

## 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.

## CIGARS

that smoke, that bring comfort, that bring trade, that give satisfaction, that surpass all others, that make you money.

YOU NEED THEM——WE HAVE THEM

**Royal Tiger 10    Tigerettes 5**

Made in 12 Styles and Sizes.

Made in 8 Styles and Sizes.



**PHELPS, BRACE & CO., Detroit, Michigan**

The Largest Cigar Dealers in the Middle West.

Carolina Brights Cigarettes "Not Made by a Trust."

F. E. BUSHMAN, Manager Cigar Department.

## 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.

## 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

**STARDUST**

50 CIGAR

SOLD BY ALL JOBBERS

## 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

### Does It Really Contain Eggs?

Every day you hear this question and know it is a natural one. Tell your customers to make this little test after dinner to-night. It will please the children: "Put one teaspoonful of Egg Baking Powder in a glass and add five teaspoonfuls of water. Do the same in another glass with your old-style baking powder. Marvel at the difference."

They will never ask the question again, but will tell their friends, "It is like the beaten whites of eggs." We state, it does contain eggs.

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

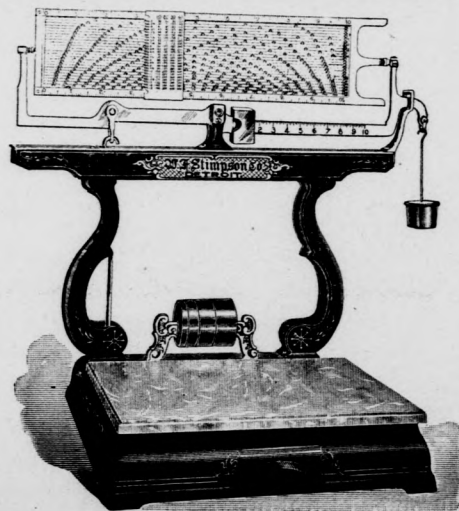
## Capital and Brains

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

## Stimpson Computing Grocers' Scale

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

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





# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, APRIL 24, 1901.

Number 918

## THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

C. E. McCrone, 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**

### IMPORTANT FEATURES.

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  16. Poultry.
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  18. Butter and Eggs.
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  25. Commercial Travelers.
  26. Drugs and Chemicals.
  27. Drug Price Current.
  28. Grocery Price Current.
  29. Grocery Price Current.
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  31. Clerk's Corner.
  - Hardware Quotations.
  32. Straw Shippers.

### TREATMENT OF THE CHINESE.

From all the evidence at hand it seems that China goes from one crisis to another, each a little more exaggerated than the last. Every cloud of peril and humiliation that appears in its sky rolls up blacker and more threatening in its zenith than it promised on its horizon. The record of its revolution, from its incipency to the present, is a succession of repulsive nightmares.

The Celestial kingdom has learned by experience that the way of the transgressor is very hard, and it has further learned that the most of the so-called Christian powers are determined to make it as hard and difficult as possible. The difference between a Christian and a Pagan nation, if one may take the present situation in China as an example of it, is that the Christian, being more intelligent, can devise drastic punishments undreamed of in the simple philosophy of the unsuspecting Pagan.

That the Chinese were fanatical and criminal in their recent uprising against the legations and the missionaries was plain. In this movement China broke its treaty relations with the other nations of the world. Its policy of disregarding these treaties and the commission of wholesale murder, which was a natural sequence of such a drastic and fanatical policy, was clearly wrong. The powers were right in going to the rescue of their people and also in inflicting such chastisement as would serve as a warning in the future.

These powers, however, can never justify their record of vindictive vengeance, of looting and plundering—and other wholesale crimes which are so horrible that their repetition shocks even the coarsest intellect—which characterized the foreign troops in that country since the legations were relieved. These Christian powers, so-called at least, have surely demonstrated to the easy going Chinese that Christianity, as practiced by them, is not a whit better than the so-called barbarism of the Far East, and Western civiliza-

tion has no doubt impressed the Pagan that it is a delusion and a snare. War, to be sure, has generally been considered by the philosophers of the world as a sort of necessary evil, but the punitive raids of the troops of some of the powers, particularly of Germany and Russia, can not be justified, blotted out nor forgotten. These countries, with their boasted enlightenment, seem to have adopted the motto of Shylock: "The villainy you teach me I will execute; and it shall go hard, but I will better the instruction."

The crux of the whole matter now seems to be a question of indemnity, and in this connection the American people will no doubt indorse the stand of Mr. Rockhill, as a representative of the United States, in demanding moderation and honorable methods. The concerted powers know that China can not afford to pay \$500,000,000. Such a demand, it is pointed out, would make a degree of taxation necessary that would force hundreds of thousands of Chinese to the verge of starvation. There are millions of Chinese who can scarcely "make both ends meet" in the most prosperous times. To increase this precarious condition a thousand per cent. will only foster revolution and anarchy.

If reasonable demands are made China, already severely punished and humiliated, will pull herself together and preserve her threatened integrity. On the contrary, if extortion and anti-humane methods prevail, the case is wellnigh hopeless. The powers will quarrel among themselves and the government of China as a kingdom will forever disappear from the map of the world.

During the month of March 2,000 young Greeks left their country for the United States. For some time the number of emigrants from Greece has been increasing. The newspapers deplore the depopulation of the country, attributing it to the agricultural depression, and exhorting the government to take measures for improving the situation. Some 30,000 Greeks have already settled in the United States.

It has been demonstrated that Argentine flax can be successfully cultivated in North Dakota, and 6,000 bushels will be sown this year on 12,000 acres of land. Argentine flax is larger and plumper than the native variety and is said to contain several per cent. more of oil. The seed used in Argentine originally came from Russia.

A bill which has just become a law of New York makes the funeral expenses of a deceased person payable from his estate before any other debts. Besides being a boon to undertakers, this measure may have some effect in encouraging reasonable simplicity of funeral display.

A woman sometimes sues a man for breach of promise merely to let the world know that she is still in the market.

### GENERAL TRADE REVIEW.

What with new high records in many lines of stocks and unprecedented volume of business transacted, it is difficult to describe the situation without indulging pretty freely in the superlative. With almost constantly advancing stocks in leading lines, the steadily increasing volume of business makes a new record from day to day until this week starts in with 2,382,500 shares for the first day, and that with a steady advance in values. Railways make a new record of \$99.39 per share, while industrials increase \$1 per share and trac-

There is considerable complaint of the unfavorable weather conditions in many sections and the tremendous damage from floods can hardly fail to exert a perceptible restraining influence, especially in the interruptions in the iron centers. It is of interest to note that in spite of unfavorable weather conditions the bank clearings for the country were double those of the corresponding week of last year.

Both cotton and woolen goods are fairly steady, the comparatively quiet demand being offset by the many idle mills. Conditions are still far from satisfactory in dress goods, recent reductions in prices having failed to stimulate buying. A supporting influence in heavy brown cottons is the moderate export movement. Supplementary orders for woolen goods are coming forward very slowly, but the light initial purchases are sure to be followed by a fair reorder business. At Boston the wool market is dull, contracts being limited to smaller mills. Large producers are not seeking raw material and it is probable that the recent activity was due to buying for their account. It is a hopeful sign that quotations of wool are held steady despite the slowness of trade. Footwear still moves freely and shops are well occupied, while raw rubber advanced to 93 cents, which is the highest price since last November.

In the iron and steel industry there is no check to the plans for new mills or extensions of old ones. Since all the available capacity is occupied and contracts are refused because deliveries can not be made within the specified time, it is not surprising that much new capital is invested in this branch of manufacture. Conservative men express a little uneasiness regarding the situation, but danger of collapse is minimized by the comparative steadiness of prices. Scarcely any shapes were advanced last week, aside from wire rods, although there were many instances of premiums on prompt deliveries. Lower ore prices checked the upward tendency of pig iron.

A Bostonian who has lived for years in Paris says that the reason so few injuries are inflicted in French duels is that Frenchmen in dueling invariably use a revolver about the size of an American toy pistol, the bullets of which are not much larger than bird-shot. A man might be peppered with a dozen shots from such a pistol and not be hurt very much.



## Getting the People

### What to Display and How to Display It.

One of the commonest mistakes in the preparation of advertising is the selection of the wrong words or lines for display. Often the writer strives to produce something original or striking in his wording, and then naturally selects what seems to him most peculiar, without regard to its relation to the business. Thus frequently some such expression as "stop and think" will be given a strong display, while the references to the business named will appear in small type in a solid paragraph.

The average reader instinctively classes such an expression as a catch and occasionally one will have the curiosity to try to find out what the scheme is. Even with the few who do this it is only the satisfying of idle curiosity, and interest goes no further.

As a general proposition, the thing to display in an advertisement is what you want to sell. Of course, the general name of the business and the firm name are to have enough reiteration and prominence to keep them always in mind. When the firm name indicates the business it is always good advertising to give it prominence. When this is not the case the name, business and location must be associated as strongly and frequently as may be necessary to make them thoroughly familiar to the minds of all readers. And when the principal display is given to something else it is well to give secondary prominence to these essentials.

In selling hardware, for instance, more can be done than to reiterate "John Smith & Co., Hardware, 20 Main St., Disco." The term hardware is too general to impress the minds of many who may be interested in certain goods. So it is well to enumerate some leading articles of the different lines, giving the most prominent display of the advertisement to the most prominent of these and lesser display of others in lists or paragraphs. One week the specialty may be builders' hardware, giving the main display to nails, for instance; the next, mechanics' tools, giving display to the most representative in that line; then, cutlery in the same manner, and so with all the lines of the business, giving stoves, etc., their proper place in the seasons.

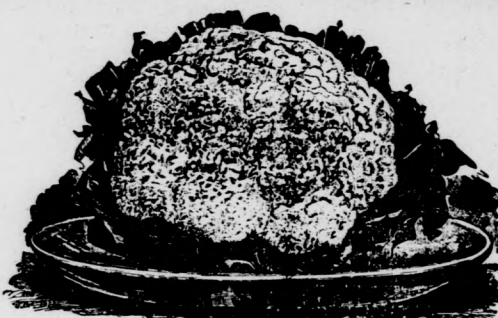
The same method will apply, of course, to any other line of business, subject in many to the greater influence of seasons. Make the display of what you want to sell. Then, when suitable, associate with it the price. Then you may be assured that even if less are caught by the tamer expressions the interest that is excited is of a character that will do more to sell goods.

I am aware that there is nothing startling or new in this statement of the theory of display but I feel warranted in going over the subject for the reason that so much comes under my attention betraying the undue striving for something original at the expense of good publicity that continued reiteration is yet pertinent.

\* \* \*

Cueny's Grocery devotes a generous space to a seasonable seed advertisement and devotes most of it to an attractive cut of cauliflower. A series of such cuts may be obtained easily from the seed growers and, if changed every week, will prove an attraction. The advertisement is a good one, but would have been better with less variety in the

## CUENY'S GROCERY FOR NEW SEEDS OF ALL KINDS.



Onion Sets, Prime Clover and Timothy.

A large variety of other garden and flower seeds. . . . .

Choice line of Groceries and Provisions. CUENY'S GROCERY.



### CAMERAS!

35% to 50% per cent cheaper this year than last.

Best styles and a large line to select from.

\$7.00 will buy a cycle folding camera with carrying case. A good tripod for 75c.

Everything for the amateur. No trouble to show goods. Call and see us before making a purchase.

Children's Photographs a specialty. Bring them to us three days—we love to make their pictures.

J. M. Reidsema, 119 S. Burdick St. Ground Floor Studio.

## Lansdowne

Has again come to the front as one of the things you must have in your wardrobe to be properly gowned—and it's a wonder they were let rest so long, for it certainly is a handsome and durable fabric—soft and clinging, yet heavy enough so it will not wrinkle or muss up. The process of combining wool and silk—of washing, scouring, dyeing, singeing, passing over hot rollers, forcing hot steam and cold water through the cloth, and final finishing touches, assures you that the goods will wash, and not fade and crack. The colors are Tan, Light Gray, Old Rose, Reseda, Pink, Blue and Cream—36 in. wide—cost you \$1 yard.

Subscribe for the Delineator.  
\$1.00 a year.

J. W. Milliken

## Baby Carriages at Cost.

While they last, we want to close them all out.

Look over our line of adjustable Go Carts before they are picked over. We have some beauties with silk, plush or tapestry upholstery, with fancy silk parasols to match, fitted with rubber tire wheels and a good brake, suitable for any baby; easy and convenient to handle and occupy a very little space. In price from

\$3.50 to \$20.00.

Renkes & Walldorff.

## SCHEID'S.

Table Market.

FOR YOUR SUNDAY DINNER.

### FRUITS.

Pine Apples, Oranges, Tangerine Oranges.

### VEGETABLES.

Tomatoes, Cucumbers, Wax Beans, Radishes, Spinach, Lettuce, Beets, Sweet potatoes, Mushrooms.

### MEATS.

Chickens, Spring Lamb, Turkey, Fancy Meats, And Steaks of all kinds.

Everything Good to Eat at

Scheid's

Bright and Snappy.

Always the Latest Styles of Spring Oxfords at Bryant Shoe Co. Very strong lines in price \$1.48 to \$4.00.

Bryant Shoe Co.

April Sun Will Shine

In time, which with balmy breezes are great health givers. Are you prepared to enjoy the coming season, properly clothed for comfort and enjoyment? If not, consult us and the cost will be minimum.

