of demand is likely to create an upward tendency of prices.

Teas—The tea market is quiet. Dealers carry only sufficient supplies to meet immediate requirements. There is no disposition to accumulate supplies, owing to unfavorable market conditions. Despite the depressed conditions, importers make no important concessions in price.

Molasses—Owing to the strong statistical position, prices of molasses are firmly maintained for all grades. The trade still remain conservative and continue to purchase only small lines to meet urgent wants, dealers realizing full prices. Indications point to a continued strong future market and, with supplies light throughout the country, no lower prices are expected this season. It is reported that there is a great scarcity of the low grades of molasses.

Fish—The trade in fish is at present rather quiet. Codfish and mackerel are in fair request at previous prices, but most orders are for small lots for immediate use.

Nuts—Trade in nuts is light, with the possible exception of peanuts, for which there is a very good demand. Stocks of filberts are unusually light. Up to date the new crop promises well, according to advices received from abroad. Prices for the past two years have been abnormally high, but, with a moderate stock of old nuts carried over in Sicily, and the new crop promising well, it may be that during the present year prices will eventually get down to the level of former years. There is a fair request for walnuts, especially for Grenobles, of which the supply is rather limited.

Tobacco—Several manufacturers announce that they will make no change in prices, weights or styles of packages on July 1, on account of the rebate in the revenue tax which goes into effect on that date. This assurance will enable dealers to keep their stocks up, because if they have at least 420 pounds on hand on July 1, they can obtain the 2 4-10 cent rebate. No rebate will be paid where it amounts to less than \$10.

Matches—Grocers should bear in mind that the offer of the Diamond Match Co. to ship one box free with each ten box order expires April 30 and govern themselves accordingly.

Molasses—This is a good time to buy New Orleans goods before the weather gets too warm.

THE IRISH FAMINE.

America's Generous Response to Brady's Appeal.

Written for the Tradesman.

Among the remarkable events that come within the radius of the writer's memory, the great famine in Ireland of 1843 holds a prominent place. The alien landlord system was in full force and the extortions and oppression of the mercenary middleman, together with the abominable system of tythes for the maintenance of the established church, had long been grinding the life out of the Irish peasantry, socially, physically and morally. Evictions were of daily occurrence in almost every county in Ireland. In vain were all appeals for legislation in mitigation of their condition. The British ministry was deaf, the British Parliament dumb. Is it to be wondered that they were heart-broken and discouraged? Add to these evils the horrors of a famine in consequence of the total failure of their only reliable food crop, that had heretofore stood between them and starvation, the Irish potato, and the reader can form some idea of the discouraging outlook for the Irish tenantry in that eventful year.

Regular steamship lines to cross the Atlantic were not established and the usual trip of a merchant vessel under sail occupied from four to six weeks. The first sailing vessel to bring news of the famine to New York had been six weeks on her passage since leaving the Irish coast. The word pictures of starvation and poverty that she brought rivaled those of the late starving concentrados in Cuba under Spanish rule. The intelligence spread with incredible rapidity. The Mayor called a citizens' meeting. The Irish societies strained every effort for the relief of their starving countrymen. The distinguished New York criminal lawyer, James T. Brady, was then in the zenith of his professional and political career. I shall never forget the hour that he held that vast audience in silence as he portrayed the wrongs and sufferings of his beloved country in simple, persuasive eloquence that must be imagined—it is beyond the writer's power to describe. The newspapers characterized it as worthy a place among the best forensic efforts of his illustrious countrymen, Curran, Grattan or Emmet. In less than ten days from the time the sad intelligence was received the largest merchant vessel in the harbor of New York was riding at anchor in the East River ready to start on her errand of mercy to starving Ireland. Her freight list showed that she carried 12,000 bushels of potatoes, 3,000 barrels of flour, besides a long list of miscellaneous provisions. To the inexperienced eye she seemed too deeply loaded for safety and many were the fears expressed that she would never reach Ireland, while ship owners predicted a long voyage. These fears proved to be groundless and, instead of a voyage of four or six weeks, she was only eighteen days in making her port of destination. Many regarded the short passage as a special dispensation of Providence and the pulpit and press heralded the event as almost miraculous. Supplies from all points continued to pour in upon the Irish relief committee, other vessels following in quick succession until the call came across the Atlantic that no more was needed. Later, when Father Mathew visited this country in the cause of temperance, it was the writer's good fortune to hear his reply to the Mayor's address of welcome to New York. He spoke in glow-

ing words of gratitude of America's sympathy for "starving, bleeding Ireland." He declared that the Irish situation was better understood and more promptly met with substantial relief in America than in England. To use his own words, "Before the sympathies of England were fairly aroused to a realization of the starving condition of her Irish subjects America's first gallant ship with relief was distributing its priceless cargo to the starving victims of English misrule and neglect."

How changed the conditions now. Instead of the message detailing the horrors of that darkest day in Ireland's history being forty days in reaching sympathetic American ears, less than half as many hours would now be sufficient for its proclamation at every important point on the American continent and the details of the New York meeting I have described would have been printed in every newspaper in the United States. The limit set on this paper precludes any farther details of the excitement attending that New York Mayor's call in behalf of starving Ireland.

W. S. H. Welton.

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.



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

The Biggest 10c Assortment in the Market.

ORDER ONE TO COMPLETE YOUR LINE FOR SPRING TRADE.

DECORATED ASSORTMENT NO. 10.

- 2 Dozen FANCY HANDLED TEAS
- 1/2 Dozen 1-PINT PITCHERS
- 1/2 Dozen COMPORTIERS
- 1/2 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
- 1/2 Dozen CAKE PLATES

12 Dozen

Price, including package,
\$10.80.

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.

DEYOUNG & SCHAAFSMA,
Manufacturers' and Jobbers' Agents in

Grocery, Glassware, China and Lamps.
112 MONROE ST.,
GRAND RAPIDS, MICH.



What's that? No margin in package coffee? Worse than sugar? Don't blame you; but evidently you haven't handled "B. B. B." It's different. There's MONEY in it as well as DRINK. That's why it sells.

Olney & Judson Grocer Co.

Roasters

Grand Rapids, Mich.

CONDUCTOR PIPE

Established 1868.

State Agents

Tarred Felt, Asphalt Paints,
Roofing Pitch, Coal Tar,
2 and 3 ply and Torpedo Gravel
Ready Roofing, Galvanized Iron
Cornice, Eave Troughing,
Sky Lights,
Sheet Metal Workers and Contracting Roofers.



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

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

WORLD'S BEST

S.C.W.

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

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

MEN OF MARK.

William E. Scotten, President Scotten Tobacco Co., Detroit.

Michigan, the Western wilderness to which our fathers and fathers' fathers boldly emigrated, has furnished a hard but valuable training school for many a youth who, in his later years, has won distinction and success. In the little clearing the rudely-built log cabin, with its spacious and inviting fireplace, sheltered and protected from cold and harm many a youngster whose later successes brought joy and pride to the hard-working parents. All of us have heard with eager ear from the very lips of the "old settlers" thrilling stories of the dangers, hardships and privations through which they passed. These very difficulties made it necessary for all, both old and young, to possess and develop hope, strength, perseverance, courage and industry to a unusual degree. Those were not days of petting and pampering. All worked, all struggled, all had some purpose in life.

On a farm near Coldwater, William E. Scotten was introduced to a school of this kind July 17, 1857. His father, Walter, crossed from England in 1834 and soon came to Michigan. His mother was an American. There were six children, William being the youngest of the three boys. It would be but natural to suppose that these children would possess the firm determination characteristic of the English, and the love of liberty and independence which are the pride of every true American, and those who know Mr. Scotten can readily see that he is the fortunate possessor of these desirable qualities. His early years were spent on the farm, where he learned the dignity of labor and acquired the habits of industry, economy and thrift—three of the most necessary requisites to success. He attended the traditional "deestricht" school and took the prescribed course of the three R's—Readin', Ritin' and Rithmetic. Later, his parents moved to Detroit, where he enjoyed the advantages of the graded and high school. After leaving school, he decided to try a business career and engaged in the hardware business, which he followed for two years. He then went on a farm, which he worked for several years. His uncle, Daniel Scotten, who had achieved a national reputation as founder and chief owner of the mammoth tobacco factory on West Fort street, then offered him a position. Seeing a future for himself in this rapidly-growing institution, he left the farm to learn the tobacco business. Realizing that he who would build safely and enduringly must lay a firm foundation, he began at the bottom and carefully learned the details and processes in the manufacture of all the different kinds of tobacco.

He then became a traveling salesman for the institution and during eight or ten years traveled over a large part of the United States. Later, he became manager of the plug tobacco department and a member of the firm of Daniel Scotten & Co.

Mr. Scotten very interestingly describes some of the processes as follows: "In the manufacture of plug tobacco, we use the leaf known as White Burley for fillers and Virginia leaf of choice selection for wrappers. The curing is done in the South, as the atmosphere and temperature are better adapted to this process than those of the North. After the leaves are thoroughly cured, they are sorted, arranged in bundles, tied and sealed and packed in large

hogsheads for shipment. When received, the bundles are sorted according to color. The leaves are then treated with the sweetening, consisting chiefly of licorice, sugar, salt and purest glycerine. This is a very intricate process, requiring much care and great skill and watchfulness, and it would take too long to explain the various steps and, even then, they would not be understood unless one saw the actual work done.

"In the manufacture of fine cut, White Burley is used. It is sweetened first and then treated with the other sweetenings, which are the same as those used in manufacturing plug. Tobacco of dark color contains more sweetening than the light. After this process, the leaves are stripped, cut and hand dressed. The good qualities of smoking tobaccos consist largely of Virginia leaf."

In 1898, when the Daniel Scotten plant was sold to the trust, he, with his char-

are Cadillac and Sweet Loma fine cuts, Sweet Chunk, Forge and Great Navy Plugs, besides all kinds of smoking tobaccos. Owing to the excellent training and long experience of Mr. Scotten and his associates, the venture has been attended with marked success and the business has expanded beyond their expectations, as their goods have already become deservedly popular in several states.

Mr. Scotten resides in a beautiful house on Fort street, West. He is not a member of any fraternities or secret societies and finds his greatest pleasure in his home and his tobacco factory.

Interesting Experiment Undertaken by Flint Grocers and Millers.

Flint, April 13—The grocers of Flint, to the number of thirty-six, have entered into an agreement to stand by the local flouring mills and push their products in preference to the flour manufactured by mills in the smaller towns

production.

The mills in the smaller towns have been forcing their flour into the local market by cutting the price, but the local mills have met the competition for months, reducing the price of flour from time to time until it was sold to the grocers at \$3.40 per barrel, a figure which means a loss to the manufacturer. The frequent reductions have worked disaster to the retailers as well as to the mills, since the price of flour to the consumer has been only \$3.50, giving the grocer only 10 cents margin on each barrel. And when trading stamps were given to customers, there was an actual cash loss on every barrel of flour sold. Under the circumstances it was not surprising that the retailers were glad to join with the mills to hold up the prices to a point that would afford a living profit. The thirty-six grocers in the city have signed an agreement to stand by the local mills, and the mills, on the other hand, agree to keep their prices down to the same figures at which flour is sold in Jackson, Lansing, Saginaw and several other leading cities of the State, which are mentioned in the document. As a result of the deal, the price of flour has been advanced to \$3.75.

When a woman's feelings are worked up she should order a fresh supply.

When it rains hardest the laundress catches the most soft water.

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

You ought to sell

LILY WHITE
"The flour the best cooks use"
VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

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.

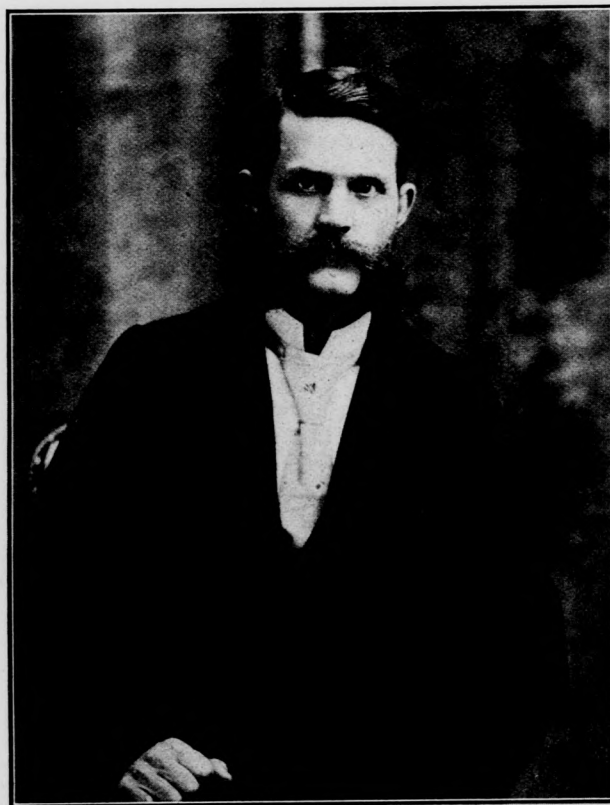
Crushed Cereal Coffee Cake Co.
Marshall, Mich.

acteristic independence, refused a very flattering offer of a position with the Continental Tobacco Co. and organized the Scotten Tobacco Co., and established a factory at the corner of Twelfth and Porter streets. He associated with him Alfred Husen as Vice-President and F. V. Scotten as Secretary and Treasurer. Mr. Husen is a man of extended experience in the tobacco business, having begun at the age of 13 as a stripper for Daniel Scotten, in whose employ he remained for twenty-two years. After his factory experience, he traveled for the old firm for eight years, and then refused a flattering offer to continue in the employ of the Continental Tobacco Co. Now he supervises the work in the factory of the Scotten Tobacco Co. He says that in his twenty-four years in the tobacco business he has never lost a day.

The firm manufactures all kinds of tobacco, although the principal brands

throughout the county. The necessity of some such agreement has long been apparent to the millers and the retailers, for the reason that flour has been manufactured and sold at a loss for several months past. The mills in this city are compelled to pay very nearly the Detroit prices for wheat. On the other hand, the mills in the smaller towns are buying at 5 cents per bushel less than the ruling price in Flint. Year in and year out, the prices in the small towns range from two to three cents less than Flint. This difference gives the small millers an advantage of at least 15 cents per barrel in cost of

Cadillac } **Fine Cut and Plug**
THE BEST.
Ask for it.
MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)
AGAINST THE TRUST. See Quotations in Price Current.





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E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 17, 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 10, 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 thirteenth day of April, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

CHANGING MEDICAL OPINIONS.

Within the past few years there has broken out among some classes of medical men an extraordinary amount of alarm over consumption. This alarm, which amounts to panic, has arisen, not from any increased frequency or fatality of the disease, but from a change in the theory of its causation. For a long time it was held to be the result of an hereditary taint brought into activity by some undue exposure or other draft on the health. Now a theory that consumption is extremely contagious and infectious has been put forth, requiring that persons afflicted with the disease must be separated and excluded from communication with others, and has created the panic.

Within a year or two past the health authorities of California carried their alarm to the extent of asking their State Legislature to enact a law to prohibit consumptives from entering the State and to authorize the inspection of all incoming travelers at the State frontiers. In addition to this, it was proposed to establish hospitals into which all consumptives were to be gathered. Since it is the generally received opinion that consumption can not be cured, the hospital idea can mean little more than the basis of a system of segregation.

The new notion about consumption is just the counterpart of the modern idea about leprosy. The ancients universally regarded leprosy as a most readily communicable disease and they enforced the most rigid separation of the infected from the healthful. The general idea to-day, with some enlightened exceptions, is that leprosy is not contagious. It is also held that it is incurable, and, therefore, leper hospitals are only for purposes of segregation and seclusion.

The varying and often diametrically opposite opinions held by medical men concerning the causation, the curability

and the methods of treatment of the principal diseases show how unsubstantial is the basis of the science they profess. A distinguished medical authority, setting forth the various separate ideas or theories upon which medical practice has been based, mentions naturalism, humoralism, solidism, chemicism, mechanicism, neuropathology, stimulum, phlogisticism, pyrexism, vitalism, and latest, of the present time, cellular pathology and ganglio-therapy. His classification is not quite up to date, since there have been many additions to the stock of theories.

There has been no feature of modern medical progress so noticeable as the vast numbers of curatives placed at the service of the physician. Chemistry with lavish skill has explored the animal, vegetable and mineral kingdoms for remedies, the first named furnishing numerous extracts and serums. In regard to the overloaded materia medica, a physician in the April issue of the Review of Reviews, says:

We can not with good grace dismiss the general practitioner and his requirements without speaking in plain language in condemnation of the drugging habit, of which he is still guilty to a remarkable degree. Cabalistic prescriptions are still as thick as flies in summer, and the majority of our patients pay willingly and handsomely for our wisdom transmitted to them in the shape of nauseating mixtures from the time-honored shelves of the apothecary shop.

I know from personal observation that our cousins across the water do not prescribe or swallow one-fourth as much medicine as we do in our country. With but few exceptions, the entire vegetable and mineral kingdoms have given us little of specific value; but still, up to the present day, the bulk of our books on materia medica is made up of a description of many valueless drugs and preparations. Is it not to be deplored that valuable time should be wasted in our student days by cramming into our heads a lot of therapeutic ballast?

It is somewhat surprising that a science upon whose theories and usages there is such a general lack of agreement, and whose facts, numerous as they may be, are still in a most unorganized state, shall be made the basis of serious legislation, with penalties for disregarding notions which are founded on little more than conjecture.

The most recent triumph of the French postal administration is an ingenious little machine, which not only automatically weighs letters and samples, but records on an indicator at the side the amount required for stamps. When the article deposited on the balance exceeds the regulation weight the indicator promptly hoists the sign, "Too heavy."

Find a man who is always trying to do something to build up others and you find a man who is building up himself. Find a man who is always trying to tear down some one else, and you will find a man who is tearing himself down. One can not build himself up by tearing down others. Let us help others all we can and by so doing help ourselves.

A special agent of the United States Department of Agriculture reports that beyond doubt grain can be matured anywhere in Alaska. Barley, oats, wheat and rye have developed perfectly from seed accidentally sown and grown wild. Flax of good quality has also been grown.

Marriage is a means of grace—and an extravagant wife a forerunner of disgrace.

THE VALUE OF CHARACTER.

It has been repeatedly remarked by those who have had large opportunity for observation that there are not enough honest, capable, reliable men to do the world's work.

The saying is a true one and its truth exemplified every day. How common it is that men in important positions of trust and responsibility, whether public or private, are found to be defaulters or otherwise false and untrustworthy. How much more common is it that men in public or private service have no other care than to draw their salary or wages and to do as little for it as possible.

Employers or persons in authority always know the degree of reliability and usefulness of the men under them and, except in cases where political or other influences which create discriminations are concerned, the persons whose services are most willingly dispensed with are those who are least desirable and least valuable. Of course, there are exceptions to this rule in times of great industrial depression, when many establishments are closed or are working on short time; but, as an ordinary thing, the really valuable and faithful workers are seldom out of employment for any length of time. There is always something against a man who is unable to hold a place.

This subject comes up in an article on the causes of poverty in the Journal of Ethics for April, by J. G. Phelps Stokes. He holds that, while poverty is usually attributed to lack of employment, vice and crime, it will be found that lack of employment is ordinarily due to some defect of character and qualities in the individual. If persons are given to crime and vice, it is also because of defects in moral nature and disposition.

Of course, poverty is often due to misfortune or to circumstances beyond human control. Undoubtedly much poverty is due to sickness and death; but sickness is most often due to impairment of tissue vitality, to defective physical personality, which results either from unhealthy occupations or environment, or from violation (conscious or unconscious) of the recognized laws of health.

The poverty that is ascribed to drunkenness and to various forms of vice and crime can similarly be traced to defective personality as its cause and fountain head. For drunkenness and wrong doing are but evidences of moral weakness; are but manifestations of defective personality. The shiftless, idle, drunken father of a family consigns his wife and children to misery and want, and they are the innocent and helpless victims of his misconduct and worthlessness. Any charity that enables such a creature to live without rendering any compensation to society is on a wrong basis. It ought to be so arranged as to help the innocent while excluding from all benefits the cause of their trouble.

If any system of socialism can ever be made practicable, it must be so organized as to punish the persistently idle and to provide that no man shall be allowed to eat who does not render some compensatory service. As matters now stand, a vast burden is placed upon the honest, industrious classes by compelling them to support criminals and the habitually idle and vicious classes.

Mr. Phelps thinks that the outcry of an excess of honest, efficient laborers unable to secure employment is seldom based on fact. The exception is in times of extraordinary commercial and

industrial depression. Then great numbers who would otherwise be at work are, from no fault of their own, condemned to enforced idleness. Except under such conditions, he holds that there is everywhere an oversupply of shiftless or inefficient people in whom defective or undeveloped personality is a conspicuous characteristic.

For the services of people of this latter class there are comparatively few demands, other than of temporary nature. Such people are replaced, as speedily as circumstances allow, by workers of more efficient personality. Under ordinary circumstances it is chiefly persons of inefficient or undeveloped personalities who swell so largely the ranks of the unemployed.

The greatest evil of poverty is that it places so many women and children, by no fault of their own, but through the pitiful conditions forced upon them by worthless heads of families, amid surroundings that familiarize them with vice and are likely to drive them to crime. If they could be rescued from such associations great good would be accomplished, and it is to this that philanthropy should especially address itself.

Charity should be so organized that it would devote itself to rescuing the young of both sexes from vicious surroundings, so that they may be brought up in virtue, honesty and industrious habits. As for habitual adult male idlers, they should all be put in a work-house and condemned to hard labor.

It is a conspicuous fact that many men who hold foremost places in commercial, industrial and financial affairs in this country started out as poor boys, often with but scanty education. But they had all the elements of character that make men valuable to society. They were honest, industrious, faithful to every duty and responsibility committed to them.

The fact that they had been faithful in humble situations warranted the belief that they would be faithful in still more important positions. Combined with their honesty and reliability, they were industrious, they were intelligent, they were alert to improve themselves and to increase their usefulness and to promote the interests of their employers. Their good qualities and faithful services met due recognition, not probably because of any gratitude on the part of their employers, but because they had urgent need of such men in their business.

And the need for honest, faithful and able men in every department of business is greater than ever before, because business combinations and operations are on a vaster scale than ever before. The stockholders in the great trusts and corporations engaged in carrying on the industries, the commerce, the transportation and general business interests of the country must trust the management and the special details of their enormous concerns to others. These others are required to have all the high qualities necessary for such great responsibilities. The men who start in the lowest places have every opportunity to rise to the highest, and it rests upon them to do so. In attaining success they will only be doing what others like them have done before.

Character is one of the most important qualities required. Let that fact be taken to heart by every boy who has a worthy ambition to rise in the world.

Some men impose on themselves when they tax their memory.

STANDARDS OF BEAUTY.

Nothing is more varied than standards of human beauty. Almost every individual erects one for himself and, when taken together, they represent infinite varieties.

As to there being any such thing as a national or race standard, nothing of the sort exists. Those pictures or statues found in art galleries and supposed to be special models are only the expressions by particular artists of their individual ideas. In respect to female beauty, take the pictures and statues of the Blessed Virgin, which exist by thousands. If there is a woman who should be a model of both physical and spiritual beauty, it is Mary, the mother of Christ; but the fact remains that many of the representations of her from the pencil or the chisel of the most famous artists are unlovely, plain and, in not a few cases, positively ugly. Each artist represented this sacred personage according to his own notion, and that is all the standard there is.

These remarks are suggested by an article in the April Cosmopolitan, by Henry T. Finck, who discusses the so-called Greek models. The only Greek women whose names have become synonyms for beauty were Helen, who lived in the time of the Trojan war, of which she was the cause; Campaspe, a mistress of Alexander the Great, painted by Apelles, and Phryne, a courtesan of Athens. These women are only known in history. No representation of them survives. Only pictures of statues made long after they were dead exist, and they are all works of the imagination.

The Greeks regarded only physical beauty. They did not educate their women, but kept them shut up at home. A Greek wife or maiden was seldom, if ever, allowed to appear at the theater or the public games. The only cultivated and educated women whose names Grecian history has handed down were courtesans, like Aspasia. The most celebrated Greek statues that have come down to the present day present the women in a high state of physical vigor and strength. The Greek boast was that their women were mothers of heroes. That was the only dignity allowed to them. They lacked the delicate and spiritual beauty which is demanded today and they were rather rustic in their style.

Mr. Finck, in his article, repeats what was said by the celebrated critic, Winckelmann, when he declared that the Greek ideal was masculine. The Venus di Medici, credited to Cleomenes, has a waist and feet that are masculine in their dimensions and have furnished a permanent text for medical men in after ages. This is the view taken by Mr. Finck, who says:

The ancient Greeks, in a word, with all their superior culture, failed to discover the charms of true femininity. They were as pre-eminently masculine in their ideas and ideals as American Indians. Their Venus is a wanton; their Juno, a shrew; while Diana, goddess of the cruel chase, is repulsively mannish, the professed enemy of love; and Minerva, goddess of war and wisdom, has, in the words of Gladstone, "nothing of sex except the gender, nothing of the woman except the form."

I have seen no Greek statue in which all the lines and curves are so exquisitely and unmistakably feminine as, for instance, in the "Psyche" of Bouguereau; while even in the Venus statuary, as Sir Charles Bell has remarked, there is no womanly expression; as he says, "it has no human softness, nothing to love."

Before woman could become truly

lovable, beautiful according to our idea, it was necessary that she be touched by the refining influences of Christian civilization, so that she should be something more than a symmetrically formed animal.

DANGER OF INFLATION.

The recent organization of the gigantic steel trust with enormous capital, representing many times over the actual value of the properties combined, and the many other big combinations which have been already formed and are yet forming, have given conservative people much room for thought. These great combinations, with their fabulous wealth of securities, have caused tremendous speculation in Wall Street recently. Of course, the money market has favored such speculation and money seeking investment has been plentiful, but observing people can not but reflect that these securities of the great combinations do not represent actual values.

Upon top of these great industrial combinations comes the effort to combine the control of all the railroads, with its proposed capitalization to a fabulous amount compared with which all previous financiering will appear ridiculously small. This means another ocean of watered securities to be dumped on Wall Street for the gullible public to absorb. These securities do not and can not represent actual value. Such being the case, the many must eventually lose their money, to enrich the few sharp promoters back of these gigantic enterprises.