Burnham & Phillips  
Custom Tailoring Only,  
Copley Court Annex, 119 Nassau St.

styles of type, especially changing the upper line and the one immediately under the cut. I would also put a plain line in place of "for" at the top.

In the camera advertisement of J. M. Reidsema there is a mixture of themes which leaves the uninitiated in doubt as to whether the establishment is an optical supply store or a photograph gallery. In advertising a specialty it is better to devote the main portion of the advertisement at least to it alone—the introduction of another entirely different subject greatly weakens the whole. A better way would be to make children's photographs the subject, for a change. I would omit the exclamation after "cameras," and "children's" should have an "h" and one less "l."

J. W. Milliken gives us a pretty solid looking paragraph, but the subject and the manner in which it is introduced and treated assures its perusal by the fair eyes for which it is intended. With a better border the advertisement would be a model.

In the matter of "cost" advertising, baby carriages are about as poor a subject as could be selected. The printer, by putting a period after cost, confuses the meaning. The omission of punctuation in all the display lines would be a decided improvement. If the main line had been in DeVinne to correspond with the remainder, the display would have been good.

The writer of Scheid's provision announcement has done his work well, but the printer could have improved the work by using less varieties of type. The engraved signature at the bottom is too much worn for use—it costs but little to keep good new electrotypes for such use and it is a waste of space and an imposition on the printer to use one until it becomes an illegible blot.

The Bryant Shoe Co. gives some of the ultra modern in its writing. The matter is run in in the last few lines so that the meaning is somewhat mixed.

Burnham & Phillips give us some more modern expressions and the printer treats it artistically in Bradley type. Good for season change.

Failure after long perseverance is much grander than never to have a striving good enough to be called a failure.

## No More Dust



Guaranteed

to outwear one dozen ordinary corn brooms.  
WIENS, BRUSH CO., Milwaukee, Wis.

## Now Is a Good Time

to write for our 1901 Catalogue of Bicycle Sundries and Net Price List to dealers. In this Catalogue we also have something to say about Bicycles, Motor Cycles, Automobiles, Bike Wagons, Gasoline Engines, etc., etc. Mailed free to dealers.



ADAMS & HART

12 West Bridge Street



### How Three Rodents Turned the Life of a Pump Runner.

Written for the Tradesman.

In the pumphouse at the foot of Shaft 13 three rats were fighting over a chunk of bread. In the darkness, partially dispelled by the flaring mine lamp, the outline of their miserable bodies could be dimly seen.

John Duncan sat upon a bench near by watching the contest. Similar combats he had often witnessed, as rats were always plentiful in the coal mines, especially if the mules were stabled under the surface. These sanguinary contests had heretofore been a source of amusement to him, but on this particular day he felt only disgust and dissatisfaction. The chug, chug, chug-chug of the pump as it steadily performed its allotted task grated upon his ears and in a measure increased his feelings of unrest. A monkey wrench upon the bench convenient to his hand, thrown with marksmanlike percision, ended the battle and sent the rodents scampering and squeaking to their holes. Duncan arose and with an impatient kick sent the bread flying into fragments after them and, stooping, picked up the wrench and replaced it on the bench.

At this moment a man with a light flaring at his cap front appeared in the doorway and in a querulous voice enquired what the racket was.

"Racket?" Duncan replied. "I didn't hear any racket. You must have been dreaming, Tim."

"No, and I wasn't a-dreamin' neither," replied the visitor. "I sure heard somethin' go smash. Sure there ain't nothin' broke on your pump?"

"Oh, I know what you heard, Tim—I threw a wrench at some rats a bit ago. That's the noise you heard, I guess."

"I knowed I wasn't a-dreamin'," said the man, as he removed the lamp from his cap and blew out the light. Replacing the lamp he entered the pump room and seated himself upon the bench beside the young pump runner.

Neither man spoke for some time. The newcomer glanced furtively at the young man several times and then remarked, "You ain't particularly amusin' to-day, John. What's ailin' you? You ain't had any bad news, have you?"

"No, Tim, but I'm getting awfully tired of this sort of life and I suppose that feeling shows itself in my manner."

"Why, I don't see what on earth you got to be tired on! Your job here is a snap if ever there was one. Not a blessed mortal thing to do except to ile the pump an' keep it a-goin' six hours out of twelve, with a chance to sleep or read during the other six. You ain't well, John, or your stomach ain't a-actin' right. You don't know when you're well off, man, or you wouldn't talk that way."

"I'm not complaining about the work, nor am I finding fault with the opportunity for reading and study which this place gives me. I'm dissatisfied with myself for having been so long content to make my living in this way. Anybody with even a lick of sense could run this pump. It requires neither brains nor ability and yet I have held this job almost four years now. If I hadn't been fond of reading I'm sure I should have been crazy long ago."

"What'd you like to be a-doin'?"

"I haven't altogether made up my mind yet. You know I got a teacher's certificate at the last county examination; but teaching does not seem to ap-

peal to me. I want to be employed at something that will bring me into contact with the world. I have a strong desire to get into mercantile life. I would be willing to work for my board and clothes just to get a start and some experience."

"An' you'd give up a \$2 a day job, where your time is all your own, to be a clerk in a store? Well, you're a bigger fool than anybody gives you credit of bein'. Why, man, them clerks in the big city stores can't call their souls their own. Every mortal minute of the day they're under the eye of what they call a 'floor walker.' An' they don't dare to sit down from the time the store opens in the mornin' till it closes at night. There is hardly one on 'em as earns enough to keep some decent clothin' on his back. No, no, John, if I was you I'd think twice before I'd give up a good easy job for such work as clerkin' in a store."

The man lighted his lamp at the naked flame of Duncan's torch and, rising slowly, took his departure.

Duncan did not follow his visitor's advice. Before a week had gone by he gave up his place at the mine to accept a clerkship in a large general store. His lack of experience was made up, in a great measure, by his enthusiasm and he quickly grew to be greatly valued by his employer. After five years of practical experience in this store he opened a small dry goods store on his own account in a neighboring town. This he operated successfully for several years and then sold it to open a large dry goods establishment in one of the big inland cities of the East. In this venture the bulk of the money was furnished by his partner, while Duncan's capital was principally experience.

This enterprise has been eminently successful and to-day John Duncan, not yet 40 years of age, is known as one of the wealthiest and most substantial citizens of this Eastern city. His success can not be attributed to luck nor chance, but to his own untiring pluck and energy. He declares that he owes it all to those three rats that fought over the piece of bread in the pump room at the foot of Shaft 13.

"They filled me so with disgust at my surroundings," said he, "that I made up my mind to try for something better. If it had not been for the rats, I should no doubt still have been nothing but a humble pump runner."

Mac Allan.

### Followed Instructions.

From the Albany Evening Journal.

In a drug store not many hundred yards from the capitol is employed a clerk who on to-morrow night will have been just three weeks learning how to mix soda, in anticipation of the summer rush of business in that particular line. He is an apt student of things pertaining to the drug business, and according to his employer he does just as he is told. His employer told him when he came to work that if anybody ever asked for anything that he didn't keep he was to say, "We're just out of —, but we have something just as good." The young man caught on exactly. Yesterday afternoon a young woman entered the store and enquired of the new clerk: "Have you any postage stamps?" "No, ma'am, we're just out of postage stamps, but we have something just as good."

### Strangely Busy.

A Missouri editor says he stepped into the store of a business man who did not advertise and was surprised to find him busy. The storekeeper had the itch and a Waterbury watch, and when he was not scratching himself he was winding his watch.

### 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, Plastico,

Gypsum Wall Plaster

Stucco, Hair, etc.

Write for Prices.

### Dissolution of Copartnership

Notice is hereby given that the copartnership heretofore existing between J. J. Wolbrink and J. R. Pixley has been this day dissolved by mutual consent, Mr. Pixley retiring. The remaining partner will collect all accounts due the late firm and hereby assumes all of the obligations.

WOLBRINK & PIXLEY.

Dated at Allendale, Mich., April 17, 1901.

### Drug Clerk Wanted

All round man for Wholesale and Laboratory work, and Retail when necessary. Fair pay and steady place to good man. Must be sober and a worker. Give full particulars and send photo.

Fred Brundage, Muskegon, Mich.

### 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.

## 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.



## Around the State

### Movements of Merchants.

Pentwater—Fred Hanson has opened a cigar and candy store.

Olney—J. B. Smith will shortly engage in general trade here.

Ovid—C. E. Snyder has sold his grocery stock to E. R. Daggett.

Parma—Fred Finch succeeds Townsend & Finch in general trade.

Gagetown—Amasa Coon has discontinued the implement business.

Caro—Schuck & McClellan have reopened the Merner meat market.

Bay City—C. L. Carey succeeds LaCroix & Carey in the drug business.

Lansing—Hiram Childs has opened a grocery store at 119 Washtenaw street.

Perry—E. A. Wright has purchased the grocery stock of Milton H. Perry.

Port Austin—Wm. Sommerville has sold his meat market to G. R. Wright.

Bay City—Jos. LaCroix succeeds to the business of the Carriere Pharmacy.

Flint—Brown Bros. succeed Ferguson & Brown in the grocery and meat business.

Port Huron—Daniel C. McNutt succeeds McNutt Bros. in the grocery business.

Lansing (North)—Parmelee & Ryan succeed Joy & Ryan in the feed mill business.

Cheboygan—DeGowin Bros. have added a line of hardware to their grocery stock.

Cass City—Geo. McDonald has purchased the dry goods and grocery stock of Philo S. Rice.

Port Huron—Emery Doe has opened a grocery and feed store at the corner of Erie and Butler streets.

Carleton Center—John W. McConnell has purchased the general stock and store building of Ira Hawes.

Morenci—Rorick & Bryant have formed a copartnership to continue the meat business of Wm. R. Rorick.

South Haven—Merson Bros. have formed a partnership to succeed the grocery firm of Cording & Merson.

Hillsdale—Patton & Carter is the style of the new firm which succeeds Carter & Jones in the grocery business.

Chesaning—John Rogers & Co., general dealers, have dissolved partnership. Wm. C. Plumstell continues the business in his own name.

Niles—F. Starkweather & Co. continue the agricultural implement business formerly conducted under the style of Elizabeth Starkweather.

White—G. W. Ashworth has engaged in the mercantile business at this place. He has purchased the general merchandise stock of A. F. Smith.

Ferry—E. L. Benton has purchased an interest in the general merchandise stock of W. E. Gunn. The firm name is now Gunn, Benton & Co.

Detroit—W. J. Gould has been taken to the Flint asylum. He is suffering from a general collapse of his physical condition and is very weak.

South Haven—Jacob Niffenegger and Albert Bachi have purchased Chas. R. Kenyon's Handy meat market. The firm name is J. Niffenegger & Co.

Ithaca—E. B. Kille and A. D. Hoffman have formed a copartnership and engaged in the implement business under the style of Kille & Hoffman.

Hillsdale—Jos. A. Patton, a former resident of this place, but recently living near Coldwater, has purchased the interest of W. Jones in the grocery stock of Carter & Jones. The style of the new firm is Carter & Patton.

Mt. Clemens—R. J. Stewart has formed a company under the style of R. J. Stewart & Co. to continue the book, stationery and fancy goods business.

Yale—The W. N. Ballentine general merchandise stock, which was sold at auction last week, was bid in by F. E. Montney, the consideration being \$4,811.

Calumet—Bert Bodde, formerly of the firm of Gatiss & Bodde, will engage in the grocery and confectionery business on Oak street as soon as the new store front now under way is completed.

Caledonia—C. H. Kinsey has purchased the interest of his partner, A. Myers, in the dry goods and grocery firm of Kinsey & Myers, and will continue the business in his own name.

St. Joseph—Bert W. Rickaby, formerly engaged in the drug business here, is going through the bankruptcy court at Grand Rapids. He claims to owe \$2,191, with \$159 assets, of which \$55 is exempt.

South Haven—E. O. McElroy, of Kalamazoo, who recently purchased the Wilber Ronk property, is erecting a store building thereon and will occupy same about May 15 with a stock of groceries.

Huber—John H. Koopman, formerly engaged in general trade at Gowell Corners, has removed his stock to this place, where he has succeeded in getting a postoffice established, with himself as postmaster.

Newaygo—S. B. Gauweiller, who purchased the Herron grocery stock and has conducted the business for some time at this place, is removing to Hall's Corners, where he will engage in the same line of trade.

Republic—P. E. Lloyd, who recently sold his interest in the mercantile business to his partner, John H. Bell, on account of poor health, announces that he is compelled to settle with his creditors on the basis of a compromise.

New Buffalo—Clifford E. Whipple, dealer in general merchandise, who recently filed a voluntary petition in bankruptcy, files a statement showing his liabilities to be \$1,674 and his assets to be \$843, of which \$360 is claimed to be exempt.

Montague—C. F. Hoffman has sold his drug stock to L. G. Ripley, who conducted the business for many years until he sold the stock to Mr. Hoffman about two years ago. Mr. Ripley will continue to conduct the drug business at Three Rivers for the present.

Evart—Morley Bros. have taken possession of the hardware stock of the E. F. Birdsall Co., Ltd., placing H. W. Johnson, of Lapeer, in charge. Mr. Birdsall will continue in the implement, vehicle, lumber and shingle business.

Allendale—J. R. Pixley has sold his interest in the general stock of Wolbrink & Pixley to Chas. E. Wolbrink, who has formed a copartnership with the remaining partner to continue the business at the same location. The new firm will be known as J. J. & C. E. Wolbrink.

Luther—C. H. Howe, undertaker and furniture dealer, whose stock was nearly all consumed by fire last February, is closing out the remainder of the goods. He has purchased the undertaking equipment of Frank Brotherton, at Allendale, and will shortly remove to that place.

Central Lake—J. H. Mathers will shortly erect a brick block on his lot, on Main street. The building will be 25x70 feet in dimensions, two stories high. The upper story will be finished into a hall and Mr. Mathers will occupy the lower story with his stock of groceries, tobacco and cigars.

Nashville—Chas. W. Smith has purchased the interest of H. A. Brooks in the cold storage and butter and egg business and also in the Cloverdale creamery, which will hereafter be known as the Nashville creamery. Mr. Smith has been identified with the butter and egg business for nearly a quarter of a century and is thoroughly conversant with every detail of the business.

Monroe—Vergho Bros., the oldest dry goods house at this place, after an existence of thirty years, has decided to go into voluntary liquidation. Addison E. Dunbar has been chosen trustee to close up the business. The firm is claimed to be perfectly solvent, and its action is due to a desire to close up the present business with a possible reorganization in the near future. The inventoried valuation is about \$20,000 and the indebtedness between \$7,000 and \$8,000.

### Manufacturing Matters.

Jasper—The Lenawee Hoop Co. has removed to Homer.

Quincy—The Quincy Knitting Co. has removed to Three Rivers.

Corunna—Lowe & Co. succeed Watkins & Edwards in the milling business.

Stockbridge—The E. S. Rose Manufacturing Co. has begun operations at its broom factory.

Ionia—Anthony Scully, of Lansing, and Patrick Barrett have established a cigar factory here.

Detroit—The Oulette-Stevenson Cigar Co. has increased its capital stock from \$10,000 to \$25,000.

Morenci—F. H. Rood has retired from the Morenci Manufacturing Co., manufacturer of overalls.

Harrisville—The shingle mill of Colwell, McGregor & Co. began operations for the season last week.

Jackson—The capital stock of the Peninsular Portland Cement Co. has been increased from \$875,000 to \$1,000,000.

Muskegon—N. McGraft & Son succeed the McGraft Lumber Co. in the manufacture of show cases and store fixtures.

Flint—The contract has been let for another cheese factory in Vienna township. The building is to be completed in twenty days.

Onaway—Cheney & Stratton are to construct a logging road ten miles long to reach timber owned by them and to be known as the Northern Michigan Railroad.

Caro—The Elgin Butter Co. has secured the services of W. H. Bechtel, of Wayland, to operate its butter factory this season. Operations will begin about May 1.

Flint—The stockholders of the Sanitary Milk Co. have organized a new corporation, with a capital stock of \$20,000. A factory building will be erected at once.

Stanton—Will Miner, recently of Aberteen, Wash., but formerly of Stanton, has returned and will establish a foundry and machine shop for the manufacturing of plows, harrows, cultivators, etc.

Cheboygan—Hyde & Littlefield put 1,800,000 feet of white pine logs into Pigeon River last winter, all of which has been sold to the Detroit Lumber Co. and will probably be rafted to Detroit.

Coldwater—Calkins & Sons, barrel manufacturers here, have completed a new factory on the site of the one recently burned. The firm has paid out \$34,475 for stave and heading bolts this season.

Chelsea—The Wm. Bacon-Holmes Lumber, Grain & Coal Co. has been incorporated under the State laws as the successor of Kempf & Co., one of the oldest firms here. The stockholders of the present company are all leading business men of the town.

Mackinaw City—Hackett & Alden have bought the old sawmill plant here and erected three large buildings and put in wood turning machinery, the improvements involving an outlay of \$35,000. They will manufacture clothespins, dolls' bodies and other articles of wood, employing fifty hands.

Battle Creek—The Hern Mail Wagon Co., Limited, has filed articles of association. The new company is the outgrowth of the business formerly conducted by H. W. Hern. It has been recapitalized at \$25,000, of which \$11,000 is paid in. The company is composed of Henry W. Hern, Frank G. Evans, Frank H. Latta and George W. Mechem.

Dowagiac—Davis Haven has retired from the management of the Cushings cheese factory to take the management of E. A. Haven's factory at Bloomingdale. He is succeeded by H. E. Taylor, of Glenwood, who has had fourteen years' experience in cheesemaking—including two years in Texas and one year in California—and who has had a course in dairying at the Michigan Agricultural College.

John W. Thorn, formerly traveling representative for E. Bement's Sons, of Lansing, but now ambassador-at-large for the Kalamazoo Railway Supply Co., is spending a few weeks in the State, preparatory to a three months' trip through the Southwest. He recently returned from a three months' trip through the South.

### 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.

## Your Liquor or Morphine Disease

Do you want it cured? Your case of Nervous Prostration or Nerve Exhaustion from overwork, do you want it cured? In either case investigate the special plan of nerve treatment used at

**Patterson Home Sanitarium**  
316 E. Bridge St., Grand Rapids, Mich.

Special price to all liquor cases to May 15.  
Phone 1291.

Dr. C. E. Patterson, Manager

**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

A. P. Shaffer & Co. have opened a grocery store at Fennville. The stock was purchased of the Ball-Barnhart-Putman Co.

W. H. Boches has embarked in the grocery business at Barker Creek. The stock was furnished by the Ball-Barnhart-Putman Co.

L. J. Strong will shortly open a new drug store at Vicksburg, under the management of John R. Ghent. The Hazeltine & Perkins Drug Co. has the order for the stock.

Frank Johnson, for many years clerk in the grocery store of Robert Johnson, of Cadillac, has engaged in the grocery business on his own account. The Olney & Judson Grocer Co. furnished the stock.

Ben E. West is erecting a double tenement on the lot he recently purchased at the corner of Fountain street and North College avenue. One tenement will front on one street and the other will front on the other street.

The Sanitary Supply Co., composed of C. A. Miller and H. S. Hubbard, of Sturgis, and C. N. Marcellus, of Toledo, has begun business at 19 and 21 South Ottawa street, handling supplies for the heating and plumbing trade.

R. B. Kellogg, formerly connected with Studley & Barclay; B. B. Luten, recently manager of the Chicago branch of the New York Belting & Packing Company, and C. J. Davis have formed a copartnership under the style of the Grand Rapids Supply Co. for the purpose of doing a jobbing business in iron, pipe, valves, fittings, pumps and general mill supplies at 20 Pearl street.

### The Grocery Market.

Sugars—The raw sugar market continues very firm, prices showing quite a material advance this week, 66 deg. test centrifugals now being quoted at 4.3c. Refiners are ready buyers, but offerings are comparatively small. The market is very strong and a further advance is expected at any moment. The raw sugar market has advanced 20 points from its lowest level and refiners mean to keep pace with the raw market, and if raw sugars should show any further strength, refined sugars are bound to be higher. It is almost certain that raws will not go any lower and we think it advisable to keep a good supply of all grades of sugars on hand. In sympathy with the raw sugar market, refined is very firm and prices for all grades have advanced 10 points. In anticipation of this advance there was quite a heavy demand and a large number of sales were made during the past week. The market is still tending upward and indications point to an active demand in the near future.

Canned Goods—The canned goods market is practically unchanged. The consumptive demand for nearly all descriptions of canned goods continues to improve and, although trade is still light in a large way, the market generally is in better shape. Further improvement in the tomato market was made during last week and the outlook continues to be encouraging to holders. It is hard to realize how any commodity, especially a staple line like tomatoes, could withstand the enormous drain on its stocks without any apparent change. The only actual improvement in the tomato market last week was an

advance by some holders of 2½c per dozen on 3 lb. standards and seconds, but a substantial advance of 10 or 15c is confidently expected by some. If it were generally known how light the stocks of tomatoes are at this time in the hands of the packers, it would not only create surprise, but a sharp advance in values. Many of the packers will be entirely closed out before new pack comes in. Another thing to be taken into consideration is the fact that we have before us four of the best consumptive months in the year for tomatoes before the new pack will be ready for delivery. In view of these facts we do not think tomatoes purchased at the ruling prices will show any loss to the buyer. Corn is selling fairly well at previous prices. There is a lot of poor stuff offered at exceedingly low prices, but good quality goods are held at full prices. From all reports the Maryland pea crop is looking very well, and the indications are favorable for a good crop of early peas. It is hoped that we will have more of the best quality this season than we have had for several seasons past, because the consumption of the fine grades of peas is gradually increasing, and it will take a good many cases to supply consumers the present year. It is a well-known fact among well posted jobbers who deal in fine peas that the consumption has increased so largely that it is difficult, at this time of the year, to buy any first-class peas from packers. Formerly the pea packing industry was confined to one section; now it is scattered over the entire country, and still the production is not large enough to meet the demand. There is a fair demand for spot peas of all grades, but the call is chiefly for the better grades, which are very hard to find. There is a fair demand for peaches of all grades at unchanged prices. Prospects for the coming crop are good and while a very large crop is not looked for, there will probably be enough to go around. The pineapple boats are now starting for the Bahama Islands to bring the new pineapple crop to market. It is expected that the cost of the fruit will be less this year than it was last, but the increased cost of the cans will more than offset the reduction in the cost of the raw material. Gallon apples are firmly held, but demand is light. Salmon is dull. There is some demand for Red Alaska grades, but trade is not very brisk. Extensive preparations are being made at Eastport, Me., and vicinity for the opening of the sardine canning season on May 1. Present indications, it is reported, are that there will be plenty of herring in Passamaquoddy Bay and the surrounding waters this season. While the syndicate has control of a large number of the canning plants, there are quite a number outside and more will be built before the season is far advanced and it looks as if there would be some strong opposition later.

Dried Fruits—There is little or no change anywhere in dried fruits and trade is light, most buying being of a hand-to-mouth character. The first allotment of 200 cars that the Raisin Growers' Association allowed the seeders to sell at a cut price has all been sold and prices have been advanced ¼c per pound on the next 200 cars. The price will be advanced another ¼c as soon as the second 200 cars are sold. The low price made by the Cured Fruit Association on prunes, which was to be in effect fifteen days, will be withdrawn to-day, that being the time that was set

by the Association. It is understood that prices will be raised 1c per pound, which puts them back to the old basis. It is estimated that there were about 700 cars sold during the fifteen days in which the low price was in effect. There are reports of heavy damage by frost to the growing fruit crops of California and some claim there will be a great scarcity of fruit and much higher prices during the coming season. It is reported that the apricot crop will be a very small one indeed, not over one-third of an average crop, and that the peach crop will be a good deal smaller than last year. These reports have caused additional firmness in the apricot and peach markets, but without any change in prices as yet. Figs are selling well. The lower grades are in excellent demand and have advanced ¼c. If the present demand continues, prices are likely to advance still further soon, as stocks are rapidly cleaning up. The stock to be carried over into the new season probably will be the lightest on record. There is a slight improvement in currants, but prices are the same as at last reports. Stocks throughout the country are extremely light and the consumptive demand is increasing.

Rice—General conditions remain strong, but the demand was slow and rather disappointing, dealers, as a rule, being unable to account for the continued quiet. In face of the existing conditions, there prevails general confidence among holders, owing to the strong statistical position. Consequently no pressure is shown to market supplies and prices are firmly maintained.

Tea—The tea market was dull and uninteresting throughout the past week. Owing to the very low ruling prices, holders absolutely refused to make concessions. Prospects are not of a promising character in the immediate future, but in the event of an increased demand it is most likely that prices will advance.

Molasses and Syrups—Trade in molasses is moderate, as is generally the case with the approach of warmer weather. Prices, however, are fully maintained for all grades of molasses. Stocks are light and indications point to a strong market, with prices not expected to go lower this season. In sympathy with the strong corn market, corn syrup is very firm and prices have advanced 2c per gallon and 3c per case during the past week.

Fish—Mackerel is a little more active, but trade is largely of a hand-to-mouth character. Codfish is quiet.

Nuts—Advices from Malaga confirm the reports of serious damage to the crop of Jordan almonds by frost. Sicilies have shown a declining tendency during the week and there is still a possibility of the crops suffering through inclement weather, which is usually experienced at this time of the year. Walnuts are in good demand. Grenobles have a fair sale and, as stocks are rather light, the market shows a firmer tendency. Spanish shelled peanuts are ¼c higher—a total advance of ¾c on this grade.

Rolled Oats—Rolled oats are in good demand at unchanged prices.

Fred M. Alsdorf has engaged to cover Southern Michigan and Northern Indiana for the Michigan Drug Co., starting May 1. He is by no means new to the business, having traveled for the former firm of Jas. E. Davis & Co. for several years. He will retain his drug store in Lansing for the present.

### The Grain Market.

Wheat was very steady during the past week, with a slight advance until to-day, when the visible showed a decrease of 2,000,000 bushels, against 480,000 bushels a year ago, leaving the visible to-day at 49,800,000 bushels, or 5,000,000 bushels less than at the corresponding time last year. Argentine shipped only 780,000 bushels, against 2,300,000 at the same time last year. Our exports have been 10,000,000 bushels more since last August than at the corresponding time last season. Reported fly-damage in Texas, as well as frosts in Germany, had their effect on the market so that wheat closed to-day at 2½c over closing price at the last writing. Should our exports keep on the way they have for the last two months, it looks as though it would enhance prices still more, especially as lake navigation is opening; more will be shipped unless the engineer strike will curtail shipments, which does not seem likely. The bulls feel very much elated, while the bears are hunting up new arguments to depress the market. We will see which come out ahead.