Were the loss of millions of the people's money the only evil result of this wild speculation, the thing would be bad enough, but there is worse danger to be feared. When these bubbles collapse, as collapse they must sooner or later, the sudden contraction in values which will take place, the loss of confidence and sharp rise in money rates which must ensue may cause general financial and business demoralization. Such is the sequel to all periods of inflation and excessive speculation, and there is no reason to believe that there will be a different result in the present case.

The promotion of vast enterprises, which represent immense capital but little actual value, is not confined alone to this country. It is common enough elsewhere, and particularly in London, and the result is inevitably the same, namely, a period of shrinkage and panic following a season of inflation and speculative excitement.

The worst feature about this wild cat speculation and promotion of enterprises with greatly watered stock is not the loss of money by the speculators themselves, but the damage and setback resulting to general business. A panic, no matter how precipitated, unsettles confidence, makes capital unduly timid and at once checks enterprises. During the period of ultra-conservatism which always follows financial upheavals, legitimate industries, and particularly new enterprises, suffer and trade sensibly contracts.

The people who are so recklessly promoting immense combinations and consolidations, which are represented by great issues of securities, should not be encouraged by the great financial institutions, nor should the public be eager to absorb their securities. Some years ago, when the trust idea took such a strong hold on the financial market, the financial institutions checked the pending danger by refusing to accept trust and industrial securities as gilt-edged collateral. This course soon checked the promoters and brought about a more healthy state of affairs in the security market. The same remedy might with advantage be again applied.

ARE THERE NO REMEDIES?

The marked and distinguishing feature of the last ten years has been the enormous growth of monopolies in controlling articles of daily consumption and necessary services by the vast combinations of capital known as trusts.

Only once in the entire range of history has there been anything like these powerful commercial monopolies, and that was when Pharaoh and Joseph cornered the entire supply of breadstuffs in Egypt and held control of it for seven successive years. There is every reason to believe that the remarkable narrative referred to is no fable, but a true account of the adoption by enterprise and capital of an opportunity which was foreseen by an individual of unusual sagacity, and which offered a prospect of immense pecuniary profits.

The incidents narrated are so entirely consistent with the most plainly established acts of human nature as they are illustrated to-day in the trusts that the Egyptian speculators would have been considered shamefully derelict in a plain business duty if they had failed to do what they did, and that was to "corner" the entire food supply and extort from a starving people all they had, even their liberty.

The history of the Egyptian food trust is full of instruction and is worth study, because it shows the extremes of human covetousness and the extraordinary lengths to which selfishness will push men who have the opportunity and the power to gratify their desire for gain and for power. It is not likely that there would be any effort to monopolize the entire grain crop of the United States under ordinary circumstances; but if it were known that the wheat and rye fields of Russia, Hungary and India had been at the same time greatly curtailed by an extraordinary drought, there is no reason to doubt that a mighty syndicate of capitalists would be at once formed to monopolize the grain market of the Northwest, and this combination would be so successful that the price of bread to every human creature in the United States would be distinctly and seriously increased.

There are fifteen million families in the United States, and any raise in the price of bread to the extent of ten cents a day for each family would entail upon those families an additional daily expense for food of \$1,500,000, or \$45,000,000 a month. But in all probability it would be greater, since an increase in the price of grain would correspondingly raise the price of meat and other articles, so that the cost of living would be greatly increased, with no corresponding raise in wages.

It is easy to see that a wheat trust, or a corn trust, in a time when there was a general failure of food crops in Europe and India, would work inconceivable evil and suffering to the American people, no matter how bountiful might be their own crops, and that the men and the money would be found to take advantage of the situation is not for a moment to be doubted. Possibly a dozen years ago it would have been difficult to form such a combination; but the efforts, not long ago, of the Leiter combination in Chicago to corner wheat, and the present movement there by young Phillips to monopolize the corn market and raise the price to the unusual figure of 50 cents a bushel, show that already the ambition and the design to control the bread market are not wanting, and since the organization of the billion-dollar steel trust, and the

more than billion-dollar railroad trust, it can be plainly seen that when the time comes to monopolize the people's bread the means will not be lacking.

Have the people any remedy against such conditions? Apparently there is none in law. There is no warrant under the Constitution of the United States for preventing combinations of capital to carry on commercial and industrial affairs. The courts of the country have held that combinations of capital to put up prices of commodities and transportation are not in contravention of the law. The fact that trusts and monopolies are being created almost daily to control commercial and industrial operations proves how entirely futile are hopes of relief drawn from appeals to lawmakers and law dispensers.

The idea has been expressed that no commercial monopoly that is conducted with any business sagacity and judgment will ever raise prices of its commodities so that it will be beyond the ability of the masses of the people, who are the consumers, to buy. This is true; but it does not prevent the raising of prices all the same. If the Standard Oil Company should demand one more cent a gallon on all the petroleum it sells, small as is the amount on a single gallon, the burden imposed on each consumer would be considerable, while the entire profit which such a raise would yield would be enormous. One more cent a pound to the sugar trust on its entire output would make a hole in the average workman's wages in the course of a year.

It is not expected that the monopolizers of necessities will ever raise prices so that they will be prohibitory; but, all the same, the consumers are at their mercy, so that there is no relief to be expected from the forbearance and moderation of the trusts.

A writer in the April Forum proposes, as a partial remedy, the discovery by science and mechanism of substitutes for the articles monopolized by the trusts; but there are limits to such discoveries, and since the monopolies have the means of buying up all new processes that could benefit or injure them, there is no great amount of relief to be secured from such means, and it is this apparent helplessness of the people that is driving them to the extreme doctrines of socialism—doctrines which can not be put into successful operation, because of the lack of honesty and integrity and devotion to duty on the part of the vast numbers of officials and employees who would be required to administer the enormous aggregate of wealth that would be placed in their hands. To-day public officials are treated only with the public revenues that arise from taxation. Under a system of pure socialism there would be no private property. The entire proceeds of labor and everything that could be classed as wealth would form a common stock, a general fund, to be administered for the entire population.

Under such a system, not merely the functions of ordinary government, but all the operations of finance, commerce and industry would be matters of public administration, and every individual engaged in any occupation or pursuit whatever would be a public servant. Instead of a few hundred thousand public officials and employees in the United States, there would be forty millions or more. Men will look with more or less vigilance after their own private property and interests; but when there is no private property, and there are no private interests in the care or pursuit of property, and when everything is a mere matter of public concern, where can the zeal, the honesty, the fidelity, the devotion to public interests be found to administer such overpowering concerns?

Clerks' Corner.

Proper Way to Hire and Treat the Clerk.

With most merchants the proper hiring of clerks involves deep study and care, and frequently losses occur through the improper hiring of persons for this work. No ironclad rule can be laid down to be followed in this matter, but there should be a proper use of good judgment, and fair average common sense is required.

In the first place be honest with yourself in hiring the new clerk. You can not expect from those in your employ a higher plane of morality and honesty than you yourself display. If you are tricky in business, dishonest with those from whom you buy your goods or to whom you sell your goods, you can not expect that your clerks will always be honest with you. They are sooner or later sure to follow the example set them. In order to secure honesty in clerks you must first make them understand you are honest. And then it does not always follow that the clerk will be honest with you. He may have an inherent inclination to do wrong, which must be curbed and watched, if you desire to prevent petty thefts and miscellaneous stealing.

It is to be assumed from the start that before engaging the clerk you have studied him carefully, you have looked up his references, investigated his moral character and his habits and have satisfied yourself that as far as surface indications go and from a superficial standpoint he is honest and desirable. But you should not rest satisfied with this investigation. So far as you reasonably can without setting a watch over his actions you should keep in touch with his every day acts; you should know where he goes after working hours, in what company he associates, and if there is any little act done or anything said which indicates he is swerving from the strict path of rectitude, call him into the office and have a little talk with him and show him wherein he is wrong. This should be done kindly and honestly in a heart to heart talk. The clerk soon knows whether or not an employer is in touch with him, and if he feels that his employer has a natural sympathy and an interest in his actions he is likely to make them conform to higher standards and gradually he will develop into a stronger character.

If a clerk does little mean things to the customers, or takes advantage of their weakness or ignorance in selling them goods, watch out for him. He will take advantage of his employer whenever the opportunity offers, and it will come sooner or later, no matter how shrewd or how keen a business man that employer may be. The man who does a sneaking act for his employer and tells the employer that he has done something "cute" ought to be carefully watched.

If you are satisfied that your clerk is honest in money matters and honest in his loyalty to you and your legitimate interests, make it an incentive for him to remain in your employ. There are various ways of accomplishing this, either through advancing his salary as he increases his usefulness or increases his sales or by offering a prize for increased usefulness. A plan outlined in the Dry Goods Reporter recently seems to be a good one to follow. An employer of many clerks decided to retain all those who were business getters, and he

had each clerk keep a record of his sales for the year. At the end of the year he figured up his profits and then set aside a certain amount of the profits to be given the clerks as a reward in excess of their salary for faithful services. This reward was given either in the form of a money prize, or if the sum of money was not large was given in the form of a gift to the amount due each clerk. For instance, if the clerk was receiving a salary of \$600 a year, and the profits were enough larger to warrant paying him \$50 additional at the end of the year, this sum was given to him outright and he was told that his salary for the next year would be \$650, if he kept his sales up to the volume of the previous year. If they increased over the previous year another cash prize in proportion to the increase would be given him and his salary for the third year would be increased to the new mark, etc. This furnished an incentive to the clerk to increase his individual business in all possible ways, in order to thereby increase his salary, and among the clerks in the store there was a most natural rivalry to sell as many goods as possible. Some merchants guarantee their clerks a stipulated salary per week and if the sales go beyond a certain amount they pay an additional commission on this excess. This is legitimate and also furnishes an incentive to the clerk to do his best as a salesman.

Employers must be careful not to break faith with their clerks. If they promise a raise in salary at a certain time, they must put the raise in effect, honestly and without equivocation. It is far better not to make such a promise than to make it and then break it. Extreme care should be used in making such promises.

During store hours the clerk should be kept busy always, unless the hours are unusually long ones. By keeping him busy the employer will keep him contented, and when a man is contented he will render better service than when he is pessimistic or a grumbler. If there are no customers in the store, have him arrange the stock or do the little odd jobs that are always necessary.

Do not stamp out the independence of the clerk and make him a mere automaton. Make him believe that you expect him to think for himself and use his brains for the purpose for which they were given him. If he has a good idea that will help your business, do not be so narrow as to discard it or laugh at it. If he comes to you with an idea or a suggestion, give it the attention it deserves and if you adopt it and it proves successful as a part of your store management, give him credit for it and make him appreciate the fact that you are ready to accept advanced ideas. The clerk is in touch with your customers personally and he may arrive at some conclusion or originate some idea from this personal contact that will advance your interests. The clerk is a human being and he has the power of thought. Make his mentality count as well as his talking ability to sell goods.

Have some regard for the rights of the clerk. It is only in the most extreme cases that the man behind the counter has to be treated in a churlish manner or must needs be embarrassed before his customers. Remember that and only reprove him sharply in such extreme cases.

If you treat your clerks in all justice and fairness and reward them properly for their work, you can expect in return the best of service and the highest development of their honor and integrity. If they fail to respond to this treatment, there is only one course open to you: Discharge them.—Commercial Bulletin.

Now's Your "Time"

To Get in Line

A handsome Yale Clock 10½ inches high, relief design in iron. Fancy dial. A good time keeper.



"Tempus Fugit"

For a limited time only one clock goes free with 100 Cigars for \$3.50 net.

Worden Grocer Co.,

Grand Rapids, Mich.



THE PUTNAM CANDY CO.,

GRAND RAPIDS, MICH.

A customer in the Upper Peninsula writes this week:

"You people make a fine line of

Penny Goods

Please ship at once twenty-five boxes, assorted."

'Nuff said!

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

B. W. PUTNAM, President

R. R. BEAN, Secretary

LAWS ABOUT SAVING.

Familiar Landmarks on the Royal Road to Wealth.

Under the title, "The Royal Road," a Chicago bank issues a dainty booklet said to contain "a few suggestions regarding the possibilities of finding a short cut to wealth. "People reading it will discern that the "long but sure way" is advocated; but it makes it none the less interesting:

Some men are always expecting to rise by means of a pull, but while they are looking around for somebody to pull them up, the man on the road is plodding steadily onward and generally reaches the top while the other man is still hunting for the pull.

When you start to do a thing depend on your own efforts and bunch them all on the work in hand.

Some men no sooner make a few dollars' profit in their own business than they want to grow rich quick by investing their profit, through a promoter, in the stock of some big business that they know nothing about. They often grow wiser later.

Keep your own money in your own business or sell out and follow your money.

Some men think that success depends upon the amount of money they make. It certainly is something of a science to make money, but it is more of a science to hold it. A man should be willing to work hard to make money, but should work a great deal harder to avoid losses. It is the losses that cause failures.

It is an achievement to take Spion Kop by storm, but it is a greater one to hold it.

Some men hunt for a short cut to fortune in speculation. Ninety-nine out of every hundred men who start out on this trail are either led over a precipice or into a quagmire by that ignis fatuus, "a sure thing."

Stick to the main road. It is a little winding sometimes and dusty, and may not always be picturesque; but you can't get lost on it, and there is no danger of stepping off the end.

Honest work is the only "sure thing."

Some men never travel farther than around the first bend in the road before they want to try some other road. The time and effort they spend in climbing fences and wading creeks between roads would take them to the end of the road, while they are still afield.

You can't advance fast by moving crossways. Find out what you want to do and then stick to it.

Some men look for fortune in social and secret orders. They expect their growing acquaintance to lift them up, as the incoming tide lifts the fisherman's boat off the sandbar. But they generally spend so much time and money on their club and society affairs that their business suffers more from want of proper attention than they gain outside.

Very few men have ever learned how to ride two horses at once.

Some men no sooner find a profitable market for the limited output of their little shop than they want to form a company with large capital and capacity and send out traveling men into every state at once. To expand their business each year with the last year's profit is too slow. They hate climbing; they want to fly.

Steady growth means strength, in business as in nature. The sturdy oak grows by adding one concentric ring to its trunk each year.

You can tell it by its way-stations: Honesty, Decision, Concentration of Purpose, Industry, Economy, Common Sense. The end station is Success. In the daytime you can see its big gilded dome, and at night its big revolving light. Push ahead; never look backward; follow the way-stations and you'll get there.

In a booklet called, "The Royal Reminder," a companion brochure to "The Royal Road," the following epigrams in regard to a savings bank account are given place among other perhaps equally cogent statements:

The prompt payer can get the lowest prices, and the holder of a savings bank book can always be a prompt payer.

There is something substantial about a man who has money in the bank at interest; he has a feeling of security and independence which has to be felt to be understood.

If more people knew how the first two or three entries in a savings bank book help and stimulate the owner to make additions, until the habit of regular saving becomes a thing of pleasure as well as of prudence, less people would be caught out in the wet when the inevitable "rainy day" comes.

Public charity would be reduced to a minimum if every man learned the lesson that you have to save while you are earning if you want to spend when you are not earning.

The matter of living within your income, and laying by something at interest for the future, is a matter of common sense and backbone. If you have common sense enough you will see the point of providing for the future while you are able, and not leaving this provision to the uncertain outcome of your future business. You can do this if you have backbone enough; and if you haven't then the man who has gets your money.

An increasing savings bank account is an increasing margin of protection against any decline in your fortunes.

The man with the savings book is receiving interest and naturally feels more comfortable and independent than the man who has to pay interest.

The savings depositor is a great factor in the development of a country, for it is his money that the banker loans out to build homes, factories, railroads, water works and other improvements.

If you happen to make a good fee or commission, or obtain a raise in your wages or salary, it isn't necessary to go right out and buy a horse and buggy; or if you happen to have had a successful year in business you needn't put all your profits into a big house. Such a course may do for a man who is willing to trust to luck, or to a rich and kind-hearted father-in-law; but you should reflect that "one swallow does not make a spring"—there may be some late frosts.

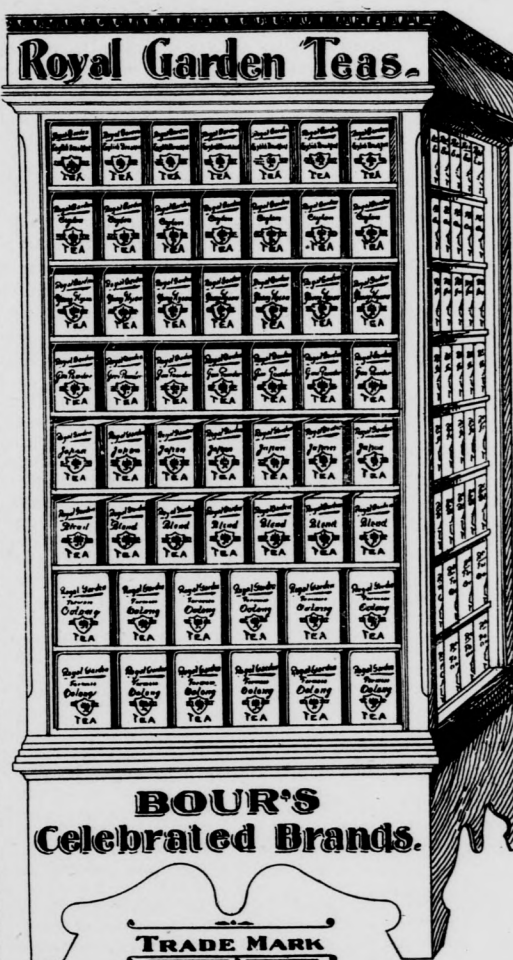
One of the most useful and difficult lessons to learn is always to keep your balance. Nothing steadies a man better than a savings account, growing by regular weekly deposits and semi-annual interest.

Not Satisfactory.

"I'm goin' to leave, mum," announced the housemaid to her mistress. "Why, I've been doing half your work myself in order to induce you to stay," replied the lady. "Isn't that enough?"

"Yes'm," answered the girl. "But your half of it ain't done to suit me."

The average girl finds it much easier to get married than to keep house.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

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

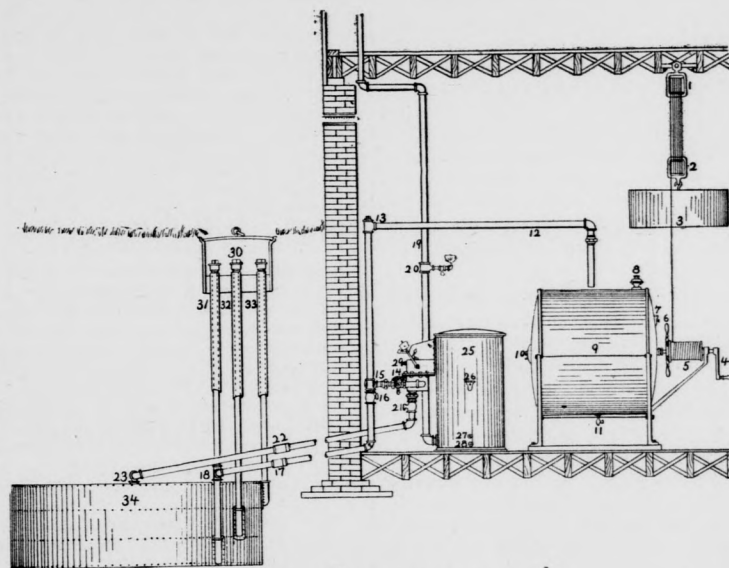
Retailed at 50c, 75c, and \$1 per lb.

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

Write for particulars.

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

Michigan Gas Machine and Mixing Regulator



MANUFACTURED ONLY BY

Michigan Brick & Tile Machine Co.

MORENCI, MICH.

If you want the best and cheapest light on earth write for descriptive circulars. This machine is specially desirable for store lighting.

Shoes and Rubbers

Are Your Clerks Cultivated?—Women Salesmen.

Did you ever notice the extent some traveling men go to in order to cultivate the sociable side of one or two of your clerks? If so, did you ever notice the faculty for concentration and the tendency for "push" inherent in those one or two clerks, which is not the case with the rest of your clerks? Those one or two clerks, mind you, are superior to all the rest of your clerks. And the traveling man sees it. And he bids for future orders by cultivating them. He knows that things change and buyers also. He knows it will pay him, if he desires to keep his shoes in that store, to look carefully after the embryo buyer. What is the result? Well, some sweet day, when there's a change and a clerk is promoted to the desirable position of buyer, why, then he stands in with the new buyer. That's all.

I recall an instance. In a large store in a neighboring city there had been a change. The new buyer had been but a clerk the day before. The store that morning of the change was comfortably filled with jobbers and manufacturers and knights of the grip on commission, who had heard of the change and thought it a good season now to cultivate the new buyer. They hadn't thought of cultivating him before—except one slim fellow, who was selling on a salary and wore glasses and parted his hair near the middle—just like the new buyer. Did you ever notice what an affinity there seems to be between men whose method of dress, combing of hair, wearing of whiskers, etc., are pretty much alike? Well, this slim traveler and this new buyer dressed much the same. Furthermore, the slim traveler had cultivated the new buyer ever since he had first begun selling shoes to that store, and that was about three and a half years. He had actually made it a point on every visit to single out the present new buyer from all the other clerks and to shake hands with him and tell him something in the way of a side-splitting chestnut. The result was that on this particular morning the half dozen jobbers and half dozen manufacturers and six ordinary travelers closed their grips and walked out without an order and without the promise of one, while the slim fellow who had thought and seen and planned three and a half years into the future pocketed an order and was assured of another order on his next visit.

I suppose you receive your usual quota of visits from the bright advertising men of your town. I presume they tell you so much about the best way to advertise, until you think now you know all about it. Yet you can not learn too much from them about advertising. If you are too busy with other things to attend to your advertising yourself, the more you learn about advertising and its methods and results from these men, the better you will be able to judge the results of your advertising.

I have found in the interior of Pennsylvania that the shoe stores there usually have a girl or two to wait on customers. I don't find this the case so much in Philadelphia, or in towns a few miles outside that city. And I have often wondered why. Why are so many of the clerks here men? Surely it is in order for the retailers hereabouts to take a lesson from some of the large stores

in the interior of Pennsylvania which employ girls to fit women's feet. I have asked several women which they preferred, men or girls, and each one has said she would rather have the girl clerk. One said she always went to So-and-So's because they had girl clerks. I don't think I need say any more.—Progress in Shoe and Leather Facts.

New Rubber Producing District.

In connection with the rubber industry the name Para has become a synonym, so closely allied has the city's name been connected with that feature of the world's productions; but a change is coming, a new name is getting to be almost as well known as that of Para, and Manaos rubber is fast taking its place among those who use the product.

There is considerable rivalry between the people of Manaos and those of Para, and those of the former place entertain the hope that it may outstrip the latter. Manaos is situated in the State of Amazonas, Brazil, a territory as large as the New England and Middle States combined. With a view of increasing the business of its principal city, regulations have been passed requiring all rubber gathered in the State, which is the largest rubber-producing district in the world, to be handled and prepared for shipment in Manaos.

The growth of the place in recent years would put some of our own cities to shame, for in the past eight years there has been an increase in its population from 20,000 to 53,000. Fifty years ago there was no place of this name, and Amazonas was but a district of Para, with its principal town, Barra, where Manaos now stands. At that time Barra had fewer than 4,000 inhabitants, and was visited by Lieutenant W. L. Herndon, of the U. S. Navy, when he, under the direction of the U. S. Government, made an exploration of this vast territory, but failed to find any indication of rubber gathering.

The wonderful growth of the place since then is all due to the discovery of rubber in quantities sufficiently large to make it worth while to ship, and now that it has become such an important item in the district's production, it is likely that future developments will be greater than the past.

Heretofore, rubber gathering in Brazil has been conducted in a haphazard way, but of late there have been many improvements made, not only in the gathering, but in the preparing for market and shipment. One principal feature of the new order of things is the placing of the rubber lands under private control, and a more systematic and economical method of gathering has been instituted, with the result that in the future supplies will be more certain and regular, with consequently lower and more stable prices.

Care of Patent Leather.

Recently, while the writer was talking with a manager of a shoe store, he noticed a woman's patent leather shoe which was damaged on the toe by nothing else than some careless person, who had probably a few days previous shown it to a customer, and afterward placed it back in the carton without taking the trouble to see that a cotton or silk paper-wrapper was between the two shoes. By his carelessness a pair of \$3.50 shoes were ruined and will have to be sacrificed.

Shoe men must remember that patent leather is a most delicate article and demands more attention than any other leather. Care should be taken to have the two surfaces never meet. A cotton or silk paper-wrapper should always be between them, as the enamel is bound to paste to any object which contains moisture, and when taken apart it is sure to be injured. Leather houses where patent leather is sold place silk paper on the leather before it is rolled.

Whisky is evidently a nonconductor. It never conducts wealth into a man's pocket, happiness into his home or respectability to his character.

A Bank Account



No. 4016
Women's Dongola one strap turned opera slipper. 2½ to 7. \$1.00.

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.

EDWARDS-STANWOOD SHOE CO.,

Monroe and Franklin Streets, Chicago, Ill.

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.



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

Abandoned the Plan of Hiring Female Drummers.

Woman, fair woman, is invading the realm of business, and it really seems as though we should have to look up men slaveys to do our cooking and washing if this thing keeps on. The female drummer has ceased to be a novelty. From all accounts I have not yet heard that she has invaded the shoe business to any serious extent, still it may come, alas, any day when the old war horses, whose faces we have known for years and who have visited the retail trade spring and fall every year for a decade or two, will be laid upon the shelf and their places taken by more (or less) beautiful females who will attempt to induce shoe retailers to place large orders with them. From what I have heard of the invasion of other trades by these petticoated salesmen I should judge that the change is not exactly agreeable to many retailers, who, although they may have a naturally high respect for the sex, and who are invariably courteous in their treatment of them when in society, are loath to see them mingling in business matters.

It was only the other day that a merchant in another line of business told me of a case where a firm had failed to sell him a bill of goods, the said retailer being very well satisfied to continue trading with the manufacturers who had served him well for several years. For four successive trips the representative of the rival house called and endeavored to have him place an order, but without success, but last fall a change came over the spirit of his dreams when there marched into his store a trig young woman, dressed in the height of fashion, straight front corsets, L'Aiglon dingle-dangles, and all the rest of the latest ideas. Following her was a hotel porter with two big grips looking like sample cases. It did not take long to find out that the woman represented the firm whose drummer of the male persuasion had been unable to secure an order during the previous seasons, for the woman with the volubility for which her sex is noted opened fire and took the merchant's breath away with the torrent of her praise of the goods.