Corn closed stronger, May closing at 46½c, rather toppy, but then this is a country market, as the country is holding corn back, while it looks high, and owing to conditions it may go still higher. The corn bulls predict 50c corn for May.

Oats remain strong. More are wanted, while the stock on hand is 3,000,000 bushels more than a year ago. Prices remain very stiff.

Rye is rather tame. Should the distilleries shut down, we may see a sharp drop.

Flour remains steady. Some have advanced the price fully 10c a barrel.

Mill feed as predicted has been reduced in price \$1 per ton. Bran \$17, middlings \$18 per ton. Beans likewise showed a small shrinkage in price.

Receipts during the week were as follows: 46 cars of wheat, 18 cars of corn, 7 cars of oats, 1 car of rye, 5 cars of flour, 1 car of malt, 3 cars of hay, 3 cars of straw, 21 cars of potatoes.

Millers are paying 72c for No. 2 red and No. 1 white. C. G. A. Voigt.

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

The hide market is firm at last week's prices. No material advance has been obtained. Stocks are well sold up and offerings of most kinds are light.

Pelts are lower and there have been no sales except at a concession in price. The demand is not good and offerings are large.

Furs have gradually dwindled away, with a light spring catch and light demand.

Tallow has been active at the advance of the past week. Stocks, while ample, are not larger. Soapers decline to pay any advance except for immediate wants and look for other grades to take its place.

Wool shows considerable trading at the East, but little leaves the State. A few held-over lots have gone out at a concession in price. New wools are coming in quite freely at some points. Prices to growers are 11@12c for fine and 14@15c for coarse, which is from 6 to 7c per pound below last year's buying. Eastern buyers are not anxious to enter the market. Wools are a doubtful security and do not tempt bankers as a collateral, only as head men are reliable. Wm. T. Hess.

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



## Hardware

### Has the Jobber Any Right to Do a Retail Business.\*

I wish to call your attention at the outset to the fact that this question does not interest us alone in the State of Washington, but is agitating the minds of the retailers and jobbers all over the country, particularly in the South and Middle West and on this coast, where so many of the jobbing houses do a retail business, while in the East the retail business is done almost exclusively by retail houses, the jobbers being distributors to the retail trade.

It is easy to account for this difference in policies, the South and West being newer sections of the country and the trade conditions not so thoroughly adjusted. Many of the jobbing houses located in the Southern and Western States started in business years ago as retail stores, and, as the country developed and their business grew, got to doing a wholesale business, until to-day finds many of them immense, exclusive jobbers, while others are doing both wholesale and retail business in varying proportions.

Now these two systems of conducting a jobbing business can not both be right. The question follows, which is right? From the standpoint of the retailer it is unfair for the jobber to load him up with all the goods he will buy, and then cut off his outlet for them by selling to his customers.

The jobber who retails is unfair with the retail dealer when he claims the right to buy cheaper than he does, even if the retailer can use the same quantity of goods.

He is unfair with the manufacturer in trying to persuade him not to sell direct to the retail trade, when he is himself doing a retail business.

He is unfair with the legitimate jobber, who asks the manufacturer for a reasonable differential for distributing his goods, when it is shown on investigation that a large majority of the so-called jobbers on this coast are doing the principal retail business in their respective cities.

The retailer is not alone in his view of the matter, for he is backed by the jobbing houses which do a legitimate jobbing business.

I will read a short letter from one of the Portland hardware jobbers, as follows:

We note with pleasure in the proceedings of a number of retail hardware associations the effort that is being made to induce the jobber to refrain from selling at retail. This effort during the year should in all cases develop into a demand, and, if not acceded to, should be taken past the jobber to the manufacturer, or trust, controlling lines of hardware, metals or other goods pertaining to the retail hardware business. We, as jobbers, ask and demand of the manufacturers that they refrain from selling to the retail trade, and if that point is not conceded, then that they grant a differential, which we are entitled to as distributors, relieving them of the expense and risk incurred in attempting to be manufacturers and jobbers. The retailer is entitled to the same protection from the jobber that we ask from the manufacturer, and should not be forced to come into competition with him. In many cities, East and West, as well as on this coast, there are large firms that properly should come under the head of large retailers rather than jobbers. True, they are on the jobbers' list and buy at bedrock, but

that enables them to take an unfair advantage of a competitor confining himself to wholesale, while they have their retail profit to cut down their store expense if they hold to retail prices, and if not, as is often the case, their jobbing costs and carload rates of freight, to take undue advantage of retail competitors. We trust this issue will be fought to a finish.

When in San Francisco last June I noticed one of the principal jobbing hardware houses had a prominent sign near the door which read, "We sell no Hardware at retail," and was told that none of the San Francisco jobbers do a retail business, all of which shows that the sentiment of a large percentage of the jobbers is with us on this point.

There are a number of important questions that will come up for our consideration in the association from time to time, but, as Mr. Bryan expresses it, I believe this to be the paramount issue, for on it hinge most of the others.

We can not be in favor of large freight differentials between carloads and less, nor of the manufacturer allowing the jobber who is selling his goods at retail much preference in the matter of price, if we have to sell in direct competition.

We must not overlook the fact that this system of doing business has been in force on this coast for years and a custom that has been practiced so long can not be revolutionized at once.

All sorts of retaliatory schemes have been suggested in the past for the purpose of "getting back at" the retail jobber. I tell you, gentlemen, this association is not organized for the purpose of antagonizing or "getting back at" anyone. Two wrongs do not make a right. We are joined together for the purpose of drawing the interests of the hardware business closer, not for the purpose of fighting, and from the attitude that jobbers have taken toward us it will not be necessary to fight. They have intimated their willingness to give us a hearing, to discuss this and other matters with us, and grant everything in reason that we ask. They have come half way. It rests with us, by using wise counsel, prudent management and common sense, to have this and other differences adjusted.

### Suggested Headings for Your Advertisements.

**The Shirt Waist Girl.** A varied assortment of stylish and seasonable patterns to select from in our dress goods department, at prices that double the comfort of these desirable summer necessities.

**The Day's Wants.** New ideas, new stocks and continual thought of betterment enable us to fill your wants as you desire them "down-to-date."

**Change Thought to Action.** Still thinking of refurbishing your home? Here are some prices that positively cure those acute attacks of hesitation.

**Rubbers or Doctors' Bills?** You'd better decide on rubbers; they insure health, and are necessities in rainy weather. Have some at 68c this week—good, too.

**To Ease Your Feet**—after the day's work, a pair of our comfortable house slippers is just what is required. We have all kinds of slippers at one kind of price—the low kind.

**Our Stock of Suggestions.** If in doubt what to give when selecting birthday or wedding gifts, an inspection of our immense stock will suggest, and the prices will suggest where to buy.

**Umbrellas Worth Keeping.** (Some are only worth lending). These are worth having and worth keeping.

The good treatment of customers is one of the things which has a great influence on the building of trade.

### Reflections of a Bachelor.

The average woman doesn't flatter her husband nearly as much as she ought to.

As soon as a woman hears her husband complimented by another woman she gets suspicious.

The bigger the place a man has in a woman's heart the less able is he to turn around in it.

It is as easy to make a woman over 25 fall in love with you as it is to make a yellow dog wag its tail.

A woman has the advantage over a man; when she laughs when she ought to have acted sorry she can always claim it was hysterics.

### Improving His Grammar.

In a school for colored children there was a little boy who would persist in saying "have went."

The teacher kept him in one night, and said:

"Now, while I am out of the room you may write 'have gone' fifty times."

When the teacher came back he looked at the boy's paper, and there was, "have gone fifty times." On the other side was written, "I have went home."

One reason the very young think they have a great many friends is that they never need any.

## 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.

### 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.

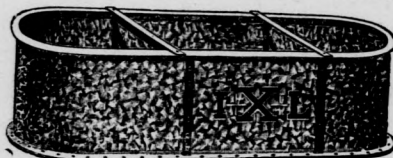
### QUICK MEAL



## No Long Story Here.

Write for Prices.

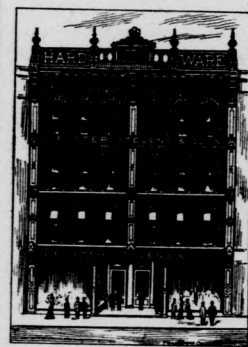
**Steel Mills, Steel Towers,  
Steel Tanks, Wood Tanks,  
Galvanized Pipe and Tubular Well Supplies.**



**The Phelps & Bigelow**

Wind Mill Co., KALAMAZOO, MICH.

ADAMS & HART, Local Agents at Grand Rapids.



**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.

**PRINTING FOR HARDWARE DEALERS** **Tradesman Company**  
Grand Rapids.

\*Paper read at annual meeting Washington Hardware Association by C. W. J. Reckers, of Seattle.



# FLOATING EXPOSITION.

## Novel Idea Characteristic of American Enterprise.

The old-time merchants were accustomed to wait in their stores for customers. The method now in vogue is to send out traveling salesmen with samples to visit the customers, and so save them the trouble and expense of going to market.

This, in effect, is proposed by Hon. O. P. Austin, United States Commissioner of Statistics in Washington, in an article printed in the Geographic Magazine. It proposed nothing less than a floating exposition carrying samples of all sorts of American merchandise, and stopping in every commercial port upon the globe to exhibit the products it bears.

Commissioner Austin well observes that, in this age of strenuous commercial competition, the utmost enterprise is necessary in order to secure trade. He sets forth that the imports of Asia, Oceania, Africa and the American countries south of the United States amount to over two billion dollars every year. Nearly all of these importations are of the very class of goods which we want to sell—foods stuffs, textiles, mineral oils, machinery and manufactures of all kinds; yet the sales of American products to these grand divisions in the best year of United States commerce, 1900, only amounted to about \$200,000, 000, or 10 per cent. of their purchases. The annual imports of Asia and Oceania are over a billion dollars, those of Africa over four hundred millions, and those of the countries lying south of the United States about six hundred millions.

Most of the cities through which these two billion dollars' worth of goods are first distributed lie on the sea coast, and could be readily reached by a fleet of vessels loaded with samples of American products and manufactures. It is well known that the lack of practical knowledge as to the local trade requirements, such as methods of packing, kind of goods required, length of credit, etc., is the chief obstacle to the introduction of American goods in these countries, and that until this obstacle shall have been overcome this Republic can not expect to obtain the share in that trade to which its location and facilities of production and manufacture entitle it.

If a floating exposition were systematically organized, loading one vessel with exhibits of food stuffs, another with textiles, another with agricultural implements and vehicles, another with manufactures of iron and steel, another with household requirements, and another with "Yankee notions," and sent from port to port and continent to continent, it should prove highly advantageous to American commercial relations with all of the countries visited.

The fact that the merchants and manufacturers of the United States fail to secure at least a fair share of the great commerce mentioned is not to the credit of their enterprise, while it means a distinct and enormous loss which is gained by other more enterprising nations. It has also been recently noticed that trade between the United States and Cuba is falling off, and that the business is going to European countries. These facts show either that the wares and products of other countries are better advertised, or that in some way those nations give more advantages to their customers than do the merchants

and manufacturers of the Great Republic.

The lesson to be learned from it all is that the American merchants and manufacturers must exhibit more enterprise in pushing their business, and it is difficult to propose anything that would more completely meet all demands than would Commissioner Austin's idea of a floating exposition. Frank Stowell.

## The Home of Wooden Toys in the Tyrol.

Two English girls have been telling rather an interesting story of life in the Goerdner Valley in the Tyrol, which is the home of wooden toys and is literally given over to wood carving.

"Baedeker" says that St. Ulrich, the capital of the district, has 2,300 wood carvers and a good hotel. The English girls corroborate the statement and add that the place is well worth a visit, although, in order to enjoy it, one must stay there long enough to tramp up and down hill, and make acquaintances in the little chalets, where everyone, old and young, is busy with some sort of wood carving or toymaking.

One lives in good society in St. Ulrich, so it seems. Saints and heroes of assorted sizes are ranged comfortably outside of the chalets and in the gardens, drying their halos and robes. St. Peter, St. Paul, the Virgin and Andreas Hofer, the Tyrolean hero, hobnob on one corner; while St. Anthony of Padua, repeated five times, dozes on a bench against the wall and St. Florian, eight feet high, smiles from the steps at St. Sebastian, trundled by in a barrow.

Rows of fresh and shining angels are on every hand and look with benign interest at whole squadrons of splendid rocking horses that go romping around the grounds; and hundreds of staring wooden dolls sit stiffly upon sunny shelves and envy the angels. Crucifixes are scattered everywhere. Noah's Ark animals stare, panic stricken, at piles of wooden skulls.

Everywhere there is sawing, hammering, chipping, painting. At the age of 6 the children begin to learn the carving trade, and they stick at it until they die. The most famous woman carver in the district carves nothing but crucifixes and has done nothing else for twenty years. All of her work is ordered long in advance; and as her prices, although low, are better than those of most of the carvers she makes a fair living.

She uses no model. That is true of almost all of the workmen who have learned their craft through long years of experience. When a carver has evolved 500 St. Anthonys, all of a pattern, from tree trunks, he learns to know his saint and has no need of a model. Very often a worker sticks to some one figure and attempts nothing else, a method which opens up awful vistas of monotony.

One family turns out brindled cows by the gross. Another has for years carved nothing but skulls and crossbones. The English chroniclers doesn't tell what effect the gruesome monotony has had upon the members of the family, but the situation sounds Maeterlinckian.