The dealer was at first courteous and considerate, but firm in his previously announced position that he was well satisfied with the firms with whom he was dealing and did not wish to see the samples. But that made no difference, and for three solid hours that woman talked, wheedled and cajoled in endeavoring to place an order for those goods. The man's patience had deserted him and when the lady commercial ventured to remark, "You don't seem really to like lady drummers," he was hasty enough to give her a most forcible negative, at the same time consigning the entire tribe of female salesmen to the old-fashioned orthodox locality of eternal punishment. It was not a gentlemanly remark. He was not in the habit of saying such things, and he was naturally courteous to women, but he claimed afterwards that he lost his temper under the unusual provocation.

The drummer did not sell the goods and this dealer told me that the change in the policy of the firm in hiring female drummers was abandoned before the saleswoman had reached the further point of her outward trip, and long before the return route was entered upon there was a telegram calling her back to the factory and she was given a liberal check for the remainder of the term for which she had been engaged and allowed

to seek some other and perhaps more feminine field of industry.—Geo. E. B. Putnam in Boot and Shoe Recorder.

Folly of Disturbing Clerks While Making a Sale.

It is very annoying to a clerk to have a superior look over his shoulder and make suggestions as to the style of shoe he should try on the customer. No one knows as well as the man fitting the shoes the desires of the customer or what style of shoe will fit the foot the best—if the clerk is a shoe salesman. If he is not a shoe salesman, take him off the floor and hire a man who will attend to your business properly.

A case came up recently in a large New York store where the manager, in order to assert his authority, made suggestions to the clerk as to what shoe he should try on the customer's foot. The result was that the customer became very much embarrassed, the clerk also, and he was unable to do justice to his employer, all because of this interruption. Happening to know the customer who was being fitted, she informed the writer that she would never enter that store again, because they did not keep good shoe clerks in attendance and she did not intend to have any one experiment with her feet to learn the business. There are few, if any, better shoe clerks in the city of New York than the man who was waiting on this customer, but the interruption of the manager so disconcerted him that he was unable to do himself justice in the sale.

If you have any suggestions to make to your clerks, make them after the customer has left the store. Observations are all right, but they should also be made from a distance. You can never tell what will annoy a customer, and it is necessary for you at all times to take his or her wishes into consideration. If you are desirous of becoming better acquainted with your customer than your own personal observation on the floor will permit, ask the clerk to call you forward and introduce you; then you are on a plane of equality. You may, if you desire, with propriety, sit on the settee, converse with the customer and even make suggestions as to what style of shoe should be worn by the customer. This is most pleasing to buyers. It shows an interest in the trade and there is no customer who would object to it. You will find in future sales it is a great benefit. Very often a customer becomes peevish and irritable, so that no matter how well acquainted the clerk may be with her, it is necessary for her to be spoken to by some one other than the clerk in order to satisfy her. This will be of assistance in making future adjustments, as a personal acquaintance with customers, even although it be a business one, allows you to treat them with more freedom than you otherwise could expect to. They will also have more confidence in you.—Shoe Retailer.

Had Heard of One.

A lecturer in Hastings enquired dramatically: "Can any one in this room tell me of a perfect man?"

There was a dead silence.

"Has any one," he continued, "heard of a perfect woman?"

Then a patient looking little woman rose up at the back of the room and answered:

"There was one. I've often heard of her, but she's dead now. She was my husband's first wife."

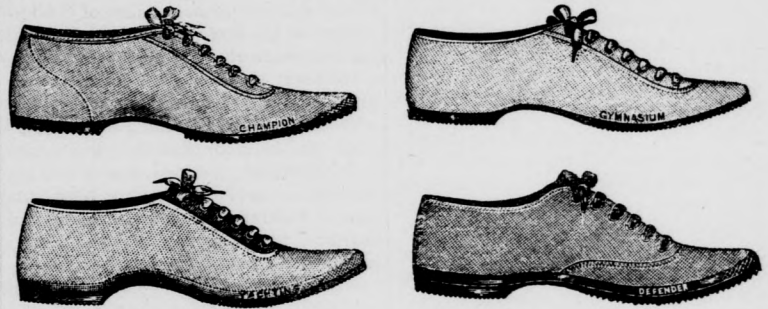
In Dakota.

Divorce Lawyer—What is the cause, madam?

Client—I have been married two years.

==Tennis, Yachting and Gymnasium Shoes==

With Rubber Soles



A. H. KRUM & CO., 161-163 Jefferson Ave., Detroit, Mich.

Price lists sent on application Headquarters for Rubber Boots and Shoes.

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 35-10-10-5-5 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

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.



Village Improvement

What One Massachusetts Town Has Accomplished.

Changed conditions have made it almost an imperative business necessity that something be done, and that quickly, to make villages and village life more attractive. For years social economists have voiced their fears that the end of the twentieth century would see all our population living in towns—that men would go to their farms in the morning as to an office, returning to town in the evening. Great things have been predicted for America's future when this should come to pass.

The usual futility of speculating upon the far distant future is proved in this case. Statisticians tell us that the cityward tide is about at a standstill, while a marked change in public sentiment towards country living is apparent. Formerly, when a man in a small town acquired a competence by good business habits, he grew restless for larger worlds to conquer, and would remove to a larger town or city. He knew that shrewdness is recognized the world over, and did not fear the competition of the city. He knew, too, that if he did not go, his sons and daughters would, just as fast as they could. He did not blame them. Educated at good schools, with tastes beyond the means of the village to gratify, why should they stay? The consequence has been that the best, most enterprising blood of village life has gone to build up the cities.

The persons who have thus changed their places of residence have gained, by the removal, music, art, libraries, social intercourse that satisfies, and the self-respect which comes from living where life moves in an orderly way. The grass and trees are kept trimmed to a decorous neatness. The parks are gay, the people who throng them are gay, too; their clothes fit and are worn with the air which marks so distinctly the urban from the suburban, and our former villager is very complacent over his escape from the dreary, ill-kept village, where not one dollar could be raised towards improvements for the general good, and property owners would neither keep fences up nor weeds down.

What then, you ask, has brought about the change in sentiment towards country living? There are numerous reasons which partly account for it; chief of which are foreign travel, illustrated books of travel, cheap magazines, summer visitors, and electric railways, while the bicycle has done its full share in the good work. The annual outpouring of Americans to Europe has been productive of great good in that the returned travelers bring home a wholesome discontent with the dreary villages and bad roads of their own country. When we contemplate a trip to England, is it not thoughts of the quaint, well-kept villages of song and story that constitute one of the allurements of the journey? Think you our villagers life is of a type to attract the people of Europe to visit us? On the contrary, the visitor to our shores has never failed to comment most unpleasantly upon the lack of beauty and cheerfulness in these respects.

The summer visitors, with their multifarious demands, and their shocked speech and manner at the lack of ordinary household conveniences and beauty, have changed hundreds of towns for the better. Indeed, I have some-

where read that a sharp remark made by a summer visitor because of the unhygienic and unlovely condition of Stockbridge, Mass., overheard by a resident, was the primary cause of the formation of the first village improvement association in the United States.

In 1853 Mrs. J. Z. Goodrich, then Miss Mary Gross Hopkins, after great effort succeeded in forming an association. In the more than forty-five years of its existence, the members of this organization have held to the high purpose of making their town beautiful and healthful, and have kept alive all historical associations of the place. Stockbridge is an old village as ages go in America. Its original charter, granted in 1737, is carefully preserved; but white men had been there long before, as missionaries to the Indians. Situated in the beautiful Berkshire region of Massachusetts, part of the famous Lenox neighborhood pays its taxes in Stockbridge.

When the first village improvement society was formed it had all the ordinary evils common to villages to combat; muddy, uneven streets, absence of decent sidewalks, shabby, ill-kept fences, weeds and all the other abominations with which, alas, we are all too familiar, were present. Municipal pride once aroused, rapid progress was made. The first year one thousand dollars was raised and over four hundred trees were planted. Gradually, as means afforded, the streets were drained and graded, people were persuaded to take down their fences, decent sidewalks were laid, and a proper system of lighting and watering the village was provided. All of this work was aided and abetted by the town council. The society has paid half the cost of erecting a pretty railway station, and half the cost of adding an acre and a half to the station grounds, which are planted in trees, flowers and shrubbery. In such a place, who would grumble if the train were a few minutes late?

Down the village street an unbewn monolith of granite was erected on the site of the old Indian burial ground. At the foot of the shaft a huge boulder bears an inscription to "The Friends of our Fathers." As early as 1834 the well-known Sedgwick family gave to the trustees a laurel and oak-crowned eminence as a pleasure ground for the people. This ground has since been transferred to the care of the Laurel Hill Village Improvement Society of Stockbridge. Paths have been made, the grounds kept in order, and it is on this hill the annual reunions of the association take place.

Stockbridge has been rich in eminent sons. This was the native place of the famous Field family, and most generously have they remembered their old home. David Dudley Field presented the village with a beautiful chime and clock tower. In his will Mr. Field left \$5,000, the income of which was to be divided between funds to keep the cemetery in order and to pay for ringing the chimes. Cyrus W. Field gave \$10,000 for a park, and just before his death gave fifty-eight acres of land, including a beautiful glen, for public use.

The village has a beautiful library, supported out of the public funds. In front of the library is an antique drinking fountain. Within the building is the table at which Jonathan Edwards wrote his treatise on "The Freedom of the Will." Jonathan Edwards was one of the early missionaries sent to the Stockbridge Indians, and was afterwards

The Magic Hose Mender

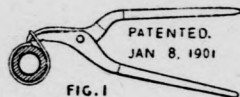


FIG. 1

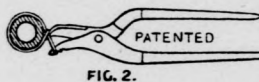


FIG. 2

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.

A. B. KNOWLSON,

—Wholesale—

Portland Cement, Lime, Land Plaster, Stucco, Fire Brick,
AND ALL KINDS OF BUILDING MATERIAL.

Write for delivered prices.

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GRAND RAPIDS, MICH.

Awnings, Tents, Flags

Order your Awnings before it gets hot.

TENTS TO RENT

Stack binder and thresher covers, horse and wagon covers. We make everything made of canvas.

THE M. I.
WILCOX CO.

210 TO 216 WATER STREET, TOLEDO, OHIO



Roast Your Own Coffee



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

Perfection Coffee Roaster

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

Milwaukee Gas Stove
and Roaster Co.

Milwaukee, Wis.

a pastor, and lived there until his call to the presidency of Princeton College. His descendants have erected a fine monument to his memory.

Stockbridge erected the second soldiers' monument in the State to the memory of her men who fell in the Civil War, and has similarly commemorated her heroes of the Revolution. Among the wise provisions of the village is a casino, where the social side of the town life gathers, and it would seem that municipal pride and the people have left nothing undone to make their village attractive.

I wish I might quote entire a little pamphlet which gives the history of the origin of the society and its constitution, but space forbids. The officers of the association consist of a "President, four Vice-Presidents, a Secretary, a Treasurer and an Executive Committee, part of which shall be ladies." The President, Vice-Presidents, Treasurer and Secretary are all members ex-officio of the Executive Committee.

This Executive Committee is given full power to hire laborers, make contracts, and expend the money of the society. It is empowered to offer premiums for planting and protecting trees and other improvements; but no debt may be contracted for beyond the amount of its available means. The avowed object of the association is "To improve and ornament the streets and public grounds of Stockbridge by planting and cultivating trees, cleaning and repairing sidewalks, and doing such other acts as shall tend to improve and beautify the village."

Another article of the constitution provides that "Any person over fourteen years of age who shall have planted

or protected a tree under the direction of the Executive Committee, or shall have paid into the association one dollar or its equivalent in labor, shall be qualified for membership." Any child under fourteen can become a member by paying twenty-five cents or its equivalent in labor. The payment of ten dollars annually for three years or twenty-five dollars down entitles one to a life membership.

Stockbridge has been much blessed in having citizens of a high order of culture and intelligence. These alone would have made the village famous, but when to these virtues is added the uncommon beauty of her village, it has resulted in fame on two continents.

Whether the work of this association in beautifying the town had anything to do with the choice of the Lenox neighborhood I do not know, but certainly if the village near this beautiful region had been the usual untidy, scrambling collection of houses, men of wealth would have hesitated before building homes palace-like in size and splendor in a neighborhood where they would be obliged to have such an eyesore constantly before them.

If this be so, then, aside from all personal satisfaction in dwelling in the midst of beauty and order, the Laurel Hill Village Improvement Society was the best investment of a small amount of money a village ever made, for the advent of these millionaires has raised the value of property fabulously. I have not enumerated half the charms of Stockbridge and have told but a tithe of the work done by the society for improvement. Much energy and liberality are necessary to make an association as lasting and beneficial as that of Stock-

bridge, yet there is not a town and village in the land but can mend its streets and walks, make the fences tidy, keep down the weeds and plant trees and flowers.

The grinding crush of city life is sending more people to the small towns to live, where nerves can rest and people live more rational lives. In a few years the electric railways will web every desirable road in the country, and more and more people will build homes in desirable neighborhoods. Will your village attract these people?

Jessie M. Good.

Clever Aphorisms From "Her Majesty the King."

Be diligent in keeping your accounts. It is better to charge an item twice than to forget to charge it at all. This is the true principle of double entry.

Boast not of your wealth; but let humility curb your tongue when the assessor cometh around.

Do not judge a customer by the clothes he wears; he may not have paid for them. Be courteous to all men. The humblest of your neighbors may sit upon your jury one day.

Time is money. Every second saved at your mid-day lunch means so many dollars by and by for your family physician.

Be not angry with your creditors, if they importune you. It is nobler to forgive and forget them.

"Three removes are as bad as a fire;" but that depends largely on how you stand with the underwriters.

There are two ways of missing the miseries of matrimony: one is by not getting married, the other by not being born. Yet no man knoweth what true happiness is until he getteth married;

but then is the knowledge rather sweet memory than a new boon.

A bird on toast is worth two on a bonnet.

The free lunch is for the thirsty, not for the hungry.

The man who can invent a good working substitute for honesty has yet to be invented himself.

The hardest thing to find is an honest partner for a swindle.

It hath been said of the son of the desert, "Lo! he hath sand;" but what availeth a whole Sahara and no sugar to blend therewith? Or who that hath a river before his door, and never a cow in his barn, shall grow rich in the milk business?

Marry not any woman out of gratitude, lest perchance she come in time to wonder where the reward cometh in.

Matrimony is a state into which none but the wise should enter, and they do not. It is better to have loved and lost than never to have lost at all.

Love not a woman for her riches; but, having first the riches, thou shalt learn in time to love her for their sake.

Concerning truth: Do not believe all that you hear or see—not even in the newspapers. Advertisers are human and liable to err.

Love thyself; so shall thy affection be returned.

Pay as you go, but not if you intend going for good.

In selling goods by sample, let the sample be at least as good as the bulk of the merchandise.

It is very lucky to find a horseshoe, if there be a horse attached; but unlucky, if the owner be about.

James Jeffrey Roche.

Wedlock often turns out to be a padlock.

Grocers Will Please Commit to Memory

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

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

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

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

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

Poultry

Peculiarities Pertaining to the Handling of Poultry.

"Some queer things happen in the poultry business," said a big receiver. "The other day we sold a man some poultry and the next day or two he came in our store and said he couldn't use it because it was moldy. I offered to bet him \$200 to \$100 that the poultry he bought from us was not moldy, but he wouldn't bet. You see he found he couldn't find demand for the poultry at a price he was willing to sell it and wanted to throw it back onto us. We couldn't see it that way."

* * *

Another dealer tells the following story: "About a year ago a man shipped us some poultry and drew on us for more money than the poultry would bring. We wired him to reduce the amount of his draft and we would accept. He did so and we paid him about three-fourths value of the goods. He then wired us to get a certain price for the stock or store it. Well, the poultry was moldy, evidently having been held some time, and we knew the shipper could never get the price he asked for it and if we put it in the freezer we probably would not have gotten enough out of the stock when we did sell it to reimburse us for money advanced, so we sold it, making a good sale, and sent the shipper the balance due him. He got mad because we didn't hold the poultry and made a claim on us for the difference between what we got for him and what he would have secured had we sold at his figure. We never paid the claim."

* * *

"The large quantity of frozen poultry in storage, some of which is being placed on the market, is having a depreciable effect on the price of fresh stock," said a receiver the other day. "You see this lot of frozen turkeys. Well, they are of fair quality and I sold some of them at 8c this morning. Including storage charges the owner of the turkeys lost about \$5 per barrel. There is so much frozen poultry that must be marketed that I look for even a lower range of values than we have now, and we are lower than at this time a year ago."

* * *

"Do you know why the big steamship companies most always get heavy fowls?" asked a receiver. "Well, I will tell you. They send us an order for so many pounds of poultry without, as a rule, specifying weight of the fowls and we naturally give them the heavy ones. But there is no harm in so doing. The heavy fowls cut to advantage where there are so many to serve. You can get more meat from a 7@8 lb. fowl than you can from two 3½ or 4 lb. birds."

* * *

I have frequently pointed out in these columns how much better the results would be if shippers and packers would select their stock more closely and discontinue the practice of mixing culls, large and small fowls. Dealers here point out that nine out of every ten shippers would make more money if they would not send their shipments here packed so indifferently. It may seem to some that this matter of packing poultry is of little importance, but one day's visit on the New York poultry market, or any large market for that matter, would quickly dispel any such thought. As one man put it, "close, selected, care-

fully packed poultry makes a mark," and every experienced poultry packer or shipper knows what that means. When a receiver is obliged to examine a lot of poultry to see what it is before he dare offer it for sale he finds it much more difficult to dispose of such quickly and to best advantage; but when he receives stock that is properly packed and marked he can and will nearly every time sell it without examining it very closely if at all; and what is more, the man who ships the poultry establishes a reputation for his goods with the buyer or buyers and they look for the mark, frequently paying a good price in order to secure it. I have heard shippers say that they get just as much money for their poultry whether they mix the stock or not, but I can't believe it. There are times, perhaps, when the difference in prices received would not be very marked, but the average yearly price on goods selected and carefully packed and marked will be greater than if they were mixed.

* * *

Pick out a commission house you have confidence in and consign your poultry to it. Don't jump around first to one, then to another. It doesn't pay to juggle your business in such a manner. Give a house a fair trial, be honest in your statements to them, ship your poultry in the manner they instruct you to and they will give you the best of service. By consigning your stock regularly to one firm, it works out in a regular channel at full value. In other words the receiver relies on your mark of goods arriving regularly and secures a buyer to take it every week, provided of course the stock is of required quality and properly packed.—N. Y. Produce Review.

Raising Poor Poultry Poor Policy.

"I raise poultry for market," said a farmer to a representative of Commercial Poultry, "and don't have any use for pure-bred stock."

That man was laboring under the very common mistake that the man who breeds poultry for marketing purposes does not need to pay any attention to the kind of stock he keeps. There are several reasons why every poultry breeder should keep pure-bred stock. The first one is that it is more profitable because it has been bred to make the best use of the feed it consumes. The Asiatic class makes size as well as eggs from the feed given them. The American class makes size and eggs, being of medium size and good layers. The non-setting classes do not make much size, but they make up for this in the number of eggs they produce. Scrub stock makes neither size nor eggs enough to yield the best results.

Another reason is that the breeder who offers for sale a lot of poultry uniform in size and color of skin will get a better price for it than he would for a lot of all sizes and colors, and to get this uniformity he must have pure-bred stock.

Here comes another reason that is not often considered. The man who breeds good standard poultry, no matter how quietly he does this, will find that there is a steady demand for such stock for breeding purposes, and this demand will increase as the time goes on. Two years ago we were passing a farm not far from Topeka, Kansas, and noticed about the barnyard some very good Plymouth Rocks. We stopped and were looking at them when the owner came

out and we began to ask about his birds.

"I might just as well keep good ones," he said, "as scrubs. It doesn't cost any more to feed 'em, and they lay more eggs and bring more when I want to sell 'em. Besides that I sell every one that is anyways good to farmers who want to improve their stock."

"Do you get big prices?" we asked. "No, not particularly," he answered, "if you count prices the way the fancy breeders do. I never get less than a dollar for a cockerel, and most of them I get two dollars for. Hens and pullets I sell for about the same prices. I never sell a poor bird for a breeder, and I get two or three times the market price for all I sell for that purpose, so my Rocks bring in a tolerably comfortable bit of money in a year."

That man did not call himself a fancier. He was a farmer who liked chickens because they made money for him. He had discovered the way to make his flock most profitable and still not interfere with his regular work.

All over the country are farmers who get long prices for stock because they pay particular attention to their poultry and take pride in having the best. The farmers of the country are waking up to the fact that a "chicken crank" may be engaged in a fairly profitable business, and the better perception they have of this fact the greater will be the interest in the standard poultry and the greater will be the profits of poultry breeding.

An Incurable Complaint.

"The doctor says there's one complaint he can't cure."
"What's that?"
"The one his patients make about their bills."

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.

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.

J. W. Keys

General Produce and Commission
Merchant,

Detroit, Mich.

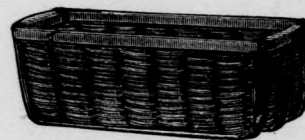
I want your consignments of

Butter, Eggs, Poultry.

Correspondence solicited. Please investigate. Send for weekly quotations.

References: City Savings Bank,
Commercial Agencies.

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

HELP FOR THE SHOP GIRL.

Her Workaday Life Made Easier In Several Ways.
From the New York Sun.

The girl behind the counter doesn't languish on account of lack of attention. When she isn't being monologued about she is being caricatured in the comic weeklies. When she isn't being sketched in vaudeville she is being wept over by philanthropists.

The world halts between two opinions of her. Women, for instance, call heaven to witness that they are sorry for her. The next minute they are so angry at her that they could bite nails. They are sorry for her in the aggregate, but when it comes to certain concrete specimens of her they would like to choke her with her own gum.

Taking her in the aggregate, however, everybody will be glad to know that her workaday life is being gradually eased up a bit. The object of this article is to tell of some of the improved conditions which have slowly crept into the shop girl's life.

In most of the department stores there are what are called employees' associations to which every employee belongs, whether he chooses to or not. One of these will serve as an example of the rest, although this one has been enlarged and carried further than the others. Here is a concise statement issued by the association to its members showing its objects:

"How We Spend Your Money."

"In payment of weekly benefits to sick or disabled employees.

"In payment of death claims or respectable interment of deceased employees.

"In providing a physician in constant attendance.

"In payment of all prescriptions given by this physician.

"In providing a local ward with maids in attendance for indisposed employees.

"In providing an arrangement with the New York Hospital for emergencies.

"In defraying expenses of convalescent or indisposed employees at our private sanitarium near Waldwick, N. J., open all the year round.

"In providing a fund from which are dispensed innumerable charity donations to unfortunate members, and from which, in cases of emergency, loans are made without interest, being paid back in small weekly installments.

"To create an oasis of rest in the desert of toil is a work worthy of any association."

In this particular association the members, which is to say, the employees of the store, are divided into four sections—those receiving \$2.50 or less a week, those receiving from \$2.51 to \$5 a week, those receiving \$5.01 to \$9.99 and those receiving \$10 and upward. The first Section pays a regular assessment of 10 cents a month, the second pays 20 cents, the third 30 cents and the fourth 40 cents.

A sick benefit of \$5 a week is paid for six weeks in a year, if necessary, to those receiving a salary of \$10 or more a week. Employees receiving salaries under \$10 a week get a benefit of half their regular salary for a period of not more than six weeks in one year. In case of the death of a member of Section 3 or 4 the Treasurer pays the legal representatives of the deceased the sum of \$100. On the death of a member of Section 1 or 2 a benefit of \$50 is paid to the heirs.

This association looks after the burial of the deceased members, the Treasurer occupying himself personally with the matter if the family wants him to and securing special rates, often as low as one-third of the first price asked by the undertaker.

There is a physician in attendance in

the store during certain hours of the day and every employee is free to consult him. He says he receives visits from about seventy of them every day. Like the three men who went on a vacation in a boat, these people have everything but housemaids' knee, and they may have even that by another name. When it is necessary the doctor prescribes for them and the prescription is filled and paid for by the association.

In cases of accident or acute illness employees are sent to the hospital and placed under special care. In the store itself there is a room adjoining the doctor's office where couches are provided and where any employee can be cared for by a colored maid who is in constant attendance.

The sanitarium at Waldwick is the special pride of the association. It is a big farm house where thirty boarders can be accommodated at once. It stands on top of Mount Pleasant, surrounded by a hundred acres of fields and orchards all belonging to the place. It is owned by a man and his wife, who are pretty nearly the most popular persons in the country among the employees of the store.

These employees are sent down at any time, winter or summer, when the doctor says they need the rest and change and the association pays the bill. By arrangement with the farmer, who also has a livery stable in Waldwick, the people from the store are to have three afternoons a week of driving wherever they want to go.

One girl who spent two weeks down there this winter gained twelve pounds during her stay and came back to work as fit as a fiddle. The association paid for 242 weeks' board at the sanitarium last year. In addition to this a great many of the employees spent their vacation there in the summer, receiving the rate which is made to the association.

Speaking of summer vacations, that is another drop of comfort in the shop girl's life. Gradually the department stores are coming into line and giving one or two weeks' vacation with pay to all their employees. One of the best-known stores in town did not make this concession until last summer, but it finally yielded to the demands of public sentiment, as it was manifested, for instance, throughout the Consumers' League.

In one of the well-known stores the salespeople receive a percentage of all sales made in the month of December. These percentages are paid to them on Feb. 1, and even if a girl is taken on only for the holidays and discharged immediately after Christmas, she can come around on Feb. 1 and get her percentage. One girl received \$125 for the last December's work.

The noon hour has also become what the storekeeper calls "an oasis of rest in a desert of toil." The law now requires a respite of at least forty-five minutes for luncheon. At least one of the stores of its own accord gives its employees an hour. Most of the stores are putting in improved lunch rooms for employees, where they can get a luncheon at a nominal cost or can eat what they bring.

Many of the establishments are adding a sitting room for the girls so that they may have some place to go when the weather is too bad for them to go out on the street or when they are tired and want to rest. This extra room is necessary because the luncheon room must be filled over and over again, one set of girls coming as soon as another has finished.

There is a girls' club in one department store. It has 250 members and occupies pleasant club rooms which are provided by the firm. This firm also provides a restaurant and smoking room for its salesmen and clerks. The girls' club has classes in dancing, singing and

dressmaking and gives entertainments now and then, the firm giving the use of its large public restaurant for these gala occasions.