One woman makes tiny wooden dolls and each of her children, even the five-year-old, has some part in the work. One shapes the legs, another paints the faces, another fits the parts together. Six hundred dozen of the dolls were stacked up against the wall when the English visitors called; and, for making the lot, the workers expected to receive about \$3.

In another cottage three generations of a family were busy painting wooden horses, and said proudly that they could turn out twenty dozen a day. None of the toys are sold at retail, all being intended for the big wholesale depots at St. Ulrich.

On Saturday every mountain path is crowded with men, women and children carrying the wares to the depots. A flood of saints, angels, crucifixes and toys pours into the depots all day long; and, in the evening, the peasants turn homeward, ready for another wholesale creation week.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 24, 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 17, 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 twentieth day of April, 1901.

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

#### GROWTH OF FOREIGN TRADE.

People who feared that there might be a liberal export movement of gold to Europe this year can lay aside such fears, as, according to the latest available statistics from the Treasury Department, our exports continue to gain over all previous years at a tremendous rate, while our imports are constantly diminishing. This condition of things can not but increase the trade balance in our favor which has long existed in Europe; hence there need be no fear of considerable shipments of gold to meet balances, it being more probable that gold will come in this direction, unless the needs of our European customers compel them to seek loans from us.

According to recent data furnished by the Bureau of Statistics of the Treasury Department, the fiscal year 1901 promises to show the largest exports on record, exceeding even the immense exports of 1900 by a considerable amount. The figures for the year to date even hold out the hope that the total exports may reach the billion-and-a-half mark, as against \$1,394,000,000 for the fiscal year 1900.

The enormous increase of our foreign commerce in the last thirty years is one of the most conspicuous evidences of national growth that it is possible to imagine. In 1870 our total exports reached \$392,000,000. This had been increased to \$835,000,000 in 1880, and again to \$1,030,000,000 in 1892 and \$1,394,000,000 in 1900. No country in the world has ever witnessed so marvelous a development.

The March import and export figures, just completed by the Treasury Bureau of Statistics, show a total exportation from the United States in the nine months ending with March, 1901, of \$1,140,170,728, or \$86,540,032 in excess of last year, which held the highest record in the history of our export trade.

For some years the imports have been steadily shrinking in proportion to the exports, and in many seasons have shown an actual as well as a relative falling off. This year the imports are sure to show a considerable decrease compared with last year, hence the amount we purchase from abroad will play a smaller proportion than ever before in comparison with the amount we sell to foreign countries.

The figures of the nine months ending with March, 1901, show a decrease of \$42,292,639 in the imports, as compared with those in the corresponding months of the preceding year. Thus the excess of exports over imports in the nine months is more than \$100,000,000 greater than in the corresponding months of last year and far beyond the figures of any preceding year. The excess of exports over imports in the nine months ending with March, 1901 is \$540,687,337, as against \$411,854,666 in the corresponding months of 1900, an increase of \$128,832,671 in the net excess of exports over imports for the nine months of 1901 as compared with the corresponding period of the fiscal year 1900.

Last year the great increase in the exports of manufactured goods played the principal role in the general increase of exports, the value of agricultural products exported showing but a moderate gain. This year the position will be reversed, and the farmers will contribute more largely than the manufacturers to the gain in exports. Thus the value of agricultural products exported during the first eight months of the year, for which the statistics are completed, shows a gain of \$88,000,000 over 1900, while the value of manufactures increased but \$2,000,000. Of course, the lower value of most manufactured articles, as well as the loss of the China trade, due to temporary causes, has influenced the exports of manufactures.

Zion's Co-Operative Mercantile Institution is one of the characteristic establishments of the Mormon church and is under the direction of the leading authorities of the church. It was established more than a quarter of a century ago by Brigham Young and, although it has not realized the intentions of its founder, it is a prosperous institution. A recent report shows that its sales for the past business year amounted to nearly \$3,500,000, netting to its stockholders a dividend of 8 per cent. It retails all kinds of merchandise, and sells at wholesale all over the State. It yet has hopes of accomplishing the ideas of the prophet, which were to furnish goods at the lowest possible prices, to make the buyers partners in the institution, and to establish extensive manufacturing industries in the State.

How to stop the Indians of the South Dakota reservations from eating each other's food is an amusing, but perplexing problem, with which the Indian Bureau is now dealing. It is an unwritten law of Indian hospitality that a guest may stay as long as he likes, and that as long as the guest remains the host must provide the food. It has become the custom among the Sioux, who have a feast with their two weeks' ration as soon as they receive it from the Government, to go to the more provident Indians and live on them until all their food is gone.

All is not lost. Perhaps the weather may permit of the display of Easter bonnets on May Day.

#### HUMAN HEALTH AND VIGOR.

Despite the complaints made of the strenuous conditions of modern life, the fact remains that the masses of the people in most civilized countries have better food and more of it, better clothing and shelter, than in any previous period of human existence.

We know that savage tribes, such as the American Indians, by reason of their shiftlessness and entire lack of preparation for any time of need, are almost constantly exposed to the most serious privations. Their sufferings from hunger and cold are always extreme in the winter. This is the rule with all primitive peoples. They are utterly improvident and make no stores of food to meet emergencies. They do not possess the wisdom of those animals which lay up a supply of seeds and nuts for their winter support.

Skeletons, records and other reliable information concerning the earlier peoples in every country show that they averaged in stature less than the standard of the best races of to-day. The Chinese, the Malays, the Hindoos, the Japanese and many African peoples are all small. The American Indians have never equaled in stature and strength those qualities in the American white pioneer. The equatorial tribes of Africa, such as the negroes of Guinea and Congo, have always been large and strong men, but they were exceptions. The natives of Patagonia are large of bone and muscle, and of height over the white standard; but these, with a few other exceptions, prove the rule that most of the primitive peoples were small.

Even the Greeks and Romans, and the Egyptians before them, were not up to the European standard of to-day, if one is to judge from the statues and armor that remain to show their size. The armor preserved in all the national collections in Europe prove that the knights and the men-at-arms in the Middle Ages were so much smaller than those of the present day that the modern man, as a rule, could not possibly get into the coats of mail that once clad the knights and nobles of half a dozen centuries ago. In England, the present greater stature of the men over that of the crusaders and the Norman conquerors is attributed to so many centuries of better feeding and the comforts that have come to the entire population with the advance of civilization.

The workingman of to-day labors fewer hours than his predecessors of some generations ago, and he enjoys the protection of the improved public sanitation which has done so much to free the human race from the periodical visitations of the dreadful diseases which formerly at intervals of no great duration decimated the population of entire provinces. The extensive use of machinery in every industry has wonderfully cheapened most articles of consumption without reducing wages, so that there has never been a period when the workingman and his family could live so well or be so comfortable.

Already the life insurance statisticians recognize that, by reason of the improved conditions, the average of human life has materially increased, and this is supplementary to the fact that the best of the human races are increasing in stature and strength. It is in this connection that increased attention is being given to the subject of health and hygiene. The medical men are devoting themselves as much to the discovery of the means of preventing disease as of curing it, and their discus-

sions and discoveries, instead of being locked up in secrecy or buried inacular treatises composed in bad Latin, are now at once given to the world through the press, and thus it is that popular attention is so generally drawn to the subject.

Many semi-scientific and not a few unscientific treatises have appeared in the form of pamphlets, articles in magazines and other issues from the press, usually intended to advance and advertise some particular theory. There are writers who see a remedy for every bodily ill in muscular exercise. There are exploitations of dietetics in which it is held that the road to health is to feed on vegetables exclusively, while other writers insist that man is a carnivorous beast and finds his greatest physical benefit in eating the flesh of others of his fellow animals. The advocates of each of the several theories are apt to be wholly intolerant of all the others, when, perhaps, there may be some good in all.

It is fully admitted that the education and development of the body by proper exercises are largely conducive to health and vigor, but it is absurd to class them as cure-alls. The one condition in which the life and health of the human race are, above all others, concerned is in the quality and quantity of the food by which the body is nourished, and the completeness with which it is digested and converted into the various elements required for the maintenance of perfect health. Doubtless a vegetable diet is best for some; but in every case the food should be clean, sound, and, if animal substances are used, these should be free from disease. There is reason to believe that many human ailments are derived from the beasts whose flesh is consumed for food.

After due attention has been paid to the quality, the quantity of alimentary substances consumed should be carefully regarded. To put into the stomach either animal or vegetable matters more than this most important organ can properly dispose of is to invite disease and insure pain. Intelligent people should by experiment find out what is best suited to their needs and their powers of digestion, and in that way make for themselves rules of action. Those persons who debauch themselves by excessive eating or drinking seldom learn wisdom until brought up with a round turn of illness. Not even then will some of them reform their habits. But the wise should take warning in time.

A curious damage suit was filed the other day in a Kansas court. The plaintiff, who lives in Iola, is a woman. She alleges that she ran a sewing machine needle into the thumb of her right hand, and that she went to a doctor of the town for relief. The doctor gave her chloroform, and, when she "came to," informed her that he had cut the needle out. She went away satisfied, but for several weeks her thumb remained sore, and at last she went to another surgeon, who found that the needle had not been removed at all. And for this deceit on the part of the first doctor the young woman asks \$500 damages.

Postal officials say if receipts keep up at the rate they have maintained thus far, the deficit for the current fiscal year will not exceed \$3,000,000, or a reduction of 50 per cent. from the estimates. There would be a big surplus and 1 cent postage in sight but for the impositions in second-class matter.



**DISEASE SPREAD BY RATS.**

It was once supposed that microbes possessed remarkable powers of progression from place to place and from person to person, and that they were able to defy time and escape in the swiftness of their movements. It now appears, from recent experiment, that these germs are utterly unable to move, and, when once located, have no power to move from the spot, and are, therefore, absolutely harmless, until, by some agency or means entirely foreign to themselves, they are transported and lodged where they can do the most harm and work their deadly will.

For example, the fevers that are often so fatal and were long held to be able to travel of their own motion with great speed through great distances until they reached the victims destined for attack, are now declared to be entirely inert and harmless until they are sucked up by a mosquito, and by that creature, in the light of modern science so frightfully formidable, injected or inserted in some human body. Thus are overthrown with ruthless discourtesy all that had been discovered and believed in concerning certain fevers and quarantine for a thousand years. But the gathered wisdom of antiquity is dissipated like a mere mist by the blazing sun of modern scientific theory.

Another blow to the hoary hygiene of the fathers of medicine is the announcement that the bubonic plague, the terrible disease which decimated the population of the Middle Ages, is propagated chiefly, if not entirely, by rats, and the statement is put forth that the plague would lose most of its terrors should the rats of the world cease to exist. Other diseases would claim fewer victims and the earth would be a safer place for humankind.

It appears, from the Chicago papers, that a distinguished Japanese medical authority and sanitarian is in that city, engaged in a mission to arouse the civilized nations against rats. Dr. Nagusha has been making a study of the plague in Hong Kong, in Bombay, in Japan, and in other of the Oriental countries. He is convinced, he said, that rats are the greatest propagators of contagious diseases. The cause of humanity would make a long stride, he declared, could the rodents be wiped from the earth.

Japan, said Dr. Nagusha, has made an official investigation of the harm done by rats, and the result of this investigation is to be brought to the attention of the civilized world. Rats, declared the visitor, serve no useful purpose, and, besides spreading germs, destroy enormous values in property every year. This bacteriologist declared that, in his visits to Hong Kong, Bombay and other parts of the Orient, not to speak of Japan, he was everywhere confronted with the fact that rats, far more than anything else, are the active causes in propagating and spreading the plague.

The serum, in his opinion, is an excellent preventive, as are some other remedies, but so long as there are swarms of rats to spread the disease it is too much to hope for effective results through any of the protective agencies now known. Time and again he found that rodents were the active cause in spreading the disease into some new quarter where every ordinary precaution had been taken to prevent the malady. These precautions would have been effective in all probability but for the infected rodents carrying the germs with them.

The speculative theories which make up so much of modern science do not hold their places in human credulity for any great length of time. The present is an age in which attention is only given seriously to what can be made the subject of observation and manipulation. If it can not be weighed and measured, or scrutinized with magnifying glasses, or examined by chemical analysis, it either does not exist or is not worth consideration. We are so constantly finding out new facts concerning material things that we are forced frequently to revise our theories and, incredulous as is science concerning things that are immaterial, if indeed there be any such, almost any statement in regard to material things will find acceptance and defenders. Thus it is with theories of the causation of the ills to which flesh is heir.

There is a possibility that the exposition business may be overdone. World's fairs are a good thing for a city which succeeds in securing the requisite appropriations, but enough is as good as a feast and when every considerable city sets out to have one they must of necessity lose in merit and drawing power. The Pan-American at Buffalo has an exceptionally good start and many people are already turning their eyes and thoughts in that direction. Its attendance, however, is bound to be almost wholly from the United States and Canada. It is scarcely expected that any very large number of Europeans will make the trans-Atlantic journey on that account. It can not draw from abroad as the Chicago Exposition did. Other cities are emulating its example, but none are likely to rival its success. A floating exposition has been suggested which shall have for its purpose the carrying of samples of American merchandise around the world, stopping in this port and that, in the hope of increasing trade. This, of course, is nothing more nor less than a great advertising scheme for the benefit of the exporters. It would be a very expensive undertaking and the first thing sought for would be national aid. There is reason to believe that the prospect is brighter on paper than it would be in practical operation. The American manufacturers have shown decided enterprise in pushing their wares and finding sale for them in foreign countries. It is doubtful if the floating exposition scheme could be inaugurated and carried out to a successful issue.