The benefit association described above does not pay all its expenses by means of the assessments. These in fact amount to only about one-third the amount spent. For instance, the year's report showed that more than \$20,000 was spent for the members, while the assessments, or dues, brought in only about \$8,000. The balance was raised by giving a public entertainment, the members of the firm paying high prices for the boxes and in other ways contributing money.

In at least one store, a third of the employees are allowed to go home at 4 o'clock in stormy weather. The manager says that it is partly generosity and partly business policy which makes him send them home.

"Why shouldn't I let them go?" he said. "There isn't anything for them to do here and they would a good deal better go home and rest than stand around doing nothing but getting tired. They'll be enough better able to work the next day to pay me for the slight indulgence."

So, although the shop girl's life is not exactly "one grand sweet song" just yet, nevertheless it seems to be losing some of its discords and its five-finger-exercise qualities.

Kept Pace With Developments.

The Old Man—Your love for my daughter seems to have grown very fast since you found out I was worth so much money."

The Young Man (admirably)—No faster, sir, than the subject warranted.

GRANITE



The best plastering material in the world, combining

HARDNESS, TOUGHNESS and DURABILITY.

Ready for immediate use by adding water.

• OFFICE AND WORKS:

West Fulton and L. S. & M. S. R. R.

Gypsum Products Mfg. Co.,

MANUFACTURERS AND DEALERS IN

Calcined Plaster, Land Plaster, Bug Compound, etc.

Mill and Warehouse: 200 South Front Street. Office: Room 20, Powers' Opera House Block.

Grand Rapids, Michigan.

An enterprising agent wanted in every town. Send for circular with references.

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.

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 HUNDRED DOLLARS

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.

Reference, Home Savings Bank, Detroit.

We solicit your shipments of Fresh Eggs and Dairy Butter.

F. J. SCHAFER & CO.
FRUIT AND PRODUCE 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.

Butter and Eggs

Observations by a Gotham Egg Man.

A short time ago a car of Western firsts, storage packed, was sold on 'Change and failed to pass inspection. Last week a car came from the West on a contract for storage packed eggs that was rejected by the buyer and proved on official inspection decidedly below the requirements of the rule. I notice in many of the stores eggs coming in as "storage packed" which are not at all up to the requirements of the rules, and which can not be sold above the ruling price of regular packed Western firsts. Shippers should clearly understand the requirements for "storage packed" eggs and the state of our market for these and for the so-called regular packings so as to avoid misunderstandings. The object of instituting a grade of "storage packed" eggs under the rule on 'Change is plain. Buyers who purchase stock to put away in refrigerator must have reasonable protection and a reasonable standard. No one wants to store eggs for a long hold which have many cracked or checked eggs in them, consequently the rule provides that storage packed firsts can not contain more than 18 or extras more than 12 checked eggs to the case. This seems a perfectly reasonable requirement. And to make assurance doubly sure as to freedom from damage in transit it is required that storage packed eggs must be in No. 1 or medium fillers. It is true that many eggs are stored when packed in lighter fillers, but it is certainly dangerous for a buyer to put goods away for a long hold when they have been shipped in from the West in light fillers and the requirement seems perfectly reasonable. It is also reasonable to demand that storage packed must have flats top and bottom, sweet, dry excelsior or cork packing and be in new white wood 30 doz. cases. As to grading of the goods the rule provides no difference between storage packed firsts or extras and other firsts or extras; firsts must be reasonably clean and good average size and extras "free from small and dirty eggs." Of course there is a range in the quality of eggs that come fairly within the grade of "firsts." Scarcely any eggs now arriving would come up to the requirement for "extras," and yet some lots are assorted and graded much more closely than others. The quotation for Western "firsts" has lately covered the selling value of the great bulk of the Western receipts. At that rate buyers have been able to obtain ample supply of eggs suitable to the wants of general trade. But buyers wanting stock for storage have been unwilling to store such goods, desiring for that purpose only well-graded eggs, packed appropriately as required by the rule for storage packings. Where these requirements are fully met it has been possible to obtain $\frac{1}{4}$ @ $\frac{1}{2}$ c advance over the price of average firsts according to the general condition of the market, and regular dealers have taken some closely graded marks at $\frac{1}{4}$ c advance over regular packed firsts, even when the packing was not strictly according to the rule on storage packings. But there are many lots of eggs coming here under the name of storage packings that have neither the special packing desired by the buyers for storage nor the close grading demanded by regular trade who are looking for superlative quality, and for such there is no value above the market rate for regular packed Western

firsts, under which classification they fairly come.

* * *

The storage demand at interior points shows no sign of abatement. Some Eastern operators are going slow and we hear from Chicago that those who have goods to sell on the open market at 13c there do not find any very general buying. But the big operators are still taking goods freely at interior points at prices fully equal to 13c in Chicago and until they get filled up the rank and file will evidently have to anti up or stay out of the game. The storage absorption has been enough to draw prices in consumptive channels up to the speculative point and there are no signs of any immediate weakening in the situation.—N. Y. Produce Review.

Utilizing a Dead Tree for Advertising Purposes.

Between Whitehall and Roodhouse, Ill., a distance of some four or five miles, by a good country road stands, about midway between the two towns and in the middle of the highway, an immense oak tree which has been put to practical use by a merchant of the latter town.

The dealer in question, who runs a large general store, said: "As our two towns are near one another and the country between them is a rich farming district, there has always been more or less rivalry between the merchants of the two places for business. Then, as the two towns are easily accessible the one to the other, trade often fluctuates and people buy of the dealer in either town who offers the better inducements. To go back to the tree. It was a dead one and had long been of no use, excepting, perhaps, as a halfway mark between the two towns. I conceived the idea that the tree could be trimmed to proper advantage as an advertising medium, and, after getting permission from the proper authorities to use the tree, I had it rigged up. I had the dead branches trimmed so as to give the tree the general shape of a cone. To the end of the branches thus cut off I had nailed circular boards ranging in diameter from two to four feet, depending on the size of the limb. In these disc-shaped signs I had painted in red letters the different departments I had in my store, with a phrase or two calculated to catch the eye. On the very top of the tree I had cut out of wood an exact representation of the front of my store, painted as nearly as possible like my place of business. This board was painted on both sides to represent the store front so that the meaning of the advertisement was at once evident, no matter from which direction one came. On top of the board representing the store a weather vane was attached. This, in addition, called attention to the tree. Phrases like: "When you're up a tree, go to Brown's." "But there's nothing dead about us," etc. Every six months, in March and August, I have the signs repainted and new phrases added.

This interview should show how easily a little thing can be put to good advantage.

It pays to be on the alert and grasp opportunities that other dealers may let slip.

Observed by a Street Car Conductor.

"There are lots of things about women that can't be explained, and in our business we can't help noticing them," said the communicative conductor. "For instance, nine women out of ten

will invariably take a seat on the right hand side of a car, if the car is not crowded. I have often wondered at this and, at last I think I have the correct solution. I started out from the barn with an empty car the other day, and in five blocks I had picked up seven women, and they all sat in a row on the right hand side of the car. It was just about the hour in the morning when the women come downtown to do their shopping. Three men got on and they sat on the left hand side.

"A couple of blocks farther down I picked up another woman, and, instead of taking a vacant seat near the door on the side the other women were sitting, as I thought she would do, she walked the entire length of the car and sat down beside one of the men. This bit of eccentricity puzzled me until I went to collect her fare, and then I discovered that she was left handed. See? All the other women were right handed."

An Old Saying

"You can lead a horse to water, but you can't make him drink."

We may be able to lead you to ship us

Butter and Eggs

once, but we can't make you regular shippers if we do not do what is right. For 40 years we have been in business in this city, and our ever-increasing trade is a pretty good indication of the way we handle our shippers.

PROMPT PAYMENT.

PETER SMITH & SONS
DETROIT, MICH.

We are making a specialty at present on fancy

Messina Lemons

Stock is fine, in sound condition and good keepers. Price very low. Write or wire for quotations.

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

WANTED

ONE HUNDRED THOUSAND DOZEN EGGS

April gathered. Will buy delivered Detroit, or handle shippers' accounts. For further particulars write or wire

GEO. N. HUFF & CO.,
55 CADILLAC SQUARE, DETROIT, MICH.

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.

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.

SELL POTATOES

SAINT LOUIS wants nice stock now, prices are good. Ship at once.

Have you any BEANS? We can sell what you have.

MILLER & TEASDALE CO., Saint Louis, Mo.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

The New York Market

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

New York, April 13.—The coffee market is decidedly dull this week and the immediate outlook is for dulness for some little time. Receipts in Brazil continue large and this has its certain effect. Owing to some freight advantages New Orleans has been selling No. 7 at a less rate than can be obtained in this city. This naturally benefits the Mississippi country as long as the supply lasts and may have an effect on orders naturally coming here. The spot market has been very quiet, with Rio No. 7 quotable at 6½¢ at the close. In store and afloat the amount aggregates 1,324,682 bags, against 1,076,037 bags at the same time last year. For mild sorts there is just about an average daily demand and that is not saying much, although some jobbers have done a little more business than last week. Good Cucuta is worth 8½¢. Packages are ½¢ lower and both the Arbuckles and the Woolson quote at 10½¢.

The sugar market shows some increasing firmness, as might be expected at this season, and prices are well sustained. The demand is not especially active, but as orders are numerous, if not large, in many cases, the aggregate is quite unsatisfactory.

Prices of teas are pretty well sustained and the general outlook is rather favorable for the seller. Stocks are light in out-of-town hands, as nearly as can be judged, and the future seems brighter than for some little time past.

About the only business in rice going forward is of a jobbing character and orders in this line are not large. The average, however, is probably all that might be expected at this time. Prime to choice Southern, 5½¢. Foreigns are selling pretty well and quotations are firm.

Spices are dull and dragging and yet matters might be worse. Pepper and nutmegs are rather better than last week, while cloves are practically without change. Mace, ginger and the other lines are about as usual.

There is a fair volume of trade going forward in molasses and the market is in rather better shape than for several weeks. Foreign grades are almost entirely sold out of this market and the range of quotations now made are on supplies due in a very few days—fancy Ponce, 32¢36¢.

Syrups are doing pretty well, owing to a better enquiry from exporters. Prime to fancy, 21¢27¢.

In canned goods, the week has been rather more favorable than the previous one, but not much real activity is to be noted. Purchasers are taking only small lots and not much attention is given to futures. Future brands of Maryland tomatoes are quoted at 70¢ f. o. b. for 3s and 55¢ for 2s. New Jersey brands, 3s, 80¢.

Lemons and oranges have both been doing better and orders have come in with quite a good degree of freedom from many points. Prices are practically unchanged. Bananas are active and prices are well held.

In dried fruits not an item of interest is to be noted. There is a weaker feeling on seeded raisins, and if any article shows a stronger position than for some time it is not observable.

The arrivals of butter are rather freer and, while quotations remain practically without change, there is not quite so firm a feeling as last week. Best Western creamery is quotable at 22¢, but it must be top grade and some very good has been sold at 21½¢. Imitation creamery, 16¢18½¢; choice Western factory, 13¢13½¢.

About an average trade is going on in

cheese, with the best State full cream stock selling at 12¼¢12½¢.

Eggs are dull and weak. Arrivals have been rather larger than could well be taken care of and it takes very desirable Western goods to bring 14¢. From this the descent is rapid, with an average about 13¢.

When Electricity Shall Be Made Directly from Coal.

Written for the Tradesman.

At this season of the year when the householder begins to indulge in the usual—but delusive—hope that he has bought his last ton of coal for the winter and the few bright days of April sunshine confirm the delusion, he is gladdened by the cheering intelligence that the first great revolution predicted for the present century is that electricity is to be the direct production of coal, a fact confirming that both light and heat will be vastly cheapened.

It is evident that the invention or discovery can not come a moment too soon. A long cold winter or a short cold one does not materially change the conditions. In our Northern climate during even a mild winter it is dangerous to neglect the furnace. In earlier times when stoves were depended on throughout the house only those rooms were heated which were in constant use and the risk of passing from the temperature of summer to that of winter in the occasionally heated room has been the cause of many a death not otherwise to be accounted for. With the coming of the furnace and the consequent heating of the whole house, the risk was averted, together with the dreadful consequences; but while the unbroken household is a cause of unlimited gratitude, there has arisen of late years the question whether the same risk can not be avoided without a man's shoveling all his income into the furnace during nine months of the year. Sickness and suffering and consequent doctors' bills have been averted, but the same amount, with noticeable additions, has been transferred to the coal office with a monotony as painful as it was undesirable, and the public mind hails, afar off though it be, the cloud rift that even faintly promises something less exacting, if not a complete let-up.

The coming of the gas range heralded a great saving. The proof was convincing. The moment the gas was not needed turn the valve and the expense instantly stopped. True—very simple process; but somehow when the cooking-gas bill amounts to \$10 and \$12 a month and the careful housekeeper declares that that is the best that can be done it looks much as if there is trouble somewhere and there must be a going back to the old methods. Does that, however, lessen the expense? The gas bill and the coal bill emanate from the same office and shutting off the gas only adds the same amount to the coal bill and the consumer gets from the transfer such satisfaction as he may. The amount of money paid remains the same and whatever is left he is at liberty to spend as he pleases—only if this bill is not paid the gas is turned off until the desired amount is forthcoming.

The question of illuminating gas has been, and often is, a vexed one. It is unsatisfactory. It does not give value

received. It is dim to-night and dimmer to-morrow night. It goes out in the middle of an entertainment. At the expense of much annoyance, trouble and often money a makeshift is made and the consumer—or would-be consumer—manages to "get along," but the bill calls for the full amount at the beginning of the month and is paid under protest, the only consolation to the bill-payer as he squares (?) the account.

The pessimist will read of the promised cloud rift with a contemptuous "Pooh! Admit the instantaneous production of electricity from coal, where is the advantage to the consumer coming in? Let the invention be placed on the market to-morrow and the day after coal would go up enough a ton to make the invention useless. Should that, by any possibility, fail, the papers the next morning would come out in startling headlines announcing a general strike wherever there is a coal mine. Some pretty convincing proofs can be depended on to show that, no matter whether miner or mine owner wins, the consumer has to bear the expense of the strike, and if coal, the source of the electricity, is coming from the existing coal mine the same bills still meet the consumer as he stands at the pay-window with rendered bill and waiting purse. There is no way out of it. A consumer is 'in it for all he is worth.' "

While the views of the pessimist are perhaps overdrawn, there is a large majority of consumers who sympathize with him. They are getting impatient under the tyranny of the heat and light bills. They are mostly willing to turn over a sixth of their income to this purpose, but there they draw the line. In a civilized community there are other wants to be satisfied. The butcher, the baker and the candlestick maker—likewise Mr. Grocer—have claims which can not be ignored. Clothing is an item which stares them in the face. Shelter must be provided—must be—and, if each of these necessities had to be paid

for in the same proportion, some of the providers would have to whistle for their pay; the income is not large enough to go around.

Under these circumstances the promised rift in the cloud is full of cheer, and will remain so as long as there is any prospect of relief. So far there has been only promise; but if the time ever comes when electricity can be made directly from coal and the long-despairing householder gains the promised relief, the gas meter will go hurriedly into the alley and the rejoicing ruler will come to the early realizing sense of the fact that life is indeed worth living.

Bondage.

Toast and Jam Instead of Pie.

The most notable change in our diet is the increased use of sugar. That is a consequence of the cheapening of sugar, and it is noticed in England, too, where jam is said to be driving out roast beef as the Briton's dietetic standby. The immense increase in the sale of jams, sweetmeats and canned and preserved fruits of all sorts must be noticed by anyone who will go into a grocery store and look about him. There is an immense sale in this country of British jams and marmalades, which are surprisingly palatable, considering their price, but the big American concerns in the same business seem to be very active, and spread their wares everywhere. It will be found probably, that the English habit of eating toast and jam for breakfast is growing in this country. It is a pleasant habit, and seemlier than the Puritan practice of furnishing forth the breakfast table with pie.—Harper's Weekly.

Kansas Eggs for California.

On Friday morning a train composed of twelve refrigerator cars rolled out of Newton, Kan., for California, and each car was laden with eggs gathered in the vicinity of that town by one firm. The twelve cars contained 144,000 dozen, or nearly two million eggs. The train goes as a special, and it is the first instance of a train carrying nothing but eggs which has been reported by any road running into California.

L. J. SMITH & CO.

MANUFACTURERS OF

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

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

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



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

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

Novelty of Hearing the Truth From a Man.

Not long ago a Chicago justice granted a man a new trial on the ground that he was entitled to a rehearing of his case because he had been convicted on the evidence of women. The judge added, by way of softening the blow, that he regarded women as being morally superior to men, but that they possessed so much imagination they were constitutionally incapable of distinguishing between fact and fiction.

This is not the first time the accusation of mendacity has been brought against women. Solomon declared that all men are liars, but the average man, who thinks he knows a great many things Solomon never found out, passes the charge on to his sisters, and there is no doubt that there is a widespread belief that the feminine sex is the sex of taraddiddles and fibs. Personally, I don't believe that women are a particle less truthful than men. The ability to tell a plain, unvarnished tale and to see things exactly as they happen is the rarest thing in the world, and it is not a virtue of which man possesses the monopoly by any means. Saphira was a married lady and, according to all accounts, was struck dead for merely trying to back up her husband's statement about their real estate returns. Woman may have originated pink tea gossip and the not-at-home fiction, but it is truthful man who is the author of the weather reports and the crop statistics and the racing tip, so there is really no use in the pot calling the kettle black. They are too much of a muchness.

As a matter of fact, if women are unduly given to falsehood nobody should be surprised. They get precious little encouragement from men to tell anything else. It takes a baby girl about the space of her first year in this deceitful world to find out that she can get whatever she wants by lisping "pitty papa," and from then on, from the cradle to the grave, she knows she must tell man—whether he is her father or beau or husband—what he wants to hear, not what is, if she desires things to be made easy for her. No man ever wanted to hear the truth from a woman's lips, unless it was flattering, or forgave her for telling it. If there could be a feminine counterpart of Truthful James, you may rest assured that "Spinster" would be engraved on her tombstone.

If men don't like to hear the truth from women, they are still more averse to telling it to her. By some incomprehensible quirk of reasoning they have come to believe that the truth is like strong drink—intended for men only—and that before it is fit for feminine consumption it needs to be diluted and flavored up and sweetened. Even then they only administer it to her upon occasions, as a kind of treat and reward for good behavior. Oddly enough, too, they think women like this, but, little as they may realize it, when a man does talk right straight, plain out, and tells a woman the unvarnished truth, she invariably regards it as the very highest and most precious compliment he can pay her. It takes her at one step out of the ranks of doll babies and recognizes her as a reasonable human being.

So far as I am concerned, I think that there is no other thing in which men treat women so unjustly as in this very matter of not telling them the truth. It is because the structure of so much domestic life is built on a rotten founda-

tion of falsehood that so many married couples come to grief. When a young man falls in love with a girl and wants to marry her, he never dreams of going to her honestly and telling her the exact truth about his worldly affairs. For the time being, he turns himself into a Claude Melnotte and tells her fairy stories about how they are going to live in a world of romance and he is going to protect her from all the hardships of life and her little white hands shall never be soiled by menial tasks and all the rest of the unveracious chronicles that every lover recites.

He sends her candy and takes her to the theater and inundates her with violets, and the inexperienced little girl marries him honestly believing that she is about to be translated into an elysian where chocolates grow on trolley poles and new frocks are to be had for the asking. It is no wonder that when she finds out about what she is up against, and realizes that instead of life being a rosy dream it is a frantic struggle for beefsteak and onions, she so often turns into a sour, discontented, disgruntled woman.

In a way, no matter how unintentionally, she has been the victim of a confidence game and might justly turn on her husband with the reproach that he has gotten goods under false pretenses. A lot of trouble would be saved if every good man only had the courage to go to the girl he loves and say to her: "I am poor. I get only so much a month. I love you and want to marry you, but it will mean many sacrifices and hardships on your part. It will mean that you will have to wear turned and made-over frocks. It will mean that you will have to do without many things that you would like to have, and have been used to having, but I will give you the love of an honest heart and the labor of willing hands. If you have the courage, come to me and we will fight the battle out together like good comrades, shoulder to shoulder—but it's going to be a battle and not a picnic." That would give the girl a straight deal and she would know beforehand where she stood. If she turned back at the prospect, a man should get down on his knees and thank heaven for his miraculous escape from great danger. If she accepts, he has got a life-partner that will help him to win out every time. The truth has never been considered a good ingredient to introduce into a courtship, but a little of it before marriage would save a great many unpleasant ones afterwards.

It seems unnecessary to insist on truth between a man and his wife, but the world is strewn with tragedies for the lack of it. Probably there is not a day of our lives that all of us do not hear a caustic criticism being passed upon the extravagance of some woman whose husband is tottering on the very verge of financial ruin. Everybody knows it. Everybody talks about it. It is a secret to nobody but the woman herself. She does not know, and all unwittingly she is driving her husband to ruin. I know people always blame the women for such disasters. They ought to blame the man. Women are afraid of debt. They have a horror of losing their homes and their positions and I don't believe there's one in a million, just on selfish grounds, who wouldn't live within her income and retrench in her expenses if her husband would go to her and tell her the plain truth about their finances. It is something every woman has a right to know, anyway, about the man on whom

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.

Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies
of all kinds.

Authorized Michigan Supply Depot for the genuine goods.
Write for illustrated catalogue and wholesale prices to

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

Uneeda Quartet

Uneeda Biscuit

Uneeda
Jinjer Wayfer

Uneeda
Milk Biscuit

Uneeda Graham Wafer

To
quicken
business
on a
dull day
just
announce
this
famous
four.

National
Biscuit Company.

she is dependent for support. She has no way to safeguard the future without it. Of course, a man will defend himself by saying that he is trying to save a woman from the hardships of existence by keeping the brutal truths of life from her, but it is a cruel kindness that has brought disaster to many a woman.

No other woman suffers from man's fear of the truth, as applied to women, more than the working woman. She beats herself up blindly against it, and falls back defeated, without knowing what it is that has barred the way. Again it is cruel kindness, as if one were hanged with a silken cord, instead of a hemp rope, but the result is the same. You are just as dead, and call for just as much of a funeral in one case as the other. A man, for instance, will seldom tell a woman employee just what the faults are for which he is dismissing her. He makes some kind of roundabout excuse about business being bad, or something of the kind, and the result is she never gets a chance to find out where she fails, and to correct her weaknesses.

Not long ago I knew of half a dozen men who were all at their wits' end trying to help a woman, who frustrated their every effort by her silly family pride. "What," she cried, "me, a Smythe-Jones, a granddaughter of General So-and-So, and the cousin of an ex-cabinet minister, take that place! I wouldn't dream of it." Everybody felt that the situation was extremely delicate and that she must on no account be told the truth, which was that they were all tired of supporting her and felt that, as she was an able-bodied woman and had this opportunity offered, she ought to take it. Finally, however, while they were all trying to persuade and inveigle her into doing it and inwardly raving over what an imbecile she was, one of the men got mad and blurted out the whole truth. In one minute the whole affair was settled. Just as soon as the woman understood the situation she was perfectly reasonable and glad to do the sensible thing. And she is not alone. Half the time when women are blamed for acting like idiots it is because they are stumbling along in the dark without one ray of truth to guide them.

There is a story of a diplomat whose subtlety was such that all retired baffled before him. At length somebody plucked up courage to enquire into the secret of his marvelous skill. "I never speak anything but the simple truth," the wily old man answered. I commend the example to every man who has to deal with women. Tell them the truth. The novelty of hearing it from a man will charm them and its sense and reasonableness will appeal to their understanding and convince them.

Dorothy Dix.

What Shall Be a Married Woman's Name.

This is the question one of the women's papers has been trying to answer for its readers. Shall a married woman take her husband's name and drop her own, being known as Mrs. John Smythe Rogers? Or shall she keep her maiden name in full, and add to it that of her husband, writing herself as Mrs. Mary Jones Rogers? Or shall the wife and husband unite their names and call themselves Jones-Rogers? Or shall the woman keep strictly to her own name, discarding entirely that of her husband and call herself Mary Jones or Mrs. Mary Jones? These are the possibilities offered in the way of a woman's name, and they ought to satisfy the ambition

of even the most individualistic college graduate of this opening year of a new century.

That not many women care to retain their own name without taking that of their husband simply shows how powerful is social custom. It might be said that it indicates that women are wanting in individuality, but such an assertion can have little weight in view of the fact that a social tradition reaching back for thousands of years practically settles what shall be the form of a woman's name. Few women have the time or the energy or the courage to battle with an established rule of this kind, and the number of men can not be much larger. If it were they would wage the battle for the women, which they now show no inclination for doing.

However, there are not wanting indications that women are gaining in individuality, a fact that is shown by the increasing number who do not wish to lose their maiden names when they are married. Yet there also seems to be an increase in the number of women who respect the conventions of society and merge their names in those of their husbands. If John Smith is a prominent man in business or politics or literature it is natural that his wife should wish to have the social advantages of his popularity. If she calls herself Mrs. John Smith it serves not only to identify her in the minds of all who know her husband, but it adds to her social standing and position. That most business men and politicians would take advantage of such an opportunity ought to excuse the women for so doing.

As women come to do things for themselves, however, it is of advantage to them to keep their own names, just as it would be to men. No man of a positive individuality wishes to appear under the form of "Co." in the firm to which he belongs. He may submit to it because he has not money or experience enough to take any other position, but he is pleased to have his own name appear when that is possible.

Why should a woman wish to abandon her own name, that has become identified with her personality and that is in a real sense a part of her individual self? The fact seems to be that as soon as women make a place for themselves in the world they do not desire to abandon their maiden names. Professional singers, actors, artists and others refuse to give up what has become identified with their successes. This increased sense of personality that identifies itself with a name known to the public and that has its professional and business value has no doubt its influence in causing women to refuse to marry. The popular idea of marriage, that merges the wife in the husband and in his children must have its influence on women who have sought to work out a career for themselves.

Now, whether we think women ought to be content with husband and children or not, the fact is that an increasing number of women, and those the most intelligent and capable, refuse to marry. We may write or speak as we like in favor of women keeping to the good old way of housewifery; we are wasting our words so far as a very large class of the most capable young women are now concerned. They have found a mission and no man can claim them as wife. They have found that the world needs mothering, and not one little brood of children only, and they have set themselves to that work. Having entered upon it and gained some success in it,

why should they break its continuity and its purpose by taking another name and adding other interests? But this question opens up the whole problem of woman's position to-day and it is too large and momentous to settle here.