A new law came into force in France at the beginning of this year, which compels all owners of stores to provide seats for their female assistants. Under the law each room must be provided with a number of seats equal to that of the women there employed. The law was founded upon a similar one passed in Great Britain in 1899. This latter, however, is somewhat lighter on the storekeeper, inasmuch as it provides but one seat for each three women employed, the supposition being that all are not idle at the same time. Germany has now come into line, but the new law which came into force on the 1st of this month provides only for "a sufficient number" of seats.

Germany will endeavor to be its own "mold of form and glass of fashion." Berlin will soon see a fashion exhibit by which it is hoped that special fashions for German women will be established. The managing committee will include members of the highest society.

**LUXURY AND IDLENESS.**

The amassing within a few years past of enormous private fortunes has created a class of persons whose immense wealth has placed them at the head of social life and organizations in a few of the great cities of the Union.

Under such conditions social standing is based upon the degree of one's riches, so that no person who is not a millionaire is admitted to any terms of social equality, and the possessor of but a single million counts for but little in a moneyed aristocracy whose leaders control fortunes to the tune of tens, scores and hundreds of millions.

It is but natural that the possession of such great riches should have induced habits of living luxurious and prodigal in the extreme, not only in the cases of the very wealthy, but also with those who find it necessary to keep up appearances or lose their places in the social scale.

The remarkable social conditions which exist in the American metropolis, where most of the wealth of the country is assembled, was brought into public view at a recent meeting of the pastors of fashionable churches in New York City, held to discuss conditions among their parishioners.

"Conditions are startling," said a minister who was present at the conference, and who has been in charge of one of the great churches of New York for only a few months. "Holy week and the Easter vacation have furnished periods of social riot," continued the same speaker.

One clergyman told how his wife had received, during Holy week, a note from a lady in the congregation asking her not to fail to be at a certain prominent Fifth avenue social resort, for the game would begin promptly at an hour indicated next day. The writer was one of the most active women in the congregation and gave liberally on Easter day. The place of meeting was a fashionable restaurant. The game was not bridge whist. The letter belonged to another person and was mixed in mailing.

Two young men came to New York from Pittsburg for Easter. Luck went their way, and a game played on Good Friday night netted them so handsome a sum that they left their hotel and went to a more expensive one. On Saturday they were called upon by a lady, not the hostess, who remonstrated with them mildly for keeping so much of their winnings. It developed, however, that the caller was not so much exercised over the sin of gambling as she was anxious to obtain an Easter offering for a certain charity. When the young men suggested the gift of \$100 she asked that the money be put on the plate in a certain church on Easter Sunday morning. This was done by some one hired by the young winners, who reported the matter to the clergyman.

Two unmarried women, officers in a West Side church charity, have been making a practice of attending receptions, noting the winners and calling upon them later for contributions. Easter vacation proved a harvest.

A woman resident in the best section of this borough, and having a son in Harvard, gave a gambling party to a young Chicago student who came home with her son for Easter. The Chicagoan had \$100 with him. The woman won all of it, and lent \$10 to the young Chicagoan.

Doubtless these stories are true, but it does not follow that they represent the universal condition of fashionable society in the metropolis. Rich and fashionable people are just like others. They are good, bad and indifferent, as the case may be. The worst thing about a life of luxury and ease is the idleness it induces. An idle brain, according to an old proverb, is the devil's workshop. When people have unlimited means for

gratification, and time hangs heavy upon their hands, they must have something to occupy them, and too often the occupation is not of an improving kind. The wickedness of the wickedest city in the world was charged to excessive wealth and luxury—"fullness of bread and abundance of idleness," saith the prophet.

**IMPROPERLY DISTRIBUTED.**

The Chicago Tribune notes that the employment agencies of that city find the greatest difficulty in securing men to go to the country to work. In anticipation of their spring operations, the farmers of the Northwest have sent in a call for hundreds of men to spend the summer in the country. They offer from \$18 to \$25 a month wages, with board and washing, for able-bodied workmen, but so far comparatively few have been found. There is a similar scarcity of railroad laborers, for whose services \$1.50 a day is offered. Employment is so plentiful in the city at present that there is little temptation to go out into the rural districts in search of it.

The tendency of human beings to flock to the cities has been noticed in every age, and the present is no exception. The excitement caused by the activity of a great population operates upon all who fall under its influence, and the young of both sexes lose no opportunity to hurry to the cities, and there they stay, no matter how unpromising and difficult the conditions.

This sort of thing is the chief cause of all the complaint of unemployed labor. People hurry to the cities where they are not needed, and abandon the country, where there was employment for them and where they could subsist more cheaply than in the overcrowded cities.

Improved machinery and more of it is the resort to supply the lack of human labor, and then comes the outcry that machinery is taking the bread out of the mouths of the laborers. There is no way by which labor can be distributed where it is needed any more than for distributing women. There are states where these dear and indispensable creatures, by being in a large majority, are a drug on the matrimonial market, where there are other states where thousands of men are suffering for wives. If only there were some wise and beneficent power that could and would distribute people just where they are most needed, what a blessing it would confer on the human race.

Corporations die in New Jersey, although not so many as have annually registered there. Gov. Voorhees has just published, in accordance with law, a proclamation declaring the death of 750 corporations that have earned this fate by neglecting to pay their State taxes. The titles of many of the defunct corporations often suggest the story of their formation. Most of them were organized on wind, for promoting purposes, with seductive and high sounding titles.

It has been judicially decided in Chicago that motormen on trolley cars must endeavor to avoid running over dogs and not rely wholly on the quickness of the animals to avoid accident.

The United States pays \$50,000,000 a year taxes on sugar. This does not include the amount paid to foreign noblemen (in name only) for carrying off our sweet girls.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Prices for brown cottons remain rather irregular and there is nothing new to report. Osnaburgs are dull and irregular, while bleached cottons for forward delivery are taken only in very small quantities, the buyers awaiting developments. For immediate delivery there is a little improvement to be noted, and leading tickets are firm. Coarse colored cottons are reported in several quarters as showing an improvement in the amount of business, although prices were irregular, and buyers easily met.

**Prints and Gingham**—Prints show no improvement in the market in spite of the improvement in gray cloths. Narrow makes continue dull. The demand for prints in both fancy and staple has been on a moderate scale, and reorders for this season's goods are very limited. Buyers are not ready yet to look at next season's goods. Staple ginghams are well sold, but lower grades are easy to buy. All fine ginghams are in good condition, and reasonably firm in price.

**Dress Goods**—The cheviot end of the market is not very strongly situated, owing to the fact that some of the lines opened some time ago have been cut under. Cashmeres also show weakness and, in view of the fact that the demand is disappointing and that there are considerable stocks in certain directions, there is more or less concern shown regarding the outcome. The situation as regards waisting fabrics is unchanged. Some lines are doing well and others are disappointments. There seems to be a more general recognition each week that this end of the market has attracted too much attention from manufacturers—that there are more aspirants for business than the demand will support. The outlook is not favorable to big profits—the competition waxes too sharp for that. Many manufacturers are likely to have their fingers burned before the season is over.

**Underwear**—The lightweight end of the market has been by far the most satisfactory of any and has really been excellent. Of course, as every one expected, balbriggans have been in great demand, and the prospects now are that there will be much competition for goods to fill up stocks in the retail end before long. If the months of June and July are warm, look out for a scramble for desirable lines. On summer wool goods the season has also been good, and most of the mills are well sold ahead. Conservative manufacture of these goods and merinos, etc., has provided no surplus, so that prices are unusually firm. There is a little feeling that there may not be enough of these goods to go around, and that prices may advance. Already the agents are assuming a firmer stand preparatory to this.

**Hosiery**—There has been a spirit of uneasiness creeping into sections of the cotton hosiery end of the market. Woolens have been considered the weakest end for some time, but cottons were thought to be in good position. They are well conditioned, but rumors of cancellations are floating around, and also of price cutting on some of the lines less fortunately situated. This is evidently having its effect on the whole market. Some jobbers are trying to back out of the contracts they entered into, and in so doing show that their

trade has suffered from a smaller business than was promised earlier in the season. From abroad we receive word that the German mills are well sold up, and have every confidence in the future.

**Carpets**—The carpet manufacturers report a very favorable outlook from the Northwest, especially on the duplicate business, which has commenced to open up well. Orders are not extended. They are in special lines mostly, and regular duplicates are expected to come in later in fair sized amounts. The leading manufacturers of art squares have within three weeks refused orders for further deliveries this season, as they now commence samples for next season, and some will have them completed by the middle of May. New styles in three quarter goods for fall will be available about June 1 to show to customers. The ingrains will be about two weeks earlier. Duplicate business shows that the retailers are cutting up more goods. The few pleasant days last week showed plainly that buyers will be ready as soon as the weather conditions permit of the usual spring house cleaning. The duplicates coming in show that stocks of  $\frac{3}{4}$  goods in the hands of retailers are not too large.

There has been considerable discussion of the question of prices for body Brussels for next season. All lines of  $\frac{3}{4}$  goods have shared in the advance in price except body Brussels. Some think this very serviceable carpet should be sold for more money. It costs more to make it and higher prices are obtained than for other lines, even at this time, but not in proportion to the cost of production. The slightly axminsters, velvets and tapestries have for a long time "side tracked this carpet," as the price at which it could be produced was much less. Body Brussels carpets have been falling behind in the race since 1885. To-day their production, as compared with the year mentioned, will show an immense falling off. Many manufacturers formerly on this line gave up the business, owing to its being unprofitable. Those remaining have also changed over a large number of their looms to make more profitable goods. Yet a good body Brussels will outlast some of the more successful rivals when made of good material.

### Woman's Character Revealed by the Position of Her Umbrella.

The man who sat nearest the window said he didn't mind the wet weather.

"It gives me a chance to see how people carry their umbrellas," he said. "I have such firm faith in my umbrella deductions that I wouldn't be afraid to choose a wife with them for a guide."

The woman on his left smiled.

"I'm glad I'm not out there in the street," she said. "You'd be picking out all the kinks in my disposition along with the rest of them."

"Oh," said the man, "I sized you up a long time ago. You carry your umbrella, when it's furled, just like that woman across the street. You grab it in the middle and go forging ahead with the ends of the handle digging into the unfortunate pedestrians who go before and follow after."

"And what does that signify?" asked the woman on the left.

"Alertness, activity, selfishness and inconsiderateness."

"Um-m-m," said the woman.

"But just look at the third woman in the procession," said the man. "I pity the men folks about her house. I'll warrant they have to get their own breakfast about six mornings out of seven. I never yet saw a woman who dragged her umbrella along, so that you could

track her by the trail of the tip, who wasn't dilatory and shiftless. She never sews on a button, or darns, or mends, and her breakfast dishes are seldom washed before 2 o'clock.

"That other woman who is hustling along holding to the top of the umbrella handle like grim death and pointing the tip down and forward in a kind of south-by-southwesterly direction is altogether different. She would set the world on fire if it wasn't water-logged. I am not sure that I'd want to be married to her, either. She'd be too energetic. She'd push everything before her and when she took a notion to clean things up a mere man would have nowhere to lay his head. What she is good for is serving on committees."

"That woman in the gray skirt is a yea-and-nay sort of person. She wants to agree with everybody and follows wherever led. Women who carry their umbrellas with the point backward and downward are always unassertive."

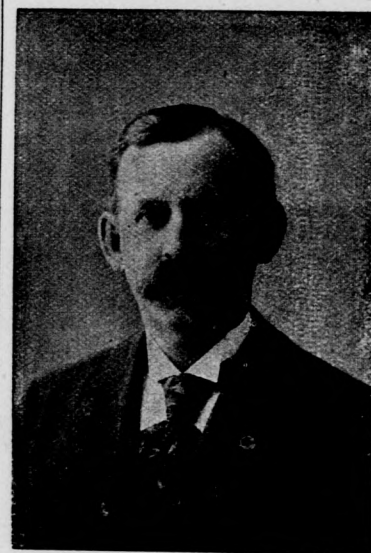
"But just look at that girl who spins along swinging her umbrella around in a circle as if it were a magic wand. I like her. She's jolly and good-natured and gets more pleasure out of life than ten ordinary people. There's a woman carrying her umbrella swung across her shoulder like a shotgun. She's a true soldier of fortune and was never known to say die. I can't think of anything that would feaze her."

The man paused.

"And what would you say," asked the woman, "about that girl who carries her umbrella horizontally across the small of her back and catches either end into the crook of her elbows?"

"Well," admitted the man, "she is a new one to me. I never met her before but I wouldn't be afraid to wager that she is conscientious to a degree and has a heart as big as all outdoors. But here," he added, "comes the most even-tempered woman of the lot. She cuddles her umbrella protectively under her arm as if she doesn't want even it to get hurt in the crowd. That woman is gentle and thoughtful and kind."

## Announcement to the Trade



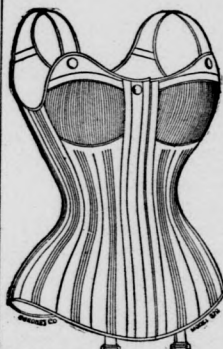
For good reasons known to myself I have severed my connections with Roberts-Wicks Co., of Utica, New York, taking effect April 15. I have signed to go with Hefter, Livingston & Co., Boys', Youths' and Children's Clothing, commencing April 15. I have a splendid up-to-date and popular line. My territory 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

Sincerely Yours,

S. T. BOWEN

195-197 Market St. cor. Quincy, Chicago

## CORSET WAISTS



CORONET WAIST.

The latest thing out in waists is the CORONET. It is a very desirable waist on account of the simplicity of make up. It is a most perfect fitting waist, is soft and pliable and has all the advantages of a corset. We carry them in stock both long and short.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

## WE SHOW



**LACE CURTAINS** some very pretty designs in lace curtains and curtain Swiss for the spring trade. Lace curtains range at 55c, 75c, \$1.25 and \$1.50 per pair. Curtain Swiss and Mulls at 8, 9, 10, 12 and 15c per yard. We also carry a good line of ready made window shades to retail at 10, 15, 25 and 50c.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods

Grand Rapids, Mich.



# Clothing

## Fads and Fashions in Spring and Summer Clothing.

New York, April 22.—At the risk of saying some things that it is unnecessary to say, I am going to devote this letter to a general description of business dress for men this spring as seen from a New York point of view. Some of our readers who are contemplating the purchase of spring outfits may be interested in a description of business dress as a whole rather than a description of individual details of dress. I say business dress, for by that is commonly understood the informal morning dress that well-dressed business men wear throughout the day during business hours. Afternoon dress and evening dress are, of course, not worn until the labors of the day are ended.

The hat most commonly worn and in the best of taste is the black derby or the soft gray hat, with or without unbound edges, and with plain band. Care should be taken to select a shape that accords well with the cast of head and features. For example, a man of small features can not wear as wide brimmed a hat as a man whose head is large.

The collar may be either a high turn down, with rounded corners, a wing collar or a straight standing shape. Collars of medium height are now in better taste than either high or low ones. The high turn down is first in favor and it, with the wing collar, will be most fashionable. The straight standing collar is usually worn by elderly men of conservative tastes, while the high turn down and the wing collar will be affected by those who wish to cultivate a youthful appearance.

In neckwear the narrow derby tied in a sailor knot is the leading tie. The other small shape to be mentioned is the batwing, with either pointed or square ends. Butterfly ties are worn to a much less extent than either of these. The windsor tie and ties modeled on that general shape will be worn during the hot weather. Large shapes are little worn with business dress.

Silk is the only proper material for the tie and it comes in a wide range of colors and patterns. The small figured patterns are always in the best of taste, although at present there is a tendency to larger patterns, while ties in striped colors show some signs of coming again into favor. Solid colors have, for the moment, yielded place to figured effects. While louder neckwear is permissible with business than with afternoon dress, a preference should be shown for patterns and colors which are not flashy.

The shirt most worn with business dress until the warm weather sets in is the stiff bosom colored shirt, although some of the best dressers are now wearing the soft bosom shirt with or without pleats. The latter shirt is the more fashionable. It is worn with detachable pearl buttons and with pleats varying in number from three to twelve. Madras, percale and cheviot are the materials used. These come in both figured and striped patterns, although the vertical striping is the better. The stripes are narrow and well spaced, running around the cuff and up and down the bosom. All colors are used in these patterns, although black, red and blue shades are the most favored. Cuffs worn with both the stiff and soft bosom shirts have moderately rounded corners and are closed with sleeve links.

Plain black hosiery is always in the best of taste. When colored fancy hosiery is worn vertical stripings in neat and inconspicuous patterns are to be preferred. With low shoes fancy hose are usually worn and low shoes are gaining in favor every year.

Gloves in a tan shade will be the street glove most worn. They should be heavy and made large enough to give the hand plenty of room.

The jewelry worn will consist of a small scarfpin with or without jewels, cuff links of a simple design, a plain gold ring and a watch chain of medium or small size in gold, or gold and platinum.

The suit commonly worn for business purposes is a sack suit, either single or double breasted. Both styles are equally fashionable, although the single-breasted style is more commonly worn. The coat should have either three or four buttons in front and is cut to fit moderately loose in the back. The breast pocket is retained and set at a slant and the cuffs are closed with two buttons, while the coat is cut somewhat longer and squarer than has been the style. The materials used are oxfords, tweeds, fancy chevots, serges and flannels.

Gray, blue and slate, with a small number of browns, will all be fashionable colors. The fashionable patterns are stripings with a faint overplaid effect in contrasting color. The stripes are distinct although quiet; especially in flannels will a preference be shown for striped effects.

The overcoat worn will be either a very short tan covert with full back, with or without a yoke, and with stitched cuffs, or a very long coat with or without a yoke in tan covert cloth or oxford mixture.

Low shoes are worn during business hours. They may be either black or tan and have medium toes. Button patent leather shoes may be worn with suits in dark fabrics.—Apparel Gazette.

## Beginning Wrong.

From the Chicago Tribune.

On that particular year it happened that the national political convention of which we are speaking was held in some other town than Chicago, and the place was crowded.

This is how it came to pass that Col. Hankthunder, who went merely as a prominent citizen of the republic, and had not taken the precaution to engage a room beforehand, found himself shut out of the hotels, and compelled to choose lodgings from a list of eligible private dwellings. The woman of the house near the corner of Fish street and Potato avenue, the first residence at which he called, showed him the only room she had to spare.

"That suits me, ma'am," he said. "How much will it cost me for board and lodging here for the next four days?"

"Well," she answered, "this is not a regular boarding house, and I am only taking boarders because I want to educate my boy for a lawyer. I shall have to charge you \$6 for the four days."

"Madam," loftily rejoined the Colonel, taking out his pocketbook, "you will never educate your boy for a lawyer by giving him such an example as that. I will pay you \$10."

## Text of Rhode Island Trading Stamp Law.

The following is the substance of the second anti-trading-stamp law, recently passed by the Rhode Island Legislature:

No person or corporation shall, either directly or indirectly, give, sell or distribute any stamp, trading stamp, cash-discount stamp, amusement stamp, check, coupon or other similar device, with the promise, expressed or implied, as an inducement to the purchaser of some article of goods, wares or merchandise, that the holder of said stamp, trading stamp, cash-discount stamp, amusement stamp, check, coupon or other similar device, is to receive on presentation thereof and in return therefor, some gift, prize or gratuity, the nature and value of which are unknown to the purchaser of said goods, wares or merchandise at the time of the purchase thereof; said promise to be fulfilled only upon the presentation of said stamp, trading stamp, cash-discount stamp, amusement stamp, check, coupon or other similar device, together with such a number of like stamps, trading stamps, cash-discount stamps, amusement stamps, checks, coupons or other similar devices, as the issuer or redeemer thereof shall elect shall be redeemed at any one time.

When a man dies the world asks, "What has he left behind?" but the angels ask, "What good deeds has he sent before him?"—Oriental Proverb.

Morris W. Montgomery,

Successor to

## The Voorhees Manufacturing Co.

Overalls, Pants, Etc.

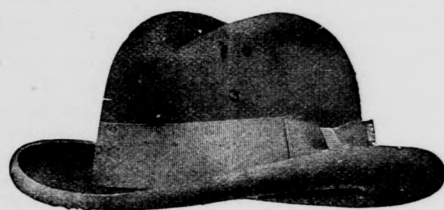
Lansing, Mich., April 16, 1901

Mr. Clothing Merchant:

I desire to call your attention to a matter of mutual interest. I have recently purchased the business of the Voorhees Manufacturing Company and intend to improve and enlarge it. It is my intention to employ no salesmen, but to do business direct from the office, in this way saving a large expense which has to be added to the cost of the goods and taken from the pocket of the dealer. We buy the best line of denims and cut our overalls from patterns which are the development of eighteen years' experience in the business. We are so thoroughly convinced that our goods would please you that we offer to send you samples express prepaid and if you do not care to keep them will gladly pay return charges. Don't miss this opportunity to look at the best goods consistent with reasonable prices that can be found.

MORRIS W. MONTGOMERY.

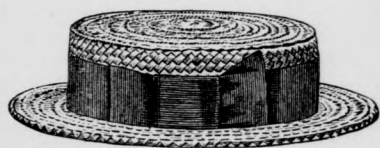
Send  
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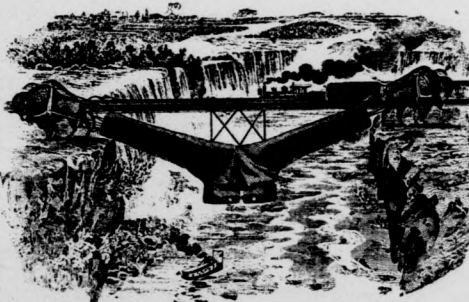
Prompt Attention

G. H. GATES & CO., Detroit, Mich.

## 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.



## Shoes and Rubbers

### Two Sides to the Advisability of Bargain Sales.

Some of the largest metropolitan dealers and buyers are asking, "What is the matter with trade?" In one section of a shoe department of a large dry goods store where thirty-nine clerks were formerly engaged, thirteen now have considerable difficulty in keeping employed. In another smaller department of the same store, where seven clerks were employed a few months ago, selling on an average from \$50 to \$70 worth of shoes a day, two clerks can attend to the business and their average sales are from \$20 to \$25 a day.

In a large exclusive shoe store on a bright forenoon there were a number of clerks standing idle along the wall.

"This is wrong," said an observer to one of the chief assistants. "This is no time for that row of men to be standing up against the wall doing nothing."

"Yes," said the man addressed, "but that is the way the trade has run for some time."

"Now, honor bright," said the first speaker, who was a dealer in a suburban section of the city, "do you really sell shoes here at any lower prices than I obtain at my store?"

"Not at all," was the reply of the chief assistant, who was well acquainted with the methods employed in the store of the person who addressed him. "We can't afford to sell at any lower prices here. The fixed charges of this establishment are too great to permit it. You sell at fully as low rates as we do, if not lower."

There was a reason for the slack trade in these two large stores that we have alluded to. Both of them had gone heavily into the "bargain business." They had persistently sought to attract transient trade by offering shoes at extremely low prices—shoes, many of them picked up in the leading shoe centers, that had been rejected for one cause or another by the original purchasers, and which were eagerly bought by the buyers of these two stores. Some of them, perhaps, were out of style, some unseasonable to a degree, and some unsatisfactory in other ways. In the rush to sell customers on Saturdays and Mondays very likely hundreds of customers failed to be properly fitted. It was a case of grab a pair of shoes, anything that would go on the feet, pay for them and get away with them. There is one bargain counter that we know of where there is no pretense made of trying on the shoes. They are simply sized, tied together in pairs, thrown on a table, and the thrifty feminine buyers grab for the proper size and beat a retreat.

This is not the proper way to build up a shoe business that is enduring. These methods may draw transient trade of an undesirable class, and may attract women away from the more unpretentious stores, which need their trade and where they are more in harmony with their surroundings. They emerge from their East Side environs, possibly wearing tawdry hats or even shawls on their heads, and enter the larger metropolitan stores, who neglect their first-class trade for that of the chronic bargain hunter. Fastidious customers enter and are repelled by this very element that some houses deem it best to so assiduously cultivate. They are like the dog with the bone looking into the water. They drop the bone of first-class trade and rush after the

phantom of transient trade, and finally lose a great deal of both.

All of these shoes that are sold at bargain prices, moreover, are not thrown away. Somebody wears them; and while they are wearing them they do not buy other shoes; thus the trade, not only of the stores that cater to the bargain hunters, but of other dealers, is seriously impaired.

There are a number of dealers, and they are doing well, who "go in" for quality and make quality set the price. They use care in fitting customers and suiting them perfectly and bind them to their houses with hoops of steel. This is the kind of business that pays. To hold the trade of the bargain hunters, bargains must be offered continually, and this kind of business is demoralizing. When good values are given, good treatment is accorded and customers are absolutely sure of satisfaction, the best results are assured.—Shoe Retailer.

### The Necessity of a Practical Shoe Man.

Do not hamper your business by placing in important positions men who are not thoroughly familiar with every detail. How ridiculous it is for owners to take young men fresh from school and place them in important positions upon the floors of their shoe store, thus forcing to the rear the practical men who have helped to build the business up to its present standard. How can you expect raw recruits untrained in business to conduct your affairs in a practical way? Some of our largest manufacturing houses in the various branches have seen the fallacy of this plan when too late, with the result that they have had to close down.

If you desire to have your sons succeed you in business, take them in on the floor; give them the position of an under clerk and let them work themselves upward. Have them study every detail which is necessary for a man to know to handle the business thoroughly, and you will find that in ten years' time you will have young men capable of stepping into your shoes and conducting the business satisfactorily.

Young men, ordinarily bright in the sense of the word, but with practically no business training, know little of the methods which you have introduced compared with men who have spent their whole lives in this one calling; men who are capable of executing with satisfaction all the work of the various departments of the business.

Without business training, the most impractical suggestions are carried out to the detriment of the house. Have your sons take a minor position in your establishment, and if necessity requires it, give them two or three years' training in an up-to-date shoe factory, in order that they may learn the fundamental principles of the business. They are then able to take hold of your business and conduct it in a practical manner. The necessity of this course is quite apparent, and in the end your store or department will give ample proof of the sound judgment you have exercised. Do not dismiss a practical man from your house in order to make room for a young man fresh from school who has no knowledge of the business.—Shoe Retailer.

### Professional Courtesy.

First Doctor—I don't think it absolutely necessary to operate.

Second Doctor—But I told them that it was.

"Oh, well, then, as a matter of professional courtesy, I, of course, shall stand by what you said."

### IF YOU WAIT

Bradley & Metcalf a salesman will send  
With shoes that will wear to the very end.  
If you don't think they are the best,  
Buy a few cases and give them a test;  
For the only way to get and hold trade  
Is to handle the shoes that by us are made.