It is highly significant, however, that women should wish to keep their own names, not merely because they do not wish to marry, but because they have gained the vantage ground of the full recognition of personality. Is Mrs. Rogers herself, or is she merely an appendix to Mr. Rogers? Is she to speak in her own name, or must she always refer to "him" in order to know what to think? Perhaps suffrage for women is not gaining rapidly, but a vast change has been brought about in the last half century in the recognition of the individuality of woman. The women who quote "him" are growing small in number and the women who have opinions of their own are rapidly increasing. In the meantime marriage does not go on quite so smoothly as formerly, simply because the husband is no longer "lord and master," and two wills must be reconciled instead of one being ignored.

In due time, however, when the transition has been made to the full recognition of individuality in woman, it will be found that marriage has become more ideal and happier. That women will ever go back to the old submissive way, having once tasted freedom, is not to be supposed. Therefore, marriage must henceforth be a real partnership of two personalities or else women will more and more refuse to marry.

Cora Stowell.

A woman pats a strange baby in about the same manner a man pats a strange dog.

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

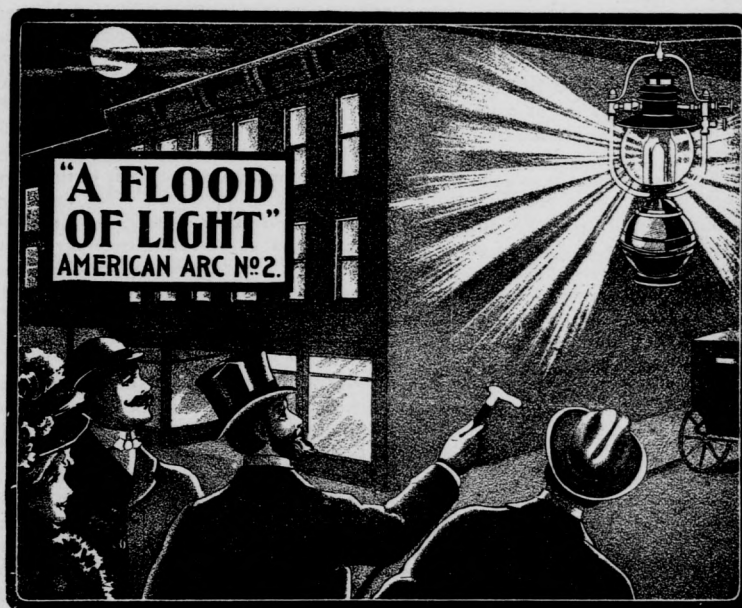
Alabastine Company,

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.

192-194 Michigan Street, Chicago, Ill

Ask for Catalogue.

Hardware

Story of a Successful Hardware Business.

Fred Thompson and Harry Norton had been warm friends for years. They had been chums at school, where the difference in their manners and appearance had excited much banter from their companions. Fred was early known as "Pudgy," because of his bulkiness and easy-going manner, while Harry was nicknamed "Pug," because of his early prowess with his fists and his readiness to use them. They had left school about the same time, both starting as messenger boys in stores in their home town, a place of about 4,000 population. Fred went into a dry goods, Harry into a hardware store.

The intimacy was maintained throughout the years during which they learned something of the tiresomeness of running messages, the difficulties in the pathway of clerks, and some of the intricacies of business. To the astonishment of almost everyone, Fred seemed to make a much better clerk than his old chum. His manner with customers, while possibly not as brisk as some of the hurried ones would like, was so continuously genial, and his memory of names and faces so thorough, that he was a general favorite. Harry, while a favorite with his employers, did not "draw" the trade because of his inaffability. He was constantly on the move, and when his customer was served he busied himself with some other duty. His knowledge of the goods he handled was, however, much superior to most clerks of his age.

One August evening, when they were both about 22 years of age, they were "up the river" together. Harry was rowing. Suddenly he stopped.

"Can you put up \$500?" was his unexpected question.

"How far up?" came the rejoinder.

"I'm not fooling. Could you raise \$500 without giving a mortgage on what you'd invest in it?"

"I've got more than that of my own," answered Fred.

"Well, I've been thinking for weeks that there is a fine opening for another hardware store in J—. I have \$450, and can easily get the rest from my father. I'd like you to go shares with me."

"But I don't know the hardware trade."

"No, there would be a good deal for you to learn. But you get along with people so well that you'd soon be able to sell more in a day than I would."

Fred was curious, and it took Harry months to convince him to make the venture. But he at last consented. A good stand was secured. This was stocked with the most up-to-date goods on the market. For two weeks before their store was opened to the public they devoted a "double quarter column" space to invitations to young and old to call and examine their stock.

For the first year nothing but regular hardware lines were kept. Then they accepted an agency for one of the most widely advertised bicycles. There was no bicycle repair shop in the town, and soon they were sending parts to Toronto to be either repaired or replaced. "This won't do," said Harry one day, "we are losing a good chance to make a few dollars by not doing our own repairing."

"Well, I couldn't learn to do that, and you haven't time," answered Fred.

"No, but we must get someone who can do it."

"Would it pay?"

"If Frank (a younger brother of Harry's who was acting as clerk) could do that in his spare time it would pay well. I was thinking of advising him to take a year off and secure a position where he could learn the business. We would get a mechanic to take his place while he is away—one who could help around the store when he is not busy."

The matter was fully discussed, and it was finally agreed to try the experiment. Frank secured a position in Montreal. A capable man was hired to look after the repair shop. The installation of this department was well advertised and it was put on a paying basis much sooner than anticipated.

This took up considerable space, and before long floor room in the store was congested. As the trade of the firm had steadily increased, and had been done on a fair margin, and as both of the partners had been content to take out of it only enough cash to pay necessary current expenses, there was some profit in the first year's business. This, and a portion of the original capital, was devoted to making an extension, which gave the necessary floor space. By judicious advertising, attention was directed to these changes in such a way as to emphasize the fact that the young firm was progressive.

While Fred devoted his time to convincing customers of the comparative values offered by Horton & Thompson, Harry devoted his time to planning, scheming and studying; his partner called him a "modern method" crank. Many of his changes were slight, but some were entirely radical, necessitating a complete rearrangement of the goods in the store.

In two years Frank came back with a good general knowledge of mechanics. Instead of dismissing the man who had been secured to look after the repair work while Frank was away, the firm agreed that it would be far more advantageous to branch out a little more and repair all kinds of small machinery, implements, etc. This was found profitable from the first, and the business done steadily increased until about two years ago, when a first-class machine shop was opened, and first-class lathes, punches, etc., installed, and the manufacture of hardware specialties started. Now a jobbing trade extending over several counties is done in many lines.

In the meantime the trade in the store has steadily increased. The town has grown materially during the past five years and several industries have been started. These have caused a demand for several lines hitherto not handled. These lines have been put into stock. In the case of one line which is neither made in Canada nor handled by the wholesale dealers here, the name of the manufacturer in Europe was secured and the stock imported direct. In addition to their regular hardware lines they have put into stock a big range of both carriage hardware and harness. Last fall a second extension was necessary. When this was being made, shelf boxes, bicycle step ladders and other modern devices were installed.

The result is that while both partners are still young men they own a business which compares to advantage with any similar concern within a radius of fifty miles. The causes which contributed to these results were, in the writer's opinion, an ever watchful desire for improvement and a careful study of conditions on the part of one member of the firm, a wise, genial treatment of customers on the part of the other, and

the ability as a mechanic of the younger brother, who, by the way, has been admitted into partnership.—Canadian Hardware.

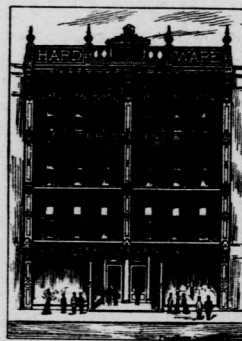
Halting Means Disaster.

If a merchant were to close his store and suspend business every time trade lagged he would rightly be branded as a simpleton. And yet in what essential would he differ from the advertiser from the same reason? One sells goods by means of spoken words and the other by means of the printed; their object is identical. It should be plain to the crudest understanding that the time to bid most aggressively for trade is when trade seems most elusive. The alert storekeeper, instead of waiting for something to turn up, turns up something. He changes his window display and showcards, offers particularly tempting values, and employs every device suggested by a nimble wit to transform dullness into activity. He is bold and persistent and, therefore, in most instances wins his way. Just as faint-hearted storekeeping means failure, so faint-hearted advertising spells defeat and discouragement.—Clothiers' Weekly.

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.



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

QUICK MEAL



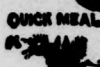
Secure the agency of the

"Quick Meal" Gasoline Blue Flame Oil
Stoves and Steel Ranges

They have no competitors. Write at once to

D. E. VANDERVEEN, State Agent,
525 Michigan Trust Building, Grand Rapids, Mich.
Citizens Phone 1350.

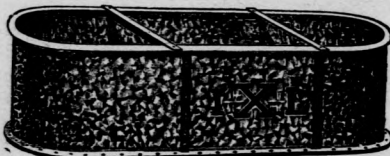
QUICK MEAL



No Long Story Here.

Write for Prices.

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



The Phelps & Bigelow

Wind Mill Co., KALAMAZOO, MICH.

ADAMS & HART, Local Agents at Grand Rapids.

PRINTING FOR HARDWARE DEALERS

Tradesman Company
Grand Rapids.

NOT A STAYER.

Why the Mail-Order Craze Is So Short Lived.

It has always seemed to me that the fear of the mail-order grocery houses was exaggerated. While these concerns sell and will keep on selling lots of goods, I can't see how they can hold their customers. In the first place, the distance is strongly in favor of the neighborhood grocer. In the second, the average consumer will mighty soon get tired of the sort of goods the mail-order house sells, and all of them are alike—their goods are all tough.

My ideas about mail-order groceries have been crystallized during the last month. I get up through Pennsylvania pretty well, and when I reach a certain town in the western part of the State I usually stop with an aunt of my mother's—I save a board bill that way and my great uncle only gets a good cigar when I go there.

These good people took a little flier into mail-order groceries. About a couple of months ago we were all sitting around the sitting room table. I was filling the air with the ravishing perfume from one of my special perfectos and my great aunt was reading a woman's paper published in New York. Finally, she said to her husband:

"See here, Si, here's an advertisement that was put in by a big firm in Chicago. They sell you groceries by mail for the same price that an ordinary grocer has to pay. You send your order by mail, and they ship the goods by freight."

Uncle Si was fixing up his building-association accounts—he's the secretary out there—and my aunt asked me what I thought of it.

"Well," I said, with the wise look that was born on me, "I don't think anything of it. It's probably a fake. You'd better stick to your local grocer."

"Still," went on Aunt Lindy, "if this Chicago firm will sell us at the wholesale price it might be a good thing and save money."

"Oh, bosh!" I said, politely. "They won't sell you at any wholesale price. Chances are you'd pay more than you do at home."

"I'm not so sure of that," put in Uncle Si. "Read the advertisement, Lindy."

Well, Aunt Lindy read the advertisement, and the dear good old things made up their minds to go in on it. The scheme was to send \$10, and you were to get enough stuff to fill a store. You didn't have to send the money in advance, but if you wanted to do so, the firm would send you, along with the five barrels of groceries, a magnificent "silver and glass pitcher," just to show you how much they appreciated your faith. The name should have read "glass and silver pitcher," as we found out afterwards.

I left the next day and didn't go back for two weeks. In the meantime the old people had sent on their little \$10 and the goods had come.

"Well," I said that evening, "how much money did you save on your mail order?"

"We ain't counted it up yet," said Uncle Si, with a grin.

"What are you grinning about?" I asked.

"Oh, nothing," was the reply; "but I guess we'll stick to our local dealer after this."

"Wasn't the stuff all right?" I asked.

"We—ll," he answered, hesitatingly, "not altogether."

Then they told me. My Uncle Si is a man who likes his food very highly seasoned. He will cover a boiled potato with pepper so thick that it looks like a piece of coal. A part of the groceries he got for his \$10 was spices. He told me that he couldn't make the pepper burn his mouth to save his life. He piled it on and, finally, in desperation, ladled it out in spoonfuls. Still there wasn't any more burn or tang to it than to so much sand.

My Aunt Lindy is great on cinnamon buns—even to write about them makes my mouth water. She tried some of the mail-order cinnamon on a batch, and they actually didn't have the faintest taste of cinnamon. I looked at the spices. I don't know much about such things, but I'll bet they were adulterated fully 95 per cent. No grocer in Pennsylvania would dare to sell such stuff.

There was a lot of coffee, too—real "Mocha and Java," for which they paid 26 cents a pound by mail. It smelled to heaven of strong Rio—reminded me more of Arbuckle's Ariosa in smell than anything else. Uncle Si had one cup, I believe, and he and Aunt Lindy came near having an elderly scrap over it.

Then there was some tea—old stale stuff that reeked with dirt and dust.

Aunt Lindy had confidently sent on her \$10 in advance to get the pitcher—she needed one to serve lemonade in when company came, she said—and when it came Uncle Si wouldn't even let her put it on the table when only themselves were there. It was about eighteen inches high, and all the silver about it was a little nickel-plated rim around the top.

The prices paid for these goods would have been low for pure goods, but for the sort of goods these were the prices were extortionate.

Now, undoubtedly other people have had this same experience with mail-order houses, and that is why I don't believe the mail-order house is a stayer. They may get a man's \$10 once, but they won't be likely to get it again. At least, they won't get any more of my Aunt Lindy's money.—Stroller in Grocery World.

When Stovepipes Were Scarce.

From the Kansas City Journal.

There is an epidemic of reminiscence among the old settlers of Kansas, and the county papers are filled with anecdotes of quaint interest. Frank Seaman tells of an incident in his pioneer days which illustrates the scarcity of materials with which the early settlers had to contend, and particularly of that very common household necessity, pipe for stoves. After moving his family into a dugout on his claim, Mr. Seaman found that he did not have pipe enough to reach through the roof. So the pipe was extended through a window, where it performed its function very well, save when the wind was blowing from the direction in which it was pointed. On these occasions the stove would be moved to the other side of the room, and the pipe extended through another window, and Mr. Seaman says it was a common remark in his household all through the first winter to have some one make, "Come, boys, let's shift the stove over."

A cup of hot coffee is an unfailling barometer, if you allow a lump of sugar to drop in the bottom of the cup and watch the air bubbles arise without disturbing the coffee. If the bubbles collect in the middle, the weather will be fine; if they adhere to the cup, forming a ring, it will either rain or snow; and if the bubbles separate without assuming any fixed position changeable weather may be expected.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....		Mattocks	
Hicks' Waterproof, per m.....		Adze Eye.....\$17 00..dis	70-10
Musket, per m.....		Metals—Zinc	
Ely's Waterproof, per m.....		600 pound casks.....	7 1/2
		Per pound.....	8
Cartridges		Miscellaneous	
No. 22 short, per m.....		Bird Cages.....	40
No. 22 long, per m.....		Pumps, Clstern.....	75&10
No. 32 short, per m.....		Screws, New List.....	85
No. 32 long, per m.....		Casters, Bed and Plate.....	50&10&10
Primers		Dampers, American.....	50
No. 2 U. M. C., boxes 250, per m.....		Molasses Gates	
No. 2 Winchester, boxes 250, per m.....		Stebbins' Pattern.....	60&10
Gun Wads		Enterprise, self-measuring.....	30
Black edge, Nos. 11 and 12 U. M. C.....		Pans	
Black edge, Nos. 9 and 10, per m.....		Fry, Acme.....	60&10&10
Black edge, No. 7, per m.....		Common, polished.....	70&5
Loaded Shells		Patent Planished Iron	
New Rival—For Shotguns		"A" Wood's patent planished, Nos. 24 to 27.....	10 75
		"B" Wood's patent planished, Nos. 25 to 27.....	9 75
No. 120.....		Broken packages 1/4c per pound extra.	
No. 129.....		Planes	
No. 128.....		Ohio Tool Co.'s, fancy.....	50
No. 126.....		Sciota Bench.....	60
No. 135.....		Sandusky Tool Co.'s, fancy.....	50
No. 154.....		Bench, first quality.....	40
No. 200.....		Nails	
No. 208.....		Advance over base, on both Steel and Wire.	
No. 236.....		Steel nails, base.....	2 65
No. 265.....		Wire nails, base.....	2 65
No. 264.....		10 to 16 advance.....	Base
Discount 40 per cent.		20 to 18 advance.....	5
Paper Shells—Not Loaded		8 advance.....	10
No. 10, pasteboard boxes 100, per 100.....		6 advance.....	20
No. 12, pasteboard boxes 100, per 100.....		4 advance.....	30
Gunpowder		3 advance.....	45
Kegs, 25 lbs., per keg.....		2 advance.....	70
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....		Fine 3 advance.....	50
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....		Casing 10 advance.....	15
Shot		Casing 8 advance.....	25
In sacks containing 25 lbs.		Casing 6 advance.....	35
Drop, all sizes smaller than B.....		Finish 10 advance.....	25
Augurs and Bits		Finish 8 advance.....	35
Snell's.....		Finish 6 advance.....	45
Jennings genuine.....		Barrel 1/2 advance.....	85
Jennings' imitation.....		Rivets	
Axes		Iron and Tinned.....	50
First Quality, S. B. Bronze.....		Copper Rivets and Burs.....	45
First Quality, D. B. Bronze.....		Roofing Plates	
First Quality, S. B. S. Steel.....		14x20 IC, Charcoal, Dean.....	6 50
First Quality, D. B. Steel.....		14x20 IX, Charcoal, Dean.....	7 50
Barrows		20x28 IC, Charcoal, Dean.....	13 00
Railroad.....		14x20 IC, Charcoal, Allaway Grade.....	5 50
Garden.....		14x20 IX, Charcoal, Allaway Grade.....	6 50
Bolts		20x28 IC, Charcoal, Allaway Grade.....	11 00
Stove.....		20x28 IX, Charcoal, Allaway Grade.....	13 00
Carriage, new list.....		Ropes	
Plow.....		Sisal, 1/2 inch and larger.....	8 1/2
Buckets		Manilla.....	12
Butts, Cast		Sand Paper	
Cast Loose Pin, figured.....		List acct. 19, '86.....dis	50
Wrought Narrow.....		Sash Weights	
Chain		Solid Eyes, per ton.....	25 00
Com.....		Sheet Iron	
BB.....		Nos. 10 to 14.....com. smooth. com.	\$3 20
BBB.....		Nos. 15 to 17.....	3 20
Crowbars		Nos. 18 to 21.....	3 30
Cast Steel, per lb.....		Nos. 22 to 24.....	3 60
Chisels		Nos. 25 to 26.....	3 70
Socket Firmer.....		No. 27.....	3 80
Socket Framing.....		All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Socket Corner.....		Shovels and Spades	
Socket Slicks.....		First Grade, Doz.....	8 00
Elbows		Second Grade, Doz.....	7 50
Com. 4 piece, 6 in., per doz.....net		Solder	
Corrugated, per doz.....		1/2@3/4.....	21
Adjustable.....dis		The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Expansive Bits		Squares	
Clark's small, \$18; large, \$26.....		Steel and Iron.....	70
Ives' 1, \$18; 2, \$24; 3, \$30.....		Tin—Melyn Grade	
Files—New List		10x14 IC, Charcoal.....	\$ 8 50
New American.....		14x20 IC, Charcoal.....	8 50
Nicholson's.....		20x14 IX, Charcoal.....	9 75
Heller's Horse Rasps.....		Each additional X on this grade, \$1.25.	
Galvanized Iron		Tin—Allaway Grade	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....		10x14 IC, Charcoal.....	7 00
Discount, 65.....		14x20 IC, Charcoal.....	7 00
Gauges		10x14 IX, Charcoal.....	8 50
Stanley Rule and Level Co.'s.....		14x20 IX, Charcoal.....	8 50
Glass		Each additional X on this grade, \$1.50	
Single Strength, by box.....dis		Boiler Size Tin Plate	
Double Strength, by box.....dis		14x56 IX, for No. 8 Boilers, per pound..	10
By the Light.....dis		14x56 IX, for No. 9 Boilers, per pound..	
Hammers		Traps	
Maydole & Co.'s, new list.....dis		Steel, Game.....	75
Yerkes & Plumb's.....dis		Onelda Community, Newhouse's.....	40&10
Mason's Solid Cast Steel.....30c list		Onelda Community, Hawley & Norton's.....	65
Hinges		Mouse, choker per doz.....	15
Gate, Clark's 1, 2, 3.....dis		Mouse, delusion, per doz.....	1 25
Hollow Ware		Wire	
Pots.....		Bright Market.....	60
Kettles.....		Annealed Market.....	60
Spiders.....		Coppered Market.....	50&10
Horse Nails		Tinned Market.....	50&10
Au Sable.....dis		Coppered Spring Steel.....	40
House Furnishing Goods		Barbed Fence, Galvanized.....	3 30
Stamped Tinware, new list.....		Barbed Fence, Painted.....	3 00
Japanned Tinware.....		Wire Goods	
Iron		Bright.....	80
Bar Iron.....		Screw Eyes.....	80
Light Band.....		Hooks.....	80
Knobs—New List		Gate Hooks and Eyes.....	80
Door, mineral, jap. trimmings.....		Wrenches	
Door, porcelain, jap. trimmings.....		Baxter's Adjustable, Nickeled.....	30
Lanterns		Coe's Genuine.....	30
Regular 0 Tubular, Doz.....		Coe's Patent Agricultural, Wrought.....	70&10
Warren, Galvanized Fount.....			

Window Dressing

Price Cards for Spring Trims—Gaudy Windows.

Nothing is nicer as a floor covering for a display of spring or summer goods than a nice quality of Oriental matting. Matting is every year becoming more and more of a favorite floor covering for every kind of room or surface, and it is now possible to procure most artistic and beautifully colored mattings at large stores in the great cities. For a covering for window backgrounds this colored matting has many advantages. But for floor coverings for spring trims it is unexcelled. It can be had at prices ranging from twenty cents to two dollars a yard, and thus is available for the uses of the poor and the rich merchant alike. A window floor covered with closely woven matting looks cleaner and can be kept cleaner than a window floor covered with any other material which is fastened in place. If it is wiped well with a damp cloth and kept properly dusted it will last throughout the spring and summer and always make a cool, attractive background for the display of all kinds of spring and summer goods. Grass matting is particularly desirable as a floor covering for spring trims. Its fresh, green color is excellent in effect, and, like other kinds of matting, it can be advantageously used as a covering for old window stands and pedestals and fixtures which need to be freshened up in appearance. If a trimmer has some old window stands and pedestals, let him, instead of giving them a coat of new paint, try the experiment of covering them with matting. If he has an old pyramid, pedestal or other staple window fixture he will find that when it is covered neatly with matting, a totally new air is given to the window by it. When the number of window fixtures available is limited, especial attention should be paid to changing their appearance from time to time. An appearance of newness and freshness in window fixtures is an important element in the display of trims.

* * *

Very pretty price cards can be made from cardboard of a very light shade of the dominant color in the window trim. This cardboard is lettered in plain type in the color used in the window trim as a dominant color. Some merchants use price cards to which are attached small or large artificial flowers. These cards are apt to have a very gaudy effect and are not suited to a fine high-class trim. Colored window cards which are of a solid colored pasteboard and of a shade

which harmonizes with the color used in the window look well, also, when lettered in easily read script of a contrasting color. Very artistic cards can be made for a clothing window by cutting from trade journal advertisements and from fashion journals figures of men dressed in fashionable suits and mounting them on a white background with a black or stone colored border, which can be cut from a rough surfaced paper. If the background is then filled in roughly with a little crayon shading, a picture will be produced which will look like an original sketch in black and white or a wash drawing. Heavy sheets of pasteboard or thin sheets of wood covered with thin cloth or silk on which are pasted or painted the price figures are very effective in displays of special lines of shirtings and neckwear.

* * *

Very frequently one sees windows that have been evidently trimmed for the purpose of attracting high-class trade which are yet failures because of a certain cheap and gaudy effect which characterizes them. The best of goods, best of window fixtures, and the best and most modern accessories have been used and yet the window is a failure. This is due in many cases to the use of too many different lines of goods in putting in the trim. If anyone of our readers does not succeed in producing the heightened effect that he is striving for, let him consider whether he can not produce a better effect by eliminating one or more lines of goods that he has felt compelled to use in his window.

Sometimes, again, the fault lies in a use of too many colors in the window. When it is necessary to display many different lines of goods together in the window, the trimmer should consider the proper balance and effect of the different colors. For general purposes the best window effects are produced by a combination of colors one quarter of which are light, one-quarter dark and one-half medium. By massing very light colors their lightness can be increased and by massing dark colors their darkness can be intensified. A trimmer should study the colors in the goods used for trims so that he may be able to decide how he shall mass or separate the different articles of the trim so as to produce a solid or scattering effect. In putting in a window trim the color of the background and its effect on the general color effect should never be forgotten. The background can often be relied upon to intensify or to weaken the color effects produced by the goods. This may seem like rather abstract theory, but a careful considera-

tion of the elements of a successful window will make its value apparent to the trimmer desirous of producing successful color effects.

* * *

The propriety or necessity of new window fixtures and accessories presents itself conspicuously at this season of the year. It is a good time to put in new draperies and to attend to the painting of the window front and casings. Some merchants seem to think that as long as their window draperies are not worn out there is no reason why they should replace them with new ones. This is a mistake. It is a good idea to have a different color tone, so far as window accessories are concerned, for every season of the year. For the winter months red is a good ground color, but for the spring months green is more desirable. It is a cooler color and furnishes a good background for the display of all light, cool fabrics. For a clothing window a light green drapery hung simply on rings from poles is excellent, and for furnishings which are lighter in shade a darker tone of green can be used. By changing the draperies from season to season the freshness of the window is emphasized, and the old goods, when they appear against a new background, look newer. Not enough attention is paid to this matter of renewing the freshness of the window itself. Try this spring to make the store front itself look new. A little paint will not cost much and the general tone of brightness and newness which it imparts to the store is profitable in the long run. Green is a good color for use on the exterior, especially if it is relieved by gold trimmings. Red is better suited to the winter months. Yellow is a trifle too brilliant, and white, with its many advantageous qualities, labors under the disadvantage of soiling easily. Still all these colors are much used for store fronts and any one of them is better than the use of none at all. The character of the color used must be determined by the general effect of the store front, the goods displayed in the window and the total effect of the trim when it is in place. But a clean, attractive store front is not to be had without the plentiful use of water and fresh paint from time to time. As a general rule it is better to use but one color for the window casings. The use of two or more colors is apt to produce a gaudy effect which detracts from the goods displayed and which it is hard to keep in good shape. An excellent neutral shade for use on buildings which are painted white, especially when the interior casings are white, is a stone color. It harmonizes well with all trims, it is easy to keep clean, and its initial cost is low.—Apparel Gazette.