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.



No. 7880  
Men's Vici Goodyear Welt, Lace Oxford  
6-11, C to EE  
\$2.00

## Edwards-Stanwood Shoe Co.

Monroe and Franklin Streets

CHICAGO, ILL.

THERE is but one principle on which to base a successful business, and that principle is absolute honesty. A shoe must be as good as it looks or else the reputation of the shoe and of the firm who sells it is injured. "Our name on the sole of a shoe is a guarantee of all its visible and invisible parts"



THE STORE LOAFER

Deplores the Decadence of Shoes and Calico.  
Written for the Tradesman.

We all sat around the stove, smoked Peerless tobacco and mused upon the things that were.

After awhile the oldest inhabitant remarked:

"We used to get boots over in Canady what was boots."

"Didn't think they was a goin' to be galluses, when ye bought 'em, did ye?" asked Billy Simms. Billy always did think he was smart.

"Naw, I didn't think they was agoin' to be galluses, ner I didn't think they was a goin' to be porpusses, no more'n I took you fer a member o' the Legislature fust time I sot eyes on ye. What I was a goin' fer to exemplify was the fac' that the luther what they put into boots over in Canady is made better, tanned better and comes outen better animiles 'n what they have on this side. Canady's a great place fer all such. My ole dad youser git me a pair o' boots an' they'd las' till I outgrewed 'em an' then sell 'em fer half enough to git the second pair. The luther what they put into them boots was tanned jus' seven year, no more an' no less. They never put no paper in soles an' 'no ole luther all ground up into boots over in Canady. Them Canadians is honest folks, I want to tell ye."

"It don't take 'em long to change their ways when they come into the States, though, does it, Uncle?" ventured the irrepressible Billy.

"Not when they have to 'sociate with such yaps as you be," answered the old man, and Billy, who had twice had the laugh on "the oldest" and as often retired discomfited from the contest, hitched uneasily on his chair, and allowed a half-hearted grin to cover his discomfiture as best it might.

"How much did those boots used to cost?" asked another of the group.

"Eight dollars a pair," an' they was worth every cent of it, too, better'n what you git nowadays fer half the money," replied the old man.

"Maybe they were, but eight dollars 'll buy a snag of footwear if I hain't mistook," said Abner Young. "I got my whole family shod up las' fall fer seven dollars and a half, and ther's me an' the old woman and three kids. Youse fellers used to git ten dollars a month fer labor, them days, ef yo hain't ben a lyin' about it, an' I saved more 'n eight dollars outen a week's team work to pay fer this. Shoes don't have to be so good as they used to be fer to do a feller these times."

"Them boots of Uncle's useter have di'monds hitched to 'em, somehow," ventured Billy, "an' that's what made 'em so costly. They wa'n't none o' yer common mud scows. They was the real thing," and Billy emitted a self-satisfied chuckle at his own wit.

Ignoring the last sally, the oldest knocked the ashes out of his pipe, rubbed his chin meditatively, and said:

"Ye see, boys, we allers went on the plan that what was wo'th doin' at all was wo'th doin' good, an' we not only got the bes' luther an' pegs an' nails an' thread into the boots what money'd buy, but we got a perffessional shoe-maker to do the job. It was all han'work an' it took lots o' time. We didn't go nothin' on looks, them times, but we did on wear, an' the results was satisfactory. They wore good an' they answered the purpose they was made fer. If the Lord Amighty had took only half

the pains with that air Billy Simms what them old shoemakers took with them air boots, he'd be a runnin' this here Government fer us now, less 'n what his brain had outgrewed his poor mis'able skull afore this an' busted of it."

The oldest made the last observation in an easy, unemotional way that caught the crowd, and it howled until Bill bought cigars enough to quiet it.

Then he continued: "The's different ways o' lookin' at things. I expect I'm a kinder back number to what you be, an' things is all different to what they was when I was a boy. My gal buys a dress already made now fer fifty or seventy-five cents, an' it don't look to be wo'th a quarter. Nothin' but thin, cheap caliker, an' put together like a feller'd stack pea straw under a shed. It don't wear no time, but she says, what's the difference? Style'll change by the time it's gone, and then she'll want another. The dresses her old grandmam youser wear lasted from five to seven year. They wasn't much to look at, some on 'em, but when they got ketched onto a ellum root, an' mam was in a hurry, you bet the root come out. Hats, too. Now I can't see no sense in buyin' a new bunnet every full moon. The hats we had them times was good fer a life time, without they got burnt up er the calf et 'em. Style didn't cut no ice. The finest hat was the one what wore the longest, an' shed water the best. Hats them times was useful as well as ornamental. A feller c'd knock hornets' nests to pieces with them hats an' ketched field mice with 'em an' they was handy fer lots o' things what wimmen folks nowadays never think of. We didn't have lots o' money in them days, but we had all we wanted to eat and plenty to wear and it was good, too, an' when night time come, we was all on us ready fer bed, tired out doin' a good hard, honest day's work—sompin what Billy Simms hain't done, ef I hain't awfully mistook, sence Tige was a mighty small pup."

George Crandall Lee.

Don't Dally With the Unknown.

The following story from the Shoe and Leather Record of London, England, shows how a man may get beyond his depth by dabbling in unknown or foreign tongues:

Some noble family, whose name I forget just now, has for its motto the Latin phrase, "Mens conscia recti," which being interpreted means, a mind conscious of its own rectitude. And a capital motto, too, most people will say, although perhaps a difficult one to live up to, especially in the shoe business. Anyway it is said that a retail shoe seller not long since had the sentence printed on his stationery, printed on his doorway, and employed it, in fact, wherever he thought it might be useful. It was conspicuous on his tickets and formed a prominent line among the letters on his window. Wherever he thought it might do good there he employed it. This man has a competitor who, according to the story, could boast no Latin whatever, but only sold shoes in the ordinary way. The two carried on a pretty lively contest in all forms of advertisements, but in the long run the former either got ahead of his competitor, or seemed to be doing so. His rival was puzzled to account for this, and after turning the matter over in his mind for some time, came to the conclusion that it was the mysterious sentence in a dead language which enabled his neighbor to outstrip him. Not to be outdone, therefore, he determined to go one better, and accordingly adopted as his motto, "Men's and women's conscia recti."

Nearly any girl can wear a No. 3 shoe, if it comes to a pinch.

# Our Chrome Kid Line

Are Winners



No. 2275

Stock No. 2275—Women's Chrome Kid Lace.....\$1 20  
Stock No. 2282—Women's Chrome Kid Lace.....1 10  
Stock No. 2276—Misses' Chrome Kid Lace, low heel 12 1/4 to 2.....1 00  
Stock No. 2277—Childs' Chrome Kid Lace, low heel 8 1/4 to 12.....90

This line has solid sole-leather insole and counter. Always in stock on widths E, N and E.E. Send for our spring catalogue.

GEO. H. REEDER & CO., Grand Rapids, Mich.

Jobbers of Shoes and Rubbers.

# Rubbers Still Lower

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

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

Rindge, Kalmbach, Logie & Co.

Grand Rapids, Michigan

# A 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.





### Not So Much of a Mystery After All.

Written for the Tradesman.

The simple fact simply stated was that Mill River was turned upside down. That Wednesday morning every little box in the postoffice from A to Z had a large square envelope unsealed in it and the minute a customer came into the store the postmaster, who was also the storekeeper, went right around to the postoffice department and handed out the square envelope the first thing and then leaned back to watch the result.

Close observers of human nature have noticed that, under the same circumstances, everybody may be depended on to do the same thing; and this is said to be especially true in rural communities. There is a single thought-groove and all run into it and stay there. The same teacher teaches them, the same clergyman preaches to them, there is the same environment and when something unusual happens they all "feel the same feel and think the same think" and as a necessity they say the same say. So when the postmaster tossed them the square envelope every human of them said, "What's this?" and, prompted by the same curiosity, drew out the contents to exclaim, when the reading was over, "Well, if that isn't the strangest thing!" when the slightest reflection would have told them that there wasn't anything strange about it. This was the contents of the envelope:

Mrs. Florence Marchbanks Seamark requests the pleasure of your company at the marriage of her daughter, Evelyn Gregory Seamark, to George Herbert Townsend, April Twenty-fourth, Nineteen Hundred and One.

Then every reader would look straight at the invitation for a full minute and after a second reading would look at the storekeeper and ask, "Who under the sun is George Herbert Townsend?" Upon his denying all knowledge, by actual count half of the astonished exclaimed, "Did you ever!" and the other half managed to express their feelings with a single "Humph!"

The facts in the case are these:

The young man who plays the part of the dummy at the wedding is the son of a wealthy shoe dealer in the Middle West. Early impressed with two important ideas, he proceeded to carry them out: One is that a business in which his father has succeeded is good enough for him; the other, that a business man is not harmed by the best education he can get. So he bent his best energies to the school and the college until he graduated and then, leaving his diploma in his father's care, who was as proud of it as he was, he announced at the next morning's breakfast table—it was Saturday—that he was going to start for Denver on Monday morning and take the first chance in the first shoe store that would have him.

There was the usual family protest. Senior Townsend affirmed again and again that he could go right into the store there at home and not get any of the hard knocks that are always waiting for the beginner without friends, financial or otherwise, in a strange place and Mrs. Townsend, as mothers have done and as mothers will do to the end of time, "Now, Georgied" the strong-willed young fellow with no end of the flimsiest reasons, to no purpose. Go to Denver he would in spite of everybody and everything. He was going into the shoe business because he believed in it. He didn't want any bolstering,

either financially or socially. He was to be just himself, with his hands and his wits behind them to stand or fall. If he found he wasn't equal to the job he had undertaken he'd come home and suck the knob of his cane with the rest of the noodles; but he'd try the other thing first.

The next twenty-four hours witnessed some lively getting ready and in due time the boy was located in a cosy room on Capital Hill. Not being a "lunger," and having that open-handed, look-you-in-the-face habit which the human family likes and is attracted to, he had hardly struck Sixteenth street and made his wants known on that busy thoroughfare when he stepped right into a place that seemed to be just waiting for him.

There was the hint of a smile that crept into the manager's face when he took Townsend to the humblest work in the establishment; but the smile was displaced by an unconscious nod of approval when that well-dressed young fellow took off his coat and without a word went to work. Seeing the "new hand" well started, the manager reported at the office that "the next partner in the firm is at this moment at work in the basement!"

It was a fact, he was. For a month the basement had him and then saw him no more forever. He was placed upstairs. The junior member of the firm saw him, watched him, liked him and at the end of another month Townsend was moved up. Soon the retail department saw him installed as a clerk; and there is where the romance begins.

In familiarizing himself with the stock and locating it young Townsend found on a certain shelf a style of shoe that went straight to his heart. It was dainty, it was nice. It was made for a foot human indeed, but of fairy ancestry. He looked at it long and lovingly. He put it by with reluctance and "many a time and oft" when there was a let up in business he would be found with shoe in hand admiring it. That was the shoe; but from that the young fellow, naturally enough, began to think of a foot that could go into it and of the woman that could have such a foot. He finally settled that question in his mind and then began to look for her. Denver is one of the most cosmopolitan cities on the footstool and there, if anywhere, would he be apt to find the Cinderella for that particular foot-covering.

He found her. It was on the twenty-fourth of April two years ago. He had just finished with a fussy old customer who had found fault with everything, especially the price, and who finally went away in a huff because she had to pay for a first-class article a first-class price. In his wrath young Townsend watched her, thinking things unutterable, to the very door and as she crossed the threshold on her way out he saw the vision of his sleeping and day dreams come in. She was a symphony in brown, from the indescribable brown headgear to the lucky tan shoes that covered her marvelous feet. He knew her at once—of course he did—and as he approached her and she stated her want, without further question he went to the shelf that held his beauties, selected the size that he knew intuitively would fit her and, with a delight which he had never known before, sat down before her for the happiest duty that had so far blessed his hands. In a minute the tan shoe was removed and—a whole paragraph, condensed al-

though it be, is needed for a description, and here it is:

"Ah!"  
Fit? Of course it fitted; and then George Herbert Townsend cursed himself for a fool! The idea of not taking a big size first and then a size smaller and, keeping that dear little foot in his hand, stroking it and smoothing it for a half hour at the least! Well, it was too late now, and but a wild dream anyway, so he made the most of what Heaven had sent him and was thankful and reluctantly removed the shoes and asked for the address.

"Miss Seamark, at the Brown Palace," was the reply, which he wrote upon a paper—and upon his heart at the same time.

That evening he went down to the Brown and, looking at the register, copied from it these two names: "Mrs. J. Seyton Scarborough, Providence, R. I.; Evelyn G. Seamark, Providence, R. I."

Seamark—Seamark! Where had he heard that name? He had been saying it over and over to himself since writing it that afternoon and now threw himself into one of the big easy chairs that grace that famous hostelry with the name on his lips. All at once sunshine drove the scowl from between his eyebrows and, stepping to the telegraph office, he filled out a blank thus: "Are Evelyn Seamark and Mrs. Scarborough, of Providence, related? Answer." The

## 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.

If you want—

## Rubber Boots and Shoes Quick

Order from

**A. H. Krum & Co.**

Detroit, Michigan

We are Western agents for the following brands  
of Rubber Footwear

**Americans, Candeels, Woon-  
sockets, Paras, Feder-  
als, Rhode Islands,  
Colonials**

All orders filled promptly with new, fresh and up-to-date goods.

## 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.



next morning came the reply