GAS READING LAMPS



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

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

Suitable for offices and stores as well.

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

Carriages and Harnesses



We carry a large line and we invite correspondence from parties wishing to buy.

Special prices to the livery trade. Write us.

Adams & Hart,
12 West Bridge Street, Grand Rapids

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.

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, M. J. 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.

It is reported that Geo. F. Owen gave a private dancing party to a number of friends at the armory last Saturday evening.

Stephen T. Bowen has transferred himself from the Roberts-Wicks Co., of Utica, to Hefter, Livingston & Co., clothing manufacturers of Chicago.

A well-regulated gripsack will always contain a supply of shoe strings, safety pins and chewing gum for the Sunday morning onslaught which is sure to be made by the wife and children.

C. R. Russ, local representative for the Riverside Yeast Co., was called to Cleveland last Saturday by the serious illness of his father. He is expected to return to-day, unless his father's condition should change for the worse.

Fred Beardslee, for the past two years head clerk for E. J. Herrick, the Monroe street grocer, succeeds S. J. Thompson as traveling representative for the Worden Grocer Co. Mr. Thompson's retirement is due to the ill health of his wife.

Grand Rapids Council, No. 131, United Commercial Travelers, will not hold a social card and dancing party this month, as has been the custom all winter, for the reason that many are very busy making preparations for the trip next month to the Grand Council meeting to be held at Kalamazoo.

M. J. Moore, formerly identified with the Jackson branch of the National Biscuit Co., is now attached to the Sears Bakery. He will continue to reside in Jackson and cover the same territory as heretofore. Mr. Moore is Grand Counselor of the United Commercial Travelers of Michigan, which attests his popularity among the Gripsack Brigade.

A Traverse City correspondent writes: E. C. Adams, representing an Indiana crockery house, and who is just entering upon a career as a sleight-of-hand entertainer, appeared at the opera house last evening under the auspices of the ladies of Grace church. Just before entering upon his program, he was handed a telegram announcing the death of his father at his Indiana home. Adams went through with his program and left the next morning on the first train for home.

The Grain Market.

Wheat has remained in its usual dullness, notwithstanding that exports during the week have been the largest since a week in January, 1899, the aggregate from both coasts being 6,400,000 bushels. Still the bear clique cry is no export demand, while our Argentine competitors only shipped half of what they shipped during 1900, being only 15,000,000 bushels, against 30,000,000 a year ago. The visible showed a decrease of 2,017,000 bushels, leaving the visible at about 51,000,000 bushels

against 55,000,000 last year. The bears are counting the beautiful scenery; but that vision may come to naught in a very short time by the unpropitious weather. We have three months yet before winter wheat will be harvested and fully five months before spring wheat will cut any figure in the receipts. Meanwhile the consumption and exports will go on, while receipts will fall off, as the country elevators are almost entirely empty and the amount that millers will need will have to be drawn from main centers. All prime wheat is selling over May and lower grades are being picked over fast. We see nothing very bearish at present. The situation seems strong.

Corn is holding its own without much effort by the bulls, as receipts are very moderate indeed—50,000 bushels to be shipped by rail to supply the demand in Eastern markets. As navigation has now opened, corn will go out of Chicago very fast. The visible only made a small increase of 29,000 bushels—all of which goes to show the scarcity of that cereal, especially as there seem to be no large amounts in cribs, as is usually the case at this time of the year.

Oats remain strong. If anything, the price will go up, as oats seem to be wanted.

Flour, owing to the scarcity of good wheat, is strong at present prices. The demand is good. The mills are sold ahead.

Millfeed is still wanted at full prices. Receipts during the week were: 69 cars of wheat; 15 cars of corn; 7 cars of oats; 6 cars of flour; 1 car of beans; 6 cars of hay; 10 cars of potatoes.

Millers are paying 70c for No. 2 red wheat. C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is firm, with light offerings. The advance asked has been obtained, and still higher prices are looked for. The supply is light.

Pelts are in light demand and large offerings. Prices are extremely low.

Furs are coming in slowly, with a light demand for most kinds. The spring catch is light.

Tallow is in good demand, at a round advance in price. The supply seems ample, although there are no large offerings.

Wool is at a low point, with light demand. Holders are not anxious sellers, there being no hope for an immediate advance. The London market has improved since the sale and stocks are held at a higher value. Wm. T. Hess.

New Enterprise at Hastings.

Hastings, April 13—A new company has been formed here to manufacture dress shields. The promoters have applied for a patent to be known as the Pan-American shield. They have several agents on the road and from the way the orders come in it is an assured success from the start, as all ladies see the benefit at once. Phin Smith.

N. K. Jepson, formerly engaged in the grocery and notion business at Clarksville, has purchased the meat and grocery stock of H. E. Storms, at 692 Cherry street, and will continue the business at the same location.

Wm. Paulson has engaged in the grocery business at Amble. The Musselman Grocer Co. furnished the stock.

S. H. Sweet has opened a grocery store at Sparta. He purchased his stock of the Musselman Grocer Co.

KILLED BY COZZENS.

Proposed Garnishment Amendment Badly Muddled.

The unfortunate situation of the garnishment bill, due to the peculiar antics of the inexperienced editor of the Detroit Trade, has become a matter of common knowledge all over the State and the Tradesman is in receipt of letters from all sections, enquiring what can be done to clear the atmosphere and save the present law, which is much more favorable to all concerned than the unfortunate compromise passed by the House and amended by the Senate.

The Tradesman sincerely deprecates the situation, but a careful study of the circumstances influencing the matter leads to the conclusion that it is now too late to obtain any satisfactory legislation along these lines from the present Legislature, owing to the wretched manner in which the interests of the merchants have been abused and betrayed by Lobbyist Cozzens. Proof of this statement is found in the reports sent out to the leading newspapers of the State by the Lansing correspondents, of which the following are fair examples:

The Detroit Tribune of this morning contains the following:

"TOO MUCH COZZENS."

Committee on the Garnishee Bill Practically Pigeon-holed It.

Lansing, Mich., April 16—Fred H. Cozzens, of Detroit, who has been here for some time lobbying for the garnishee bill, is persona non grata with the Senate Judiciary Committee. About 11 o'clock this forenoon Mr. Cozzens, accompanied by Grocer Marks, of Detroit, came out of an open meeting of the committee and announced to newspaper men that it had been "decided to report out the garnishee bill, with amendments offered by Senator Holmes, giving unmarried men and women an exemption of not less than \$4 nor more than \$15 and 40 per cent. of the amount owing on his or her wages."

But the committee immediately went into executive session and reconsidered the action to report out the bill as amended. The bill was practically pigeon-holed, for a while, at least.

Members of the committee say they have had "too much Cozzens."

Spitzer.

The Detroit Free Press of this morning makes the following reference to the situation:

Setback for Garnishee Measure.

The garnishee bill was given a setback by the Senate Judiciary Committee to-day after an agreement had been reached to report it out in an amended form. In its present shape the measure provides for an exemption of 80 per cent., which must at least equal \$8, but Senator Murfin had a proviso inserted giving unmarried men the benefit of only half the exemption, which amounts to 40 per cent., with a minimum of \$4. Later the committee went into executive session and decided to hold the bill up for the present.

It seems that some of the Senators have taken a dislike to Fred Cozzens, who has been handling the bill, as they claim to have heard that he made statements to the effect that if the bill went through the House he would not have any trouble in the Senate. Gad Smith objected to the impression going out that Cozzens had any undue influence over him, so the bill was pigeon-holed. It will probably be passed before the session adjourns.

The Grand Rapids Herald this morning publishes the following:

GARNISHEE BILL HUNG UP.
Fred Cozzens of Detroit Has Made the Senators Tired.

Special to Grand Rapids Herald.

Lansing, Mich., April 16—The Nevins garnishee bill is in jeopardy before the Senate Judiciary Committee and it has been hung up to give a few of the

senators a hearing, who are opposed to it. The interests of the bill have been injured by Fred Cozzens, of Detroit, Secretary of the State Retail Grocers' Association, who has been very persistent in jobbing for it. The members of the Judiciary Committee are tired of his frequent visitors to the capitol and he was here again this morning, "button-holing" the senators to vote for it. He and President Marks of the State association appeared before the Committee and spoke in favor of the bill just as it came from the House. Senator Murfin offered an amendment cutting the exemptions in two in case of single men who have no exemption under the bill. The amendment provided that \$4 and 40 per cent. of remainder but in no case above \$15, should be exempt in cases of men who are not householders. This was accepted, but later in secret session the Committee reconsidered the vote by which it was adopted and the bill was hung up. It will be some time before it is reported out, and it may be amended before it comes before the Senate. Gad Smith and several other senators are opposed to the bill.

The Grand Rapids Evening Press of yesterday thus chronicles the situation:

HE IS TOO IMPORTUNATE.

Senate Hangs Up the Garnishee Bill to Banish Secretary Cozzens.

Lansing, April 16—Special to The Evening Press.—The Senate Committee on Judiciary this morning decided to amend the Nevins' garnishee bill so as to give unmarried men only half the exemption or only \$4 and not to exceed \$15 at any one time. The Committee then went into executive session, reconsidered the action and laid the whole matter on the table. This action was taken because, as the members say frankly, Secretary Cozzens, of the State Business Men's Association, is persona non grata. He has been here several weeks making life a burden to the members and the senators now propose to hang the bill up until he tires out and goes away.

Other testimony of a similar character could be produced to sustain the claim that the merchants of Michigan have been very badly served—to put it mildly—by a man who claims to be their friend. The sooner the merchants come to understand the situation and realize the manner in which their interests have been jeopardized by this individual, the better it will be for all concerned.

Curious Credit Scheme.

A wholesale grocery firm in Southern Minnesota has introduced a new plan of work into their store policy. It is a modified banking plan. It is supposed to have sufficient merit to eliminate much of the evil of credit. This store has been doing a cash business. The change of policy is along this line: When customers are unable to pay cash at the time of purchasing goods, they will take a short-time note, without interest, for the amount. These notes draw interest after maturity. In addition they will accept deposits, issue drafts and perform other banking functions. Whether the law will bar a part of this policy has not as yet been passed upon.

Mistakes are the milestones in a man's life.

Patterson Home Sanitarium

Morphine & Liquor Habits

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

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Examination Questions Mississippi Board of Pharmacy.

1. Give common names of the following: Phenol, phenylic alcohol, sodium chloride, hydrogen protoxide, hydrargyrum ammoniatum, calx chlorata, calcium sulphate, liquor ferri subsulphatis, liquor iodi co., syrupe scillae co.
2. Give official title of the following: Glauber salts, bluestone, sugar of lead, citrine ointment, blisterine liquid, gray powder, blue ointment, Lugol's solution, Carron oil, Basham's mixture.
3. Name ten powerful poisons and state antidote for each.

4. Criticise the following:

Quin. sulph., 16 grs.
Ac. sulph. arom., q. s.
Potass. iod., 20 grs.
Aqua ad, 2 f. ozs.

- M. Strych. sul., 1 gr.
Hyg. chl. corros., 2 grs.
Kali iod., 2 drs.
Tr. cinch. co., ad, 4 f. ozs.
5. Criticise the following:
Tr. nuc. vom., 4 f. drs.
Chloroform, 2 f. drs.
Tr. gent. co., 1 f. dr.
Elix. arom., q. s. 4 f. drs.

- M. Kali iod., 1 dr.
Syr. scillae, 4 f. drs.
Sy. aeth. nit., 2 f. drs.
Aqua, q. s. 2 f. ozs.

- M. 6. State the amount (in Troy weight) of each ingredient in each dose of the following prescriptions:
Strych. sulph., or
Ferri. reduct. 4.
Acidi arseniosi, .0075
Quin. sulph., 8.
M ft. pil. LXS. one pill t. i. d.
Podophylla, ¼ gr.
Pv. rhei, 2 grs.
Pv. ii ecac, 1-6 gr.
Ext. nuc. om., ½ gr.
Ft. pil. mitte. tales, XII.

7. State what is meant by the following abbreviations. Write in full and translate:
R ft.; m.; aa.; ad.; t.i.d.; coch.; parv.; mitte; tales; q. s.
8. Give ordinary adult dose of the following: Fowler's solution; Donovan's solution; Lugol's solution; spiritus minder erus; carbolic acid; tr. hyoscinus; wine opium; tr. belladonna; strychnine.

9. Give dose and medical properties of the following: Acetanilid, sulfonal, phenacetine; antifebrine, antipyrine, resorcin, gallic acid, tannin, zinc sulphate, bismuth subgallate.
10. State relative doses for children and adults.

Materia Medica.

1. What is Kino? How obtained? Principal constituent. Effect of acid on its solution; effect of alkali on its solution; effect of age on its tincture; official preparation; medicinal properties; doses.
2. Arnica—Botanical name; part of plant used; country from which obtained; medical properties; effect of overdose; official preparations.
3. Creosota—How obtained? Appearance. Form best for medicinal use; effect of acid on it; with what sometimes adulterated, and how detected; medicinal properties; dose.
4. Glycerin—What is it? How prepared; appearance; specify gravity;

some official preparations it enters into; medicinal properties.

5. Carbolic Acid—From what obtained; how; appearance; melting point; does it unite with water; effect of pure acid on the skin; how distinguished from creosote; medical properties; dose; antidote.

6. Tannic Acid—From what obtained? How? How detected in solution; effect on solutions of starch, albumen and gelatin; medical properties; official preparations; doses of each.

7. Anisum—Part of plant used; description of it; principal constituent; how obtained; important tincture it enters into; medical properties; dose.

8. Give mode of preparing and doses and strength of the following preparations: Aqueous ext. opium, tincture opium, tincture opium deod., tincture opium camph., acetum opii, vinum opii, morphine. Give antidote for opium poisoning.

9. Name several medicinal plants found in Mississippi; state properties, dose and official preparations of each.

10. State sources, official preparations and properties of each of the following: Cantharides, musk, inspissated galls, pepsin, pancreatin.

Pharmacy.

1. What branches of science constitute a knowledge of pharmacy? Briefly outline laws governing the practice of pharmacy and the sale of poisons in Mississippi. What book is the standard of quality for drugs and medicinal preparations?

2. What is weight? What is the relative weight of substances compared with a given standard termed? What is this standard for liquids and solids? What systems of weights are commonly used by druggists? What in filling prescriptions? In buying and selling? What is recognized by the U. S. P.?

3. How many grains in an avoirdupois pound? In one gram? How many cubic centimeters in 14 fl. ounces? What is the supposed capacity of the following: Teaspoonful, dessertspoonful, tablespoonful, wineglassful, teacupful? Is the measuring of liquids by drops accurate? State relative value of drops in some different liquids.

4. What is meant by solution? Name classes of official solutions. Name an alcoholic solution. An aqueous solution. Are any tinctures simple solutions? Name them.

5. Define the following terms: Tincture, fluid extracts, spirits, aqua, ointment, cerate, glycerite infusion, decoction, oleate.

6. Briefly describe the following processes: Percolation, infusion, crystallization, emulsification, filtration.

7. What is meant by solubility? State the amount of each of the following, soluble in a fluid ounce of water: Potass. acet., potass. iod., potass. bromid., potass. chlorate.

8. State ingredients and mode of preparing the following: Pulv. creta, co., pulv. ipecac. co., pulv. jalap co., lotio nigra, linimentum calcis.

9. How is the measure of temperature reckoned? What is the freezing point of the Fahrenheit scale? The boiling point? What is the unit of the Centigrade scale? The boiling point?

10. Outline process for preparing deodorized tincture opium. State object of each procedure. What is the percentage of opium in this preparation? How does it compare in strength with tincture opium? Why is it supposed to be superior?

Chemistry.

1. Define chemistry. Define an element. An atom. A molecule.
2. What are chemical symbols? What do the figures written before the letters of the symbols indicate? What the figures to the right and below?
3. Define the theory of atomic weight.
4. What is the definition of an acid? What is an alkali?
5. Give the distinguishing difference between metals and non-metals.
6. What is nitrogen? Give its properties, source and the process for obtaining it.

7. Give formula and process for manufacture of sulphuric acid.

8. Give symbol for arsenic. Name preparations in common use. Give antidote and tests for same.

9. Define the difference between organic and inorganic compounds.

10. What is alcohol? How is it made? Describe its properties and its effect on the human system.

Keep the Windows Clean.

Keep your windows clean and well filled. Study the show windows. Be original if you can in dressing them. Don't be afraid to spend time and money in window decoration. Always display seasonable goods. Advise one idea at a time and change the display at least once a week. I find it profitable to correspond with progressive druggists and exchange ideas on window displays and other advertising. Always bear in mind that psychological law that first impressions are strongest and most lasting. The public can judge you and your store from the character of your window displays.

Until the city council compelled me to remove it I used a blackboard in front of the store. This is a splendid thing. Like everything else, it must be a good one and well kept. The one I used was two boards 30 inches wide and five feet long, fastened at the top with strap hinges. This was slatted with the best slating and renewed every two weeks. On this board appeared every morning by 7 o'clock the date, weather indications and a seasonable advertisement. It is a good advertisement, and I advise all to try it where they will allow you to have a board on the sidewalk. It takes a good deal of work and time to do it right, and do not attempt it unless you can do it right. If changed every day people will always read it.

Always speak well of your competitor and his goods if you say anything. Better be friendly. Be charitable to him to the extent that you let him have the advertising space on programmes, hotel registers, city directories and the advertisements on the elephant.

Chas. C. Dean.

Animal Camphor.

The discovery has been recently announced that camphor, which has been known hitherto only as a vegetable product, or made synthetically by chemists, is produced also by a small animal slightly resembling a worm, although having a number of feet, and known as a diplopod, with the scientific name of polonium rosabium. The animal is found in Ontario county, New York, and, upon careful examination, it has been ascertained that the substance which gives the odor of camphor is a milky fluid, which is exuded from the dorsal pores. This liquid not only smells but tastes like camphor. The study of the camphor worm, which forms the subject of a paper in a recent issue of Science, presents many interesting chemical and biologic problems.

Don't Let Well Enough Alone.

There is an old time-honored proverb which has no place in your store. It is the one that says, "Let well enough alone." You don't want to let well enough alone, says an exchange. If you are not doing a good business, you can't afford to let it alone, and if you have a good business it's your business to make it better. With modern facilities for doing things and with progress in all other lines, you can't afford to allow business to run itself. Push it. Make up your mind to do more business than you did last year. If obstacles are in the way overcome them. If conditions have changed, rise superior to these conditions. Do not let well enough alone.

The Drug Market.

Opium—Prices have advanced in sympathy with the primary markets, where crop is reported unfavorable.

Morphine—Is as yet unchanged.

Quinine—Is unchanged in absence of demand, and prices are steady.

Cocaine—Is in good demand and on account of increased cost of leaves is much firmer. An advance is probable.

Quicksilver—Shows a slight advance. Mercurials are very strong.

Prickly-Ash Berries—Stocks are about exhausted and very high prices rule.

Cubeb Berries—Are firm and tending higher.

Gum Asafoetida—Is very firm, and there is very little of good quality in the market.

Linseed Oil—Is in good demand at unchanged prices.

Talk No. 3

Don't think when anyone speaks of having Catarrh that all cases are alike and there is only one kind. There are any number of varieties, each kind requiring a different mode of treatment. The most common in Michigan is the Hypertrophic, evidenced by a stoppage of the nostrils, especially when lying down, hawking and spitting, coughing, a full feeling between the eyes, "catching cold" at every change of the weather, etc. This form is curable if the patient will follow directions and be persistent. All cases of chronic catarrh must be treated CONSTITUTIONALLY and LOCALLY. It's time and money thrown away if both methods aren't used. Next time we will speak of Atrophic Catarrh. 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.

Wall Paper Samples Free

How's your stock?

Need brightening up?

We have on hand a very fine assortment and can make immediate delivery—prices will interest you. Write us.

HEYTEK & CANFIELD CO.

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

FISHING TACKLE

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

FRED BRUNDAGE, MUSKEGON, MICH.

Wholesale Drugs and Stationery

SAVE TIME AND STAMPS
PELOUZE POSTAL SCALES
THE HANDSOMEST AND BEST MADE
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN OZS.
NATIONAL REFERENCE UNION SCALE NO. 2
THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED
PELOUZE SCALE & MFG. CO.
CHICAGO.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum					
Aceticum, \$	60	8	Conium Mac.	50	60
Benzoleum, German.	70	75	Copalia	1 15	1 25
Boricale	30	17	Cubebæ	1 40	1 50
Carbolicum	30	42	Exechthitos	1 00	1 10
Citricum	49	51	Erigeron	1 10	1 20
Hydrochlor.	30	5	Gaultheria	1 85	1 90
Nitrosum	80	10	Geranium, ounce	50	60
Oxalicum	12	14	Gossypil, Sem. gal.	50	60
Phosphoricum, dil.	50	15	Hedera	1 40	1 50
Salicylicum	13	5	Juniper	1 50	2 00
Sulphuricum	1 10	1 20	Lavandula	90	2 00
Tannicum	1 10	1 20	Limons	1 60	1 70
Tartaricum	38	40	Mentha Piper	1 40	2 00
Ammonia			Mentha Verid	1 50	1 60
Aqua, 16 deg.	40	6	Morruæ, gal.	1 10	1 20
Aqua, 20 deg.	60	8	Myrcia	4 00	4 50
Carbonas	13	15	Olive	75	3 00
Chloridum	12	14	Piscl Liquida, gal.	10	12
Aniline			Piscl Liquida, gal.	1 00	1 08
Black	2 00	2 25	Rosmarini	1 00	1 00
Brown	80	1 00	Rose, ounce	6 00	6 50
Red	45	50	Succinl	40	45
Yellow	2 50	3 00	Sabina	90	1 00
Bacæ			Santal	2 75	7 00
Cubebæ, po. 25	22	24	Sassafras	45	53
Juniperus	6	8	Sinapis, ess., ounce	50	65
Xanthoxylum	1 25	1 30	Tigil	1 50	1 60
Balsamum			Thyme	40	50
Copaiba	55	60	Thyme, opt.	1 60	1 60
Peru	1 85	1 85	Theobromas	15	20
Terabin, Canada	55	60	Potassium		
Tolutan	45	50	Bi-Carb.	15	18
Cortex			Bichromate	13	15
Abies, Canadian	18	18	Bromide	52	57
Cassia	12	12	Carb	12	15
Cinchona Flava	18	18	Chloral, po. 17	19	19
Euonymus atropurp.	30	30	Cyanide	34	38
Myrica Cerifera, po.	20	20	Iodide	2 60	2 65
Prunus Virgini	12	12	Potassa, Bitart, pure	28	30
Quillala, gr'd	12	12	Potassa, Bitart, com.	15	15
Sassafras, po. 20	15	15	Potass Nitras, opt.	7	10
Ulmus, po. 15, gr'd	15	15	Potass Nitras	6	8
Extractum			Prussiate	23	26
Glycyrrhiza Glabra	24	25	Sulphate po.	15	18
Glycyrrhiza, po.	28	30	Radix		
Hæmatox, 15 lb. box	11	12	Aconitum	20	25
Hæmatox, 15	13	14	Althæa	30	33
Hæmatox, 1/4s.	14	15	Anchusa	10	12
Hæmatox, 1/4s.	14	15	Arum po.	20	25
Hæmatox, 1/4s.	16	17	Calamus	20	40
Ferra			Gentiana, po. 15	12	15
Carbonate Precip.	15	15	Glycyrrhiza, pv. 15	16	18
Citrate and Quina	2 25	2 25	Hydrastis Canad.	80	80
Citrate Soluble	75	75	Hydrastis Can.	80	80
Ferrocyanidum Sol.	40	40	Hellebore, Alba, po.	12	15
Solut. Chloride	15	15	Inula, po.	15	20
Sulphate, com'l.	2	2	Ipecac, po.	3 60	3 75
Sulphate, com'l, by	80	80	Iris plox, po. 35	38	40
obl, per cwt.	7	7	Jalap, pr.	25	30
Sulphate, pure	7	7	Maranta, 1/4s.	22	25
Flora			Podophyllum, po.	75	1 00
Arnica	15	18	Rhel	1 25	1 25
Anthemis	22	25	Rhel, cut	75	1 35
Matricaria	30	35	Rhel, pv.	35	38
Folia			Spigelia	15	18
Barosma	38	40	Sanguinaria, po. 15	60	65
Cassia Acutifol, Tin-	20	25	Serpentaria	40	45
nevelly	25	30	Senega	60	65
Cassia, Acutifol, Alb.	25	30	Smilax, officinalis H.	40	40
Salvia officinalis, 1/4s	12	20	Smilax, M.	10	12
and 1/4s.	8	10	Scilla, po. 35	10	12
Uva Ursi	8	10	Symplocarpus, Feti-	25	25
Gummi			duis, po.	25	25
Acacia, 1st picked	65	65	Valeriana, Eng. po. 20	15	20
Acacia, 2d picked	45	45	Valeriana, German.	15	20
Acacia, 3d picked	28	28	Zingiber a	14	16
Acacia, sifted sorts.	45	65	Zingiber j.	25	27
Acacia, po.	12	14	Semen		
Aloe, Barb. po. 18	20	20	Acacia, po. 15	12	12
Aloe, Cape, po. 15.	20	20	Apium (graveolens).	13	15
Aloe, Socotri. po. 40	20	20	Bird, is	40	6
Ammoniac	55	60	Carul	12	13
Assafetida	45	50	Cardamon	1 25	1 75
Benzoinum	50	55	Coriandrum	80	10
Catechu, is	60	60	Cannabis Sativa	4 1/2	5
Catechu, 1/4s.	60	60	Cydonium	75	1 00
Catechu, 1/4s.	60	60	Chenopodium	10	12
Catechu, 1/4s.	60	60	Dipterix Odorate.	1 00	1 10
Camphora	69	73	Foeniculum	70	70
Euphorbium, po. 35	40	40	Gnugreek, po.	14	14
Galbanum	1 00	1 00	Lini	40	5
Gamboge	65	70	Lini, gr'd.	4 1/2	5
Gualacum, po. 25	30	30	Labella	35	40
Kino	75	75	Pharlaris Canarian.	4 1/2	5
Mastic	60	60	Rapa	4 1/2	5
Myrrh	40	40	Sinapis Alba	9	10
Opil, po. 5.00	5.20	3 50	Sinapis Nigra	11	12
Shellac	25	35	Spiritus		
Shellac, bleached	40	45	Frument, W. D. Co.	2 00	2 50
Tragacanth	60	90	Frument, D. F. R.	2 00	2 25
Herba			Frument	1 25	1 50
Absinthium, oz. pkg	25	25	Juniperis Co. O. T.	1 65	2 00
Eupatorium, oz. pkg	20	20	Juniperis Co.	1 75	3 50
Lobelia, oz. pkg	25	25	Saacharum N. E.	1 90	2 10
Majorum, oz. pkg	23	23	Spt. Vini Galli.	1 75	6 50
Mentha Pip. oz. pkg	23	23	Vini Oporto	1 25	2 00
Mentha Vir. oz. pkg	23	23	Vini Alba	1 25	2 00
Rue, oz. pkg	22	22	Sponges		
Tanacetum V oz. pkg	22	22	Florida sheeps' wool	2 50	2 75
Thymus, V oz. pkg	25	25	Nassau sheeps' wool	2 50	2 75
Magnesia			Velvet extra sheeps'	2 50	2 75
Calcined, Pat.	55	60	wool, carriage	1 50	1 50
Carbonate, Pat.	18	20	Extra yellow sheeps'	1 25	1 25
Carbonate, K. & M.	18	20	wool, carriage	1 00	1 00
Carbonate, Jennings	18	20	Grass sheeps' wool,	75	75
Oleum			carriage	1 00	1 00
Absinthium	6 50	7 00	Hard, for slate use.	1 40	1 40
Amygdala, Dulc.	38	65	Yellow Reef, for	1 40	1 40
Amygdala, Amare.	8 00	8 25	slate use.	1 40	1 40
Anisi	2 10	2 20	Syrups		
Aurant Cortex	2 30	2 35	Acacia	50	50
Bergamli	2 75	3 00	Aurant Cortex	50	50
Caliputi	80	85	Zingiber	50	50
Caryophylli	75	80	Ipecac	50	50
Cedar	65	80	Ferri Iod.	50	50
Chenopadi	65	80	Rhel Arom.	50	50
Cinnamonli	1 30	1 40	Smilax Officinalis	50	50
Citronella	35	40	Senega	50	50
			Sellæ	50	60

Menthol	2 50	2 50	Selditz Mixture	100	22	Linseed, pure raw	59	62
Morphia, S. F. & W.	2 35	2 60	Sinapis	18	18	Linseed, boiled	60	63
Morphia, S. N. Y. Q.	2 25	2 60	Sinapis, opt.	30	30	Neatsfoot, winter str	54	60
& C. Co.	2 25	2 60	Snuff, Maccaboy, De	41	41	Spirits Turpentine	39	45
Moschus Canton	40	40	Snuff, Scotch, De Vo's	41	41	Paints		BBL. LB.
Myristica, No. 1	65	80	Soda, Boras	90	11	Red Venetian	1 1/2	2 @ 8
Nux Vomica, po. 15	35	37	Soda, Boras, po.	23	25	Ochre, yellow Mars	1 1/2	2 @ 4
Opil	10	10	Soda et Potass Tart.	1 1/2	2	Ochre, yellow Ber.	1 1/2	2 @ 3
Pepsin Saac, H. & P.	1 00	1 00	Soda, Carb.	30	5	Putty, commercial	2 1/2	2 1/2 @ 3
D. Co.	1 00	1 00	Soda, Bi-Carb.	3 1/2	4	Putty, strictly pure	2 1/2	2 1/2 @ 3
Piscl Liq. N.N. 1/2 gal.	2 00	2 00	Soda, Ash	2 1/2	2 1/2	Varnishes		BBL. LB.
Piscl Liq. Quarts	1 00	1 00	Soda, Sulphas	2 1/2	2 1/2	American	13	15
Piscl Liq. pints	85	85	Spts. Cologne	50	55	Vermilion, English	70	75
Pil Hydrarg. po. 80	18	18	Spts. Ether Co.	2 00	2 00	Green, Paris	14	18
Piper Nigra po. 22	30	30	Spts. Myrcia Dom.	2 00	2 00	Green, Peninsular	13	16
Piper Alba po. 35	7	7	Spts. Vini Rect. bbl.	2 00	2 00	Lead, red	6 1/2	6 1/2
Plix Burgun	100	12	Spts. Vini Rect. 1/2 bbl.	2 00	2 00	Lead, white	6 1/2	6 1/2
Plumbi Acet.	100	12	Spts. Vini Rect. 10 gal	2 00	2 00	Whiting, white Span	2 00	2 00
Pulvis Ipecac et Opil	1 30	1 50	Spts. Vini Rect. 5 gal	2 00	2 00	Whiting, gliders	2 00	2 00
Pyrethrum, boxes H.	50	50	Strychnia, Crystal	80	1 05	Whiting, Paris, Amer.	2 1/2	2 1/2
& P. D. Co., doz	25	30	Sulphur, Subl.	2 1/2	3 1/2	Whiting, Paris, Eng.	2 1/2	2 1/2
Pyrethrum, pv.	25	30	Sulphur, Roll	2 1/2	3 1/2	Whiting, Paris, Eng.	2 1/2	2 1/2
Quassia	80	10	Tamarinds	80	10	Universal Prepared	1 10	1 20
Quinia, S. F. & W.	36	46	Theobromas	60	65	Oils		BBL. GAL.
Quinia, S. German	34	44	Vanilla	9 00	16 00	Whale, winter	70	70
Quinia, N. Y.	34	44	Zinc Sulph.	7	8	Lard, extra	60	70
Rubia Tinctorum	12	14	Oils			Lard, No. 1	45	50
Saccharum Lactis pv	18	20						
Salacin	4 50	4 75						
Sanguis Draconis	40	50						
Sapo M.	12	14						
Sapo W.	100	12						
Sapo G.	15	15						

Seasonable

BLUE VITRIOL

INSECT POWDER

WHITE HELLEBORE

PARIS GREEN

GUM CAMPHOR

NAPHTHALINE BALLS

NAPHTHALINE FLAKE

We have full Stock at

Lowest Market Price.

Hazeltime & Perkins
Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Galvanized Iron Pails
Galvanized Iron Tubs
Wire Clothes Lines

DECLINED

Salt in Barrels
Seeded Raisins
Lemons
Bulk Starch

Index to Markets
By Columns

Col.	
A	Akron Stoneware..... 15
	Alabastine..... 1
	Ammonia..... 1
	Axle Grease..... 1
B	Baking Powder..... 1
	Bath Brick..... 1
	Bluing..... 1
	Brooms..... 1
	Brushes..... 1
	Butter Color..... 2
C	Candles..... 14
	Canned Goods..... 2
	Catsup..... 3
	Carbon Oils..... 3
	Cheese..... 3
	Chewing Gum..... 3
	Chicory..... 3
	Chocolate..... 3
	Clothes Lines..... 3
	Cocoa..... 3
	Cocoa Shells..... 3
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	Condensed Milk..... 4
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	Fish and Oysters..... 13
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	Hides and Pelts..... 13
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J	Jelly..... 6
L	Lamp Burners..... 15
	Lamp Chimneys..... 15
	Lanterns..... 15
	Lantern Globes..... 15
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M	Matches..... 7
	Meat Extracts..... 7
	Molasses..... 7
	Mustard..... 7
N	Nuts..... 14
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	Olives..... 7
	Oyster Pails..... 7
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	Paris Green..... 7
	Pickles..... 7
	Pipes..... 7
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R	Rice..... 8
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	Salt Soda..... 8
	Salt..... 8
	Salt Fish..... 8
	Sauerkraut..... 9
	Seeds..... 9
	Shoe Blacking..... 9
	Snuff..... 9
	Soap..... 9
	Soda..... 9
	Spices..... 9
	Starch..... 9
	Stove Polish..... 10
	Sugar..... 10
	Syrups..... 10
T	Table Sauce..... 12
	Tea..... 11
	Tobacco..... 11
	Twine..... 12
V	Vinegar..... 12
W	Washing Powder..... 12
	Wicking..... 13
	Woodenware..... 13
	Wrapping Paper..... 13
Y	Yeast Cake..... 13

1

Col.	
ALABASTINE	White in drums..... 9
	Colors in drums..... 10
	White in packages..... 10
	Colors in packages..... 11
	Less 40 per cent discount..... 11
AMMONIA	Per Doz.
	Artic 12 oz. ovals..... 75
	Artic pints, round..... 1 00
AXLE GREASE	doz. gross
	Aurora..... 55 6 00
	Castor Oil..... 60 7 00
	Diamond..... 50 4 25
	Frazer's..... 75 9 00
	IXL Golden, tin boxes 75 9 00
MICA	tin boxes..... 75 9 00
	Paragon..... 55 6 00
BAKING POWDER	Acme
	1/4 lb. cans 3 doz..... 45
	1/2 lb. cans 3 doz..... 75
	1 lb. cans 1 doz..... 1 00
	Bulk..... 10
	Artic
	6 oz. Eng. Tumblers..... 85
	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, 2 doz. case..... 8 00
	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
	Small 3 doz..... 40
	Large, 2 doz..... 75
	Artic, 4 oz. per gross..... 4 00
	Artic, 8 oz. per gross..... 5 00
	Artic, pints, per gross..... 9 00
BROOMS	No. 1 Carpet..... 2 50
	No. 2 Carpet..... 2 15
	No. 3 Carpet..... 1 85
	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

Col.	
BUTTER COLOR	W. R. & Co.'s, 15c size..... 1 25
	W. R. & Co.'s, 25c size..... 2 00
CANDLES	Electric Light, 8s..... 12
	Electric Light, 16s..... 12 1/2
	Paraffine, 6s..... 10 1/4
	Paraffine, 12s..... 11
	Wicking..... 20
CANNED GOODS	Apples
	3 lb. Standards..... 7 00
	Gallons, standards..... 2 00
	Blackberries
	Standards..... 75
	Beans
	Baked..... 1 00 @ 30
	Red Kidney..... 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, 1/2 pint..... 1 92
	Burnham's, pints..... 3 60
	Burnham's, quarts..... 7 20
	Cherries
	Red Standards..... 85
	White..... 1 15
	Corn
	Fair..... 75
	Good..... 85
	Fancy..... 95
	French Peas
	Sur Extra Fine..... 22
	Extra Fine..... 19
	Fine..... 15
	Moyen..... 11
	Gooseberries
	Standard..... 90
	Hominy
	Standard..... 85
	Lobster
	Star, 1/4 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..... 2 80
	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
	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, talls..... @ 1 85
	Columbia River, flats..... @ 1 95
	Red Alaska..... 1 20 @ 1 40
	Pink Alaska..... 1 00 @ 1 10
	Shrimps
	Standard..... 1 50
	Sardines
	Domestic, 1/2s..... 4 1/2
	Domestic, 1/4s..... 8
	Domestic, Mustard..... 8
	California, 1/2s..... 17
	French, 1/2s..... 28
	Strawberries
	Standard..... 85
	Fancy..... 1 25
	Succotash
	Fair..... 90
	Good..... 1 00
	Fancy..... 1 20
	Tomatoes
	Fair..... 90
	Good..... 95
	Fancy..... 1 15
	Gallons..... 2 60

3

Col.	
CATSUP	Columbia, pints..... 2 00
	Columbia, 1/2 pints..... 1 25
CARBON OILS	Barrels
	Eocene..... @ 11
	Perfection..... @ 10
	Diamond White..... @ 9
	D. S. Gasoline..... @ 11
	Deodorized Naphtha..... @ 10
	Cylinder..... @ 34
	Engine..... @ 22
	Black, winter..... @ 10 1/4
CHEESE	Acme..... @ 12
	Amboy..... @ 12 1/2
	Elsie..... @ 12
	Emblem..... @ 13
	Gem..... @ 11 1/2
	Gold Medal..... @ 11 1/2
	Ideal..... @ 11 1/2
	Jersey..... @ 11 1/2
	Riverside..... @ 11 1/2
	Brick..... @ 14 @ 15
	Edam..... @ 20
	Leiden..... @ 17
	Limburger..... @ 13 @ 14
	Pineapple..... @ 50 @ 75
	Sap Sago..... @ 19 @ 20
CHEWING GUM	American Flag Spruce..... 50
	Beeman's Pepsin..... 60
	Black Jack..... 55
	Largest Gum Made..... 55
	Sen Sen..... 55
	Sen Sen Breath Perfume..... 1 00
	Sugar Loaf..... 45
	Yucatan..... 55
CHICORY	Bulk..... 5
	Red..... 7
	Eagle..... 4
	Frank's..... 6 1/2
	Schener's..... 6
CHOCOLATE	Ambrosia..... 21
	Houshold Sweet..... 19
	Ambrosia Premium..... 32
	Yankee Premium..... 31
	Walter Baker & Co.'s..... 22
	German Sweet..... 22
	Premium..... 34
	Breakfast Cocoa..... 45
	Runkel Bros..... 21
	Vienna Sweet..... 21
	Vanilla..... 28
	Premium..... 31
CLOTHES LINES	Cotton, 40 ft. per doz..... 1 00
	Cotton, 50 ft. per doz..... 1 20
	Cotton, 60 ft. per doz..... 1 40
	Cotton, 70 ft. per doz..... 1 60
	Cotton, 80 ft. per doz..... 1 80
	Jute, 60 ft. per doz..... 90
	Jute, 72 ft. per doz..... 95
COCOA	Ambrosia, 1/2 lb. tin cans..... 42
	Ambrosia, 1/4 lb. tin cans..... 44
	Cleveland..... 41
	Colonial, 1/2s..... 33
	Colonial, 1/4s..... 33
	Eppe's..... 42
	Huyler..... 45
	Van Houten, 1/2s..... 12
	Van Houten, 1/4s..... 20
	Van Houten, 1/2s..... 38
	Van Houten, 1s..... 70
	Webb..... 30
	Wilbur, 1/2s..... 41
	Wilbur, 1/4s..... 42
COCOA SHELLS	20 lb. bags..... 2 1/2
	Less quantity..... 3
	Pound packages..... 4
COFFEE	Roasted
	A.T.C. HIGH GRADE COFFEES
	Special Combination..... 15
	French Breakfast..... 17 1/2
	Lenox, Mocha & Java..... 21
	Old Gov't Java and Mocha..... 24
	Private Estate, Java & Moc..... 26
	Supreme, Java and Mocha..... 27
	Dwinell-Wright Co.'s Brands..... 17 1/2
	White House, 60-1s..... 29
	White House, 30-2s..... 28
	Excelsior M. & J., 60-1s..... 21 1/2
	Excelsior M. & J., 30-2s..... 20 1/2
	Royal Java..... 26 1/2
	Royal Java & Mocha..... 26 1/2
	Arabian Mocha..... 28 1/2
	Aden Moch..... 22 1/2
	Mocha & Java Blend..... 23
	Fancy Maricao..... 18 1/2
	Javo Blend..... 17 1/2
	Golden Santos..... 17
	Ja-Mo-Ka..... 15 1/2
	Excelsior Blend..... 14 1/2
	No. 55 Blend..... 14
	Rio
	Common..... 10 1/2
	Fair..... 11
	Choice..... 13
	Fancy..... 15
	Santos
	Common..... 11
	Choice..... 14
	Choice..... 15
	Fancy..... 17
	Peaberry..... 13
	Maracaibo
	Fair..... 12
	Choice..... 16
	Choice..... 16
	Fancy..... 17

4

Col.	
Guatemala	Choice..... 16
Java	African..... 12 1/4
	Fancy African..... 17
	O. G..... 25
	P. G..... 29
Mocha	Arabian..... 21
Package	New York Basis..... 12 50
	Arbuckle..... 12 50
	Dilworth..... 12 50
	Jersey..... 12 50
	Lion..... 12 50
	McLaughlin's XXXX..... 12 50
	McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.
Extract	Valley City 1/4 gross..... 75
	Felix 1/4 gross..... 1 15
	Hummel's fol 1/4 gross..... 85
	Hummel's tin 1/4 gross..... 1 43
Substitutes	Crushed Cereal Coffee Cake..... 1 75
	12 packages, 1/2 case..... 3 50
	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
	Magnolia..... 4 25
	Challenge..... 3 75
	Dime..... 3 35
	Leader..... 3 80
COUPON BOOKS	50 books, any denom..... 1 50
	100 books, any denom..... 2 50
	500 books, any denom..... 11 50
	1,000 books, any denom..... 20 00
	Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.
Coupon Pass Books	Can be made to represent any denomination from \$10 down.
	50 books..... 1 50
	100 books..... 2 50
	500 books..... 11 50
	1,000 books..... 20 00
Credit Checks	500, any one denom..... 2 00
	1,000, any one denom..... 3 00
	2,000, any one denom..... 5 00
	Steel punch..... 75
CRACKERS	The National Biscuit Co. quotes as follows:
	Butter
	Seymour..... 6
	New York..... 6
	Family..... 6
	Salted..... 6
	Wolverine..... 6 1/2
	Soda
	Soda XXX..... 6 1/2
	Soda, City..... 8
	Long Island Wafers..... 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..... 16
	Bent's Water..... 16
	Cinnamon Bar..... 9
	Coffee Cake, Iced..... 10
	Coffee Cake, Java..... 10
	Cocoanut Macaroons..... 18
	Cocoanut Taffy..... 16
	Cracknels..... 16
	Creams, Iced..... 8
	Cream Crisp..... 10 1/2
	Cubans..... 11 1/2
	Current Fruit..... 12
	Frosted Honey..... 9
	Frosted Cream..... 12
	Ginger Gems, 1/2 doz sm'l..... 8
	Ginger Snaps, N. B. C..... 6
	Gladiator..... 10 1/2
	Grandma Cakes..... 9
	Graham Crackers..... 8
	Graham Wafers..... 12
	Grand Rapids Tea..... 16
	Honey Fingers..... 12
	Iced Honey Crumpets..... 12
	Imperial..... 8
	Jumbles, Honey..... 12
	Lady Fingers..... 12
	Lemon Snaps..... 12
	Lemon Wafers..... 16
	Marshmallow Creams..... 16
	Marshmallow Walnuts..... 16
	Mary Ann..... 8
	Mixed Plie..... 11 1/2
	Milk Biscuit..... 7 1/2
	Molasses Cake..... 9
	Molasses Bar..... 9
	Moss Jelly Bar..... 12 1/2
	Newton..... 12
	Oatmeal Crackers..... 8
	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
	Scotch Cookies..... 9
	Sears' Lunch..... 7 1/2
	Sugar Cake..... 8
	Sugar Cream, XXX..... 8

5

Col.	
Sugar Squares..... 8	
Sultanas..... 13	
Tutti Frutti..... 16	
Vanilla Wafers..... 16	
Vienna Crimp..... 8	
CREAM TARTAR	5 and 10 lb. wooden boxes..... 30
	Bulk in sacks..... 29
DRIED FRUITS	Apples
	Sundried..... @ 4

6



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

Jennings'

2 oz. full meas. pure Lemon... 75
2 oz. full meas. pure Vanilla... 20

Big Value

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



FLAVORING EXTRACTS

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

Standard

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

FLY PAPER

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

FRESH MEATS

Beef
Carcaass... 6 @ 8
Forequarters... 5 1/2 @ 9
Hindquarters... 7 1/2 @ 9
Loins No. 3... 10 @ 14
Ribs... 10 @ 13
Rounds... 7 1/2 @ 8
Chucks... 5 1/2 @ 6
Plates... 4 @ 5

Pork

Dressed... @ 7
Loins... @ 10 1/2
Boston Butts... @ 9
Shoulders... @ 8 1/2
Leaf Lard... @ 8

Mutton

Carcaass... 7 1/2 @ 8
Spring Lambs... 9 @ 10

Veal

Carcaass... 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-Wells 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
Ball-Barnhart-Putman's Brand
Diamond 1/2s... 4 50
Diamond 1/4s... 4 40
Diamond 1/8s... 4 30

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 50
Ceresota 1/4s... 4 40
Ceresota 1/8s... 4 30

Worden Grocer Co.'s Brand
Laurel 1/2s... 4 40
Laurel 1/4s... 4 30
Laurel 1/8s... 4 20
Laurel 1/2s and 1/4s paper... 4 20

Meal

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

Oats

Car lots... 30 1/2
Car lots, clipped... 32 1/2
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 50
Screenings... 16 00

Corn

Corn, car lots... 44

Hay

No. 1 Timothy car lots... 11 50
No. 1 Timothy ton lots... 12 50

HERBS

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

INDIGO

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

JELLY

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

7

LICORICE

Pure... 30
Calabria... 23
Sticky... 14
Root... 10

LYE

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

MATCHES

Williams'... 10
PARK MATCHES... 10

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

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

MEAT EXTRACTS

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

New Orleans

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

Mustard

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

OLIVES

Bulk, 1 gal. kegs... 1 25
Bulk, 3 gal. kegs... 1 10
Bulk, 5 gal. kegs... 1 00
Manzanilla, 7 oz... 80

Queen, pints... 2 35
Queen, 18 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... 86 1 70
6... 96 2 00
8... 108 2 40
10... 120 2 60
12... 132 3 15
14... 144 3 45
16... 156 4 50
20... 180 5 50
25... 225 5 50

SUGAR

Red... 4 1/2
Gray... 4 1/2

PARIS GREEN

Bulk... 14
Packages, 1 lb., each... 18
Packages, 1/2 lb., each... 17
Packages, 1 lb., each... 16

PICKLES

Medium
Barrels, 1,200 count... 4 50
Half bbls, 600 count... 2 75

Small

Barrels, 2,400 count... 5 50
Half bbls, 1,200 count... 3 30

PIPES

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

POTASH

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

PROVISIONS

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

Dry Salt Meats

Bellies... 9
Briskets... 8 1/2
Extra shorts... 8 1/2

Smoked Meats

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

Lards-In Tierces

Compound... 6 1/2
Kettle... 9 1/2
Vegetable... 6 1/2
60 lb. Tubs, advance... 1 1/2
80 lb. Tubs, advance... 1 1/2
50 lb. Tins, advance... 1 1/2
20 lb. Pails, advance... 1 1/2
10 lb. Pails, advance... 1 1/2
5 lb. Pails, advance... 1

8

3 lb. Pails, advance

Sausages
Bologna... 5 1/2
Liver... 6
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... 60
Sheep... 60

Butterine

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

Canned Meats

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

SALERATUS

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

SAL SODA

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

SALT

Buckeye
100 3 lb. bags... 3 00
50 6 lb. bags... 3 00
22 1/2 lb. bags... 2 75
In 5 bbl. lots 5 per cent. discount and one case 24 1/2 lb. boxes free.

Diamond Crystal

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

Common Grades

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

Warsaw

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

Ashton

56 lb. dairy in linen sacks... 60
Higgins... 60
56 lb. dairy in linen sacks... 60
Solar Rock... 30
56 lb. sacks... 95
Granulated Fine... 1 00
Medium Fine... 1 00

SALT FISH

Cod
Georges cured... @ 6
Georges genuine... @ 6 1/2
Georges selected... @ 7
Grand Bank... @ 6
Strips or bricks... 6 @ 9
Pollock... @ 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... 3 00
Round 40 lbs... 1 50
Scaled... 19
Bloaters... 1 60

Mackerel

Mess 100 lbs... 12 25
Mess 40 lbs... 5 20
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
Bell & Bogart brands—
Coal Oil Johnny... 3 90
Peekin... 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

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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

50 cakes, large size... 3 25
100 cakes, large size... 6 50
50 cakes, small

12

Rube Bros. Co.	25	70 00
Hillson 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.	15	35 00
C. Costello & Co.	35	70 00
LaGora-Fee Co.	35	70 00
S. I. Davis & Co.	35	185 00
Hene & Co.	35	90 00
Benedict & Co.	7.50	70 00
Hemmett Cigar Co.	35	70 00
G. J. Johnson Cigar Co.	35	70 00
Maurice Sanborn	50	175 00
Boek & Co.	65	300 00
Manuel Garcia	80	375 00
Neuva Mundo.	85	375 00
Henry Clay	85	550 00
La Carolina.	90	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
Crete de Menthe.	60
Stronghold.	40
Solo.	35
Sweet Chunk.	37
Forge.	33
Red Cross.	24
Palo.	36
Kylo.	36
Hiawatha.	41
Battle Axe.	37
American Eagle.	54
Standard Navy.	38
Speare Head, 16 oz.	43
Speare Head, 8 oz.	45
Nobby Twist.	49
Jolly Tar.	39
Old Honesty.	45
Teddy.	34
J. T.	64
Piper Heidsick.	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.	37
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
I X L, 6 lb.	28
I X L, 30 lb.	32
Honey Dew.	37
Gold Block.	37
Flagman.	40
Chips.	35
Kiln Dried.	23
Duke's Mixture.	40
Duke's Cameo.	40
Honey Dip Twist.	39
Myrtle Navy.	40
Yum Yum, 1 1/2 oz.	39
Yum Yum, 1 lb. pails.	37
Yum Yum, 1 lb.	37
Corn Cake, 2 1/2 oz.	25
Corn Cake, 1 lb.	23
Plover Boy, 1 1/2 oz.	37
Plover Boy, 3 1/2 oz.	34
Peerless, 3 1/2 oz.	34
Indicator, 2 1/2 oz.	38
Indicator, 1 lb. pails.	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	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

Cotton, 3 ply.	20
Cotton, 4 ply.	20
June, 2 ply.	12
Hemp, 6 ply.	12
Flax, med. med.	20
Wool, 1 lb. balls.	8

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

Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

Washing Powder	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

Washing Powder	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

Washing Powder	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

Washing Powder	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

13

Pearline.	2 90
Scourline.	3 50

WICKING

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

WOODENWARE

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.	80
12 lb. cotton mop heads.	1 25

Pails

2-hoop Standard.	1 40
3-hoop Standard.	1 60
2-wire, Cable.	1 50
3-wire, Cable.	1 70
Cedar, all red, brass bound.	1 25
Paper, Eureka.	2 25
Fibre.	2 40

Toothpicks

Hardwood.	2 75
Softwood.	2 75
Banquet.	1 40
Ideal.	1 40

Tubs

20-inch, Standard, No. 1.	6 00
18-inch, Standard, No. 2.	5 00
16-inch, Standard, No. 3.	4 00
20-inch, Cable, No. 1.	7 00
18-inch, Cable, No. 2.	6 00
16-inch, Cable, No. 3.	5 00
No. 1 Fibre.	9 45
No. 2 Fibre.	7 95
No. 3 Fibre.	7 20

Wash Boards

Bronze Globe.	2 50
Dewey.	1 75
Double Acme.	2 75
Single Acme.	2 25
Double Peerless.	2 50
Single Peerless.	2 50
Northern Queen.	2 50
Double Duplex.	3 00
Good Luck.	2 75
Universal.	2 25

Wood Bowls

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

WRAPPING PAPER

Common Straw.	1 1/2
Fiber Manila, white.	3 1/2
Fiber Manila, colored.	4 1/2
No. 1 Manila.	4
Cream Manila.	3
Butcher's Manila.	2 1/2
Wax Butter, short count.	13
Wax Butter, full count.	20
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.	12
Hallbut.	15
Ciscoes 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
Mackerel.	16

HIDES AND PELTS

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
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Hides

Green No. 1.	6
Green No. 2.	5
Cured No. 1.	7 1/2
Cured No. 2.	6 1/2
Calfskins, green No. 1.	7 1/2
Calfskins, green No. 2.	7 1/2
Calfskins, cured No. 1.	10
Calfskins, cured No. 2.	8 1/2

Pelts

Pelts, each.	50@1 10
Lamb.	

Tallow

No. 1.	4 1/2
No. 2.	3 1/2

Wool

Washed, fine.	18@20
Washed, medium.	22@24
Unwashed, fine.	12@14
Unwashed, medium.	16@18

14

CANDIES

Stick Candy

Standard.	7 1/2
Standard H. H.	7 1/2
Standard Twist.	8
Cut Loaf.	9

Jumbo, 32 lb.	7 1/2
Extra H. H.	10 1/2
Boston Cream.	10
Beet Root.	8

Mixed Candy

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

Fancy-In Bulk

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

Fancy-In 5 lb. Boxes

Lemon Sours.	255
Peppermint Drops.	260
Chocolate Drops.	265
H. M. Choc. Drops.	265
H. M. Choc. Lt. and Dk. No. 12.	2 1 00
Gum Drops.	230
Licorice Drops.	275
Lozenges, plain.	255
Lozenges, printed.	260
Imperial.	260
Molasses Bar.	255
Molasses Buns.	255
Hand Made Cream.	80 290
Cream Buttons, Pep. and Wint.	265
String Rock.	265
Wintergreen Berries.	260

Caramels

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

FRUITS

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

Lemons

Messina, 300s.	3 25@3 50
Messina, 300s.	3 00@3 50
California, 300s.	3 25@3 50
California, 300s.	3 25@3 50

Bananas

Medium bunches.	1 50@1 75
Large bunches.	

Foreign Dried Fruits

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

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

NUTS

Almonds, Tarragona.	17@18
Almonds, Ivica.	12
Almonds, California.	12 1/2
Almonds, soft shelled.	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
Cocoanuts, full sacks.	2 3 75
Chestnuts, per bu.	2

Peanuts

Fancy H. P. Suns.	5 1/2@
Fancy, H. P. Suns.	6 1/2@ 7
Choice, H. P., Extras.	6 1/2@ 7
Choice, H. P., Extras.	6 1/2@ 7
Roasted.	6 1/2@ 7
Span. No. 1 n'w.	6 1/2@ 7 1/2

15

AKRON STONEWARE

Butters

1/2 gal., per doz.	48
2 to 6 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
Churn Dashers, per doz.	84

Milkpans

1/2 gal. 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

Getting the People

Cheapness Not Necessary in Advertising Leaders.

It seems an anomaly that a large space in several newspapers should often be taken to advertise a specialty, some trinket, which costs so little that it is impossible that the gross sales can amount to the cost of the advertising, to say nothing of meeting the expense from the profits. Of course, it is readily understood that returns are looked for in the general advertising value of the venture.

One of the commonest errors of the general advertiser is the idea that all leaders, to be of value, must be cheap—must be so far below the usual price that this will engage the attention as a great bargain. It is difficult for many dealers to get away from the delusion that all customers are bargain hunters and that none can be interested by anything which does not appeal to the bargain instinct. To be sure, there are customers who are bargain hunters—customers who must think they are getting their gold dollars for fifty cents apiece or they won't buy—but the average merchant, if he be wise, is not devoting all his energies to getting such customers.

There is a value, no doubt, in quoting an apparently close price on well-known, standard articles; but I believe it is a serious mistake to make the price too low, even for a leader. When people know the value of an article which is standard there is very apt to be a suspicion, at least an unconscious suspicion—there is such a thing—that something is wrong with the article advertised so that the dealer is playing to cheapness.

To a considerable part of the average buyers of the country the idea of cheapness is fully as repelling as it is attractive to bargain hunters. This repelling influence is largely an unconscious one. It is my belief that a greater proportion are kept away by an appearance of excessive cheapness than is generally considered.

On the other hand, it will be urged that such advertisements are effective and the natural inference is that it is the right way. The mistake is in attributing the success to excessive cheapness.

Of course, in quoting a price of a standard article, the price should appear to be a reasonable one. No one is favorably impressed by an unreasonably high price for the commonest staples unless there is an ostensible reason for the high price.

The same is true in quoting low prices. It may be admissible to advertise some odd novelty at an unusually low price, if the reason for its cheapness is made plain, so as not to cheapen everything else.

The mistake is in giving the impression that the cheapness is a standard for everything else. Some, as I have said, will be repelled by this cheapness and others will be displeased to find that the impression conveyed is not correct.

The value of a leader in advertising is in mentioning that which will engage the attention. Every advertiser knows the value of seasonable articles for this purpose. These do not have to be offered cheaply. Often the profit in the sales is a nominal amount. The advertising value, however, is very great, in that it gains a hearing and interest.

The object of leaders is to gain atten-

TIME TO PAINT

Now is a good time to paint and we carry as good a line of paint as can be found anywhere. The name Devco on any paint things means the best made. We have in stock, at all times, a full line of Devco mixed paints, floor paint, carriage paint, paint in oil, varnish stain, top dressing, wagon paint, roof paint, bridge paint, varnishes, floor oil. We also sell white lead and oil. Get our prices before you buy.

FRANK J. BRATTIN.

WALL PAPER! 20,000 ROLLS

Part of which slightly damaged by smoke in recent fire in the Mead Block. We are going to close out the entire line at less than manufacturer's price. Above papers are 1901 patterns. Call before best combinations are broken.

Silver Lead Paint Co

104 Ottawa Street East, Lansing

Are you ready for that

Wall Paper?

We are ready to sell you and have by far the largest, the best and the most up-to-date line we ever carried. We bought direct from the mill this year and saved an extra profit that we are willing to give to you. Come and see the line and get prices.

Allen B. Way,
Druggist, Sparta.

We Want You

to give us a Grocery order this week
Here's a List of Good Things, Try Them!

White Rose Flour. \$4.00 per bbl.
Four pounds Dried Prunes for 25c.
3½ pounds of Dried Pears for 25c.
Three pounds of good bulk Starch for 10c.
Twelve bars of Lion Soap for 25c.
1-pound package Conrad Coffee for 10c.
Three pounds of bulk Coffee for 25c.
1 pound King Bolt plug Tobacco at 40c.
1 lb. Thresher Navy plug Tobacco at 35c.
1 lb. Worth Navy plug Tobacco at 35c.

SUPERNOW BROS.
Successors to W. L. French

Coopersville Roller Mills,

FRED J. YOUNG, Proprietor.

Our White Lily & Flour &

Has a Well-Earned Reputation.
Are You Using It?

Bring your Grain. We do the rest.
Reliable Millers and Prompt Work.

I Was

just about to say that a window thermometer is a great convenience in cold weather.

You Can

step to the window at night with a light and see how cold it is without going out of doors.

SCHOONMAKER,
THE DRUGGIST.
Sells them.

Forehanded buyers of Wall Paper.

More and more people appreciate the advantages of picking wall paper early. Early choosing gives you the very limit of assortment. Pick now; hang the paper when you are ready. Our stock is here and it is worth looking at. The new colorings and designs are magnificent. We want you to see our paper; the more of it you see the better you will appreciate what we are able to do for you in assortment, quality, and price.

THOMPSON & GRICE,

Pharmacists,
ALLEGAN, MICHIGAN.

NOW FOR BUSINESS

We handle the celebrated Buckeye Binders, Mowers, Rakes and Corn Binders, the best in the world. Also Plows, Harrow Drills, Weeders, Corn Planters, Potato Planters, Whips, Wagons and Buggies. We carry a full line of repairs for Plows of all kinds. Give us a call before buying elsewhere. "Low prices and fair dealing" is our motto. We also bale and ship hay and straw. Opposite Lillie's store.

Southfield @ Meekman
A Coopersville, Michigan.

CHURCHILL'S

WALL PAPER STORE
NEXT DOOR TO POST OFFICE

WALL PAPER AND ROOM MOULDINGS

Everything up to date.
Wall Paper—3c per roll and up.
Bring us the measurements of your rooms and select your paper. We do the rest, and save you some money, time and bother.

Our Idea of

Business

Is that nothing is too expensive if it improves and advertises.

That accounts for our adding to and improving our grocery. It is business with us. We have just added a... **MIST MACHINE** in our window so as to keep our vegetables... **CLEAN and FRESH.** If you are interested in buying your goods in a clean and sanitary store you should patronize us.

E. W. Clarke & Company.

Successors to Stirling Crawford & Company.

tion. Simply the mentioning of the article will do this to some extent. The mentioning of the article and price will do more, even if the price is not an excessively low one.

Special sales of such leaders on certain days no doubt aid in gaining attention. Of course, at special sales there must usually be some affectation of advantage in buying then. The most natural one is cheapness, but in reality it is more the special sale which brings the buyer than the idea of a cheap sale.

* * *

Frank J. Brattin selects a good display line and his printer has done his work well. The white space is well proportioned. I do not think it is well, however, to sacrifice essentials for the sake of display; I consider an address essential. Few are so well known that an advertisement is not likely to come into hands where the information of locality will be new. The name, the business and the location can not be too often reiterated. In the writing of this advertisement there is good material, but some pruning could be done to advantage. I would change "Now is a good time" to "Now is the time," thus strengthening the expression and avoiding an unpleasant reiteration of "good." "Paint things" may be all right, but I think "things" unnecessary and it sounds trivial. "Devco's," used in the possessive, should have the point. In this case I would make a display line in the middle of the paragraph and would lessen the wording. "We always carry" could take the place of eight words and increase the strength.

The Silver Lead Paint Co. makes a strong announcement of special wall paper sale which is well handled by the printer. I would omit the astonished in the first line and would move the address to the left for better balance. A lighter display would seem more suitable and I think would be fully as effective if location is good.

I suppose the border pattern in the wall paper advertisement of Allen B. Way is intended to suggest the goods advertised. The idea is an ingenious one, but I fear there are too few who will see the point to make it effective. As it is, the strength of the display is much lessened by the restricted space. I would have economized at least by using less words in the writing.

Supernaw Bros. go direct to the point and the printer has made his display in harmony with their idea. The best feature of the advertisement, however, is the list of prices. The printer should not have crowded his matter so far to one side, and a more substantial border would be valuable—the character used is so minute that it is impossible to preserve it in engraving.

I have had occasion frequently to criticize the announcements of the dealers at Coopersville, generally in terms of commendation, especially as to the display. In this case I must vary the order. The writer of the advertisement of the Coopersville Roller Mills has done his work well, but the printer is not so successful. His type faces are badly mixed, and the ragged Italic is wholly unsuited for the space. Had it been "white oak" flour the acorn ornaments might have been more appropriate. The border is too minute and weak.

Mr. Schoonmaker writes a catchy thermometer advertisement which is of more value than the thermometers it will sell. He makes good use of the

silhouette cut. The first line would be better with a small "w." The border is pretty heavy for the space and yet it seems suitable to the catchy spirit of the whole and in many locations would be all right.

Thompson & Grice fall into the hands of a printer who consults unity of style and good proportion in display. The new faces of type and border are suitable to the wall paper trade. The writer would have improved his work by a judicious penning which would have lessened the paragraph by about one-third, thus permitting its being leaded. The commonest mistake is too heavy, solid paragraphs.

Southfield & Meerman are either too generous in their wording or not enough so with their space. In an advertisement of this kind the lines selected for display should indicate in some way the line of business. Then, with less wording and a portion of the list of goods in a heavier face of type—to break up the big paragraph—and a signature not quite so ragged, the advertisement would be a good one.

Churchill's Wall Paper Store would have done well to mention the town or city of its location. Plain rules in place of the minute borders would have improved the printer's work. The word "and" should be smaller.

C. W. Clarke & Company may be situated in Tampa or Seattle, so far as anything in their advertisement indicates. The writing is good, but the printer used too heavy border for the space.

The Marine City Sugar Co. From Two Points of View.

Marine City, April 13—A meeting of the stockholders of the Marine City Sugar Co. was held here to-day. The meeting was an enthusiastic one and well attended. It is estimated that the factory ran \$59,000 behind last year. New officers and directors were elected as follows: President, John Mitchell, Cleveland; Vice-President, A. C. Dustin, Cleveland; Secretary-Treasurer and Manager, W. F. Sauber, Marine City; Directors, John Mitchell, A. C. Dustin and Frank Barton, Cleveland; T. A. Hutchins, New York; Ben Goulet, Bay City; Fred Whiting, Detroit; W. F. Sauber, James Taylor and Matthew Sicken, Marine City. The factory had many difficulties to overcome last year and the stockholders expected that the factory would run behind. At the meeting an estimate was given that it would cost \$40,000 to place the factory in first-class shape for the coming season's work. Over 4,000 acres of beets have been contracted and prospects for the next campaign are good.

Port Huron, April 13—The Marine City Sugar Co. to-day commenced suit against Augustus Colwell, a heavy stockholder of the concern, for \$150,000, and obtained a writ of attachment against him for the sum out of the Circuit Court. Colwell was defendant in a suit for \$30,000, brought by Alexander T. Fisher, of Detroit, for a claimed commission due for promoting the organization of the sugar company, and, after a trial in which no verdict was reached by an arrangement with the two principals, a judgment for the full amount with interest was entered by consent. In the action the sugar company had been made a garnishee defendant, and after the recording of the judgment, they came into court in an effort to have the judgment made operative against Colwell personally only. The present action is another phase of the differences between Colwell and the company. The attachment covers Colwell's interest in the company. He holds \$88,000 of its \$350,000 capitalization.

The individual who sits down and waits for the world to appreciate him will discover after the race that he was left at the post.

DRASTIC MEASURES

Proposed by a Michigan Shipper to Obtain Cars.

Junctionville, Mich., March 15—Your columns have so often taken up the cause and troubles of the merchants and shippers of Michigan that they naturally turn to you for assistance. Our lives have become a burden and our business almost ruined by the service—or lack of service—the railroads have given us the past six months. Has the time not come when united action should be taken to protect ourselves against their encroachment on our rights? In their interest they have a rule in force that, after a car is set in 48 hours for loading, a demurrage charge of \$1 per day is charged if not loaded, and the same rule applies when a car arrives and is not unloaded in 48 hours, a demurrage charge of \$1 per day being made and collected immediately. Should the shippers not ask their Senators and Representatives to at once set about passing a law that, after a car has been ordered one week, \$1 per day will be charged the railroad company after that time until the car is furnished? During the past winter we have waited six and eight weeks for cars to common points. We have talked to other shippers who have practically had to quit doing business because their money was tied up in products for which they had orders at a good profit, but which they could not ship because the railroad company would not or could not give them cars. What do you think of the unadulterated gall of a railroad company, that, after failing to furnish a car for six weeks for an Eastern point, should ask the shipper why he did not load for Western points? Every commodity has suffered. The lumbermen have had some of their best orders cancelled after their customers had waited six and eight weeks for shipments; handlers of straw are carrying straw to-day that might have been shipped two months ago if cars could have been had, at a profit of \$1 per ton, which will have to be sold at a loss of \$1 per ton now. Hay men have lost hundreds of dollars in profits by delayed shipments. This class of shipments has especially suffered because the minimum weight is 20,000 pounds and the railroad companies refuse to give them anything but short cars in which it is almost impossible to get 20,000 pounds. Potato men have lost money and business from failure to get cars, and no branch of the community is more interested in this subject than the farmers of Michigan. Many of them now have potatoes rotting in their cellars and hay and straw left on their hands for which they could have gotten high prices last winter if cars could have been had to ship.

Are we to sit quietly down and let the railroads squeeze the life out of us as they are doing? Every day the newspapers publish reports of consolidations of railroad companies, with interviews from the presidents and managers of the companies, stating what a splendid thing it is that by consolidation they can make a great saving in their expenses and serve the "dear public" to so much better advantage, and the "dear public" find that, whereas once there was courtesy and promptness shown on account of each road striving for business, now they are practically told to go to—The railroads divide the business among themselves and the incentive for taking care of shippers, as formerly, has been lost. What is the remedy? If every town and every grange in the State would call a meeting of the shippers and farmers in their vicinity, draw up resolutions and get the signature of voters in their neighborhood, asking their Senator and Representative to pass a law compelling railroad companies to furnish cars in six days from receipt of order or pay \$1 per day after that time until they are furnished—call on the editor of their newspaper and tell him this was a fight for the interests of the people and they would expect him to show his colors through the columns of his paper—have the men who are personally acquainted with the Senator and Representative from their district see him personally

and explain the situation—we believe the Senators and Representatives of the State would be glad to take action, for they have always shown that what the people really wanted they could have, but the people must show that they want it, and show it vigorously and actively, not passively.

Discouraged Shipper.

The Boys Behind the Counter.

Kalamazoo—Leonard Van Prooyen has resigned his position at the head of the suit and garment department of the Brownson & Rankin Dry Goods Co., to take a position with L. B. Root & Co., a dry goods house of Terre Haute, Ind., as manager of the garment department.

Cheboygan—Webb Horton has taken a position in the grocery department of W. & A. McArthur Co., Ltd.

Mancelona—John Vaughan has resigned his position in C. E. Blakely's drug store and left Monday for Sault Ste. Marie, where he will be employed.

Allegan—Clinton Scott, of Dunningville, has taken a position in B. Tripp's new grocery store.

Kalamazoo—Edward F. Drury has recently taken a position with the Kalamazoo Co-operative Association. Martin Reenders, formerly of the North Rose street co-operative store, has also taken a position with the same firm.

Sanilac—Samuel Kenney has taken a position in the general store of P. L. Graham.

Sturgis—Archie Burtch, who has been a salesman in Burdick's clothing store for about two years, has gone to Three Rivers, where he has taken a position in the clothing store of John Tripp, Jr.

Owosso—John Carr, Jr., succeeds Fred Lewis as clerk in E. L. Devereaux's grocery store.

Bellevue—A. E. Engelman has gone to Detroit to take a position in the clothing department of the big Hudson store.

Port Huron—Elwyn Skimin, formerly clerk in the Park drug store, succeeds Dr. Potter as clerk in the Burwell drug store.

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.

120 ACRES, WITH GOOD HOUSE, GOOD barn, with basement, stable, steel power 13 foot windmill, feed grinder, good hen house, 18x30, hog house, good well and lots of spring water; about 80 acres cleared; good soil; 4 1/2 miles from good market. Address No. 804, care Michigan Tradesman. 804

WANTED—TO BUY SECOND HAND SODA fountain. Send photograph. Frank E. Heath, Middleville, Mich. 802

CLEAN STOCK OF HARDWARE, TIN-ner's tools, etc. Will invoice between \$3,000 and \$3,500. Population between 5,000 and 6,000; good schools, good farming country; satisfactory reasons for selling. Earl M. Norton, Albion, Mich. 800

FOR SALE—A GENERAL STORE, FINE clean stock of groceries, flour, feed and dry goods, boots and shoes, clothing and hardware, in a new lumbering town. An exceptionally good opportunity for a man to step right into an established business, showing a good profit. For information address No. 799, care Michigan Tradesman. 799

TO RIGHT PARTY, WITH \$3,000 CASH, A profitable investment here in land and manufacturing enterprise; salaried situation and dividends guaranteed. Address G. W. Sharp, Thompsonville, Mich. 798

WANTED—PARTNER WITH \$100 TO INVEST in hand laundry (either lady or man), I to furnish the equipment and experience. Do you know good location? Address, with stamp, G., care Michigan Tradesman. 797

WANTED—A GOOD SECOND HAND SODA fountain. Address Box 43, Sparta, Mich. 796

FOR SALE—CLEAN STOCK OF DRY goods, notions, etc.; well-established business; good reasons for selling. G. H. Kirtland, 1159 South Division St., Grand Rapids. 803

FOR SALE—CLEAN STOCK CLOTHING and furnishing goods in manufacturing town 4,000 population. Reason for selling, other business. Terms easy. Address G., Carrier No. 1, Three Rivers, Mich. 805

FOR SALE—1 HANSON & VANWINKLE 1 N-dynamo—225 watts; 1 resistance coil; 1 75 gal. tank; 1 voltmeter; 2 dipping jars, 30 gal. each; 1 30 gal. hot water kettle; 1 potash kettle; 1 scouring trough; 1 solution skimmer; 3 suspending rods for tank; wires for connecting with tank; hood to cover hot water kettle and carry off steam. Above outfit is nearly new. Behse Manufacturing Co., Coldwater, Mich. 806

FOR SALE—TWO MACHINES FOR BENDING bicycle chain guards. Above machine would make a nice addition to any woodworking factory. List of jobbers handling this line at present furnished; also name of resident agent in New York who is handling line at present. Behse Manufacturing Co., Coldwater, Mich. 807

FOR SALE—ONE MACHINE AND SHAF-ting for making wooden cloak frames. Behse Manufacturing Co., Coldwater, Mich. 808

WE HAVE A LARGE QUANTITY OF HAY and straw and will make prices satisfactory. Write Michigan Produce Co., Lansing, Mich. 809

\$500 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

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

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 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 556, 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

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

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. 686

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

MISCELLANEOUS

WANTED—IN RETAIL CLOTHING STORE, good window trimmer and stock-keeper. State experience and wages wanted. Address Messenger & Co., Alma, Mich. 801

REGISTERED PHARMACIST, EXPERIENCED and attentive to business, desires work. Middle aged; references; fair salary; no dives apply. Address Salol, care Green's Drug Store, Alpena, Mich. 795

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

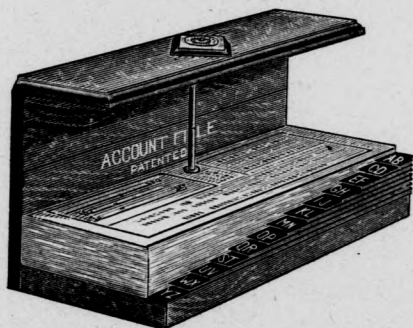
CLERK WANTS SITUATION IN GENERAL store. Good druggist (not registered) and experienced soda dispenser (fancy drinks). References furnished. Address Box 129, Napoleon, Mich. 774



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

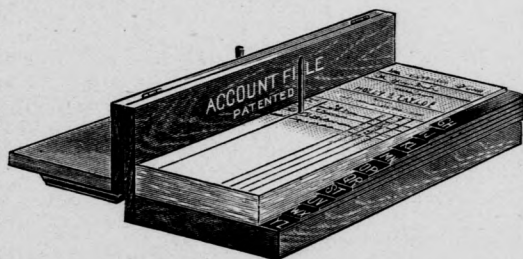


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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



MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, E. L. HARRIS; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, Wm. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.					
Lv	Gd Rapids	ex Su	ex Su	ex Su	ex Su
Ar.	Cadillac	7 45a	2 10p	10 45p	5 20p
Ar.	Traverse City	11 20a	5 40p	2 10a	9 00p
Ar.	Petoskey	1 30p	7 50p	4 15a	.....
Ar.	Mackinaw City	2 50p	9 15p	5 38a	.....
Ar.	Mackinaw City	4 15p	10 35p	6 55a	.....

Trains arrive from the north at 6:00 a m, 11:30 a m, 5:15 p m and 10:15 p m.

Going South.					
Lv.	G'd Rapids	ex Su	ex Su	Daily	ex Su
Ar.	Kalamazoo	7 10a	1 50p	6 50p	12 30p
Ar.	Kalamazoo	8 50a	3 22p	8 35p	1 45p
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					
Lv.	Grand Rapids	ex Su	ex Su	Daily	ex Su
Ar.	Kalamazoo	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					
Lv.	G'd Rapids (Union depot)	ex Su	ex Su	Daily	ex Su
Ar.	Chicago (12th St. Station)	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

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.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

GOLD FISH TO GIVE AWAY

WRITE A POSTAL CARD TO NIGHT
IF YOU ARE A 20th CENTURY RETAIL MERCHANT, THIS WILL INTEREST YOU. IT'S A 50% PROFIT GETTER AND A TRADE WINNER COMBINED.
Geo. H. Cottrell Manufacturers Acq. WOODS, MICHIGAN

Cold Facts Served Hot

with Dignified Design or Catchy Conceit make Advertising Profitable

Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.



TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.
Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers.

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

Sole Manufacturers **CRYSTAL ROCK FINISH** for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

H. LEONARD & SONS

Jobbers of Crockery, House Furnishings and General Merchandise

GRAND RAPIDS, MICH.

Some of the goods on which we save you money:

Refrigerators	Notions, Laces	Table Cutlery
Children's Carriages	Embroideries	Pocket Cutlery
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

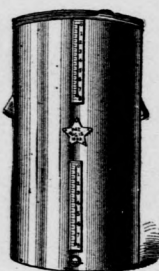
Mail us your orders. Visit us when in the city.

Daudt Glass & Crockery Co.

WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Kinney & Levan

Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO



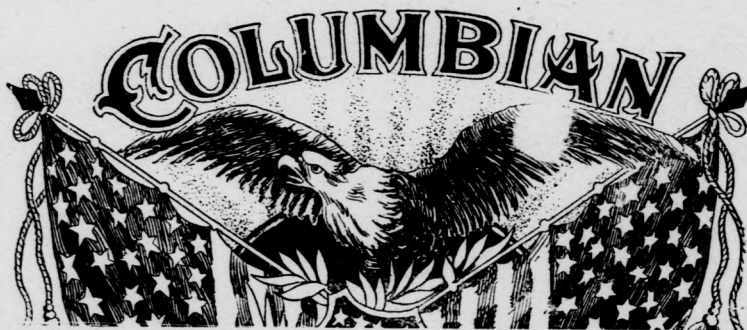
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Your stock is not complete without you have the

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



Michigan's Famous Cigars

Manufactured by

COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.

Something About a Discovery

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.

Send for illustrated booklet. Our scales are sold on easy monthly payments.

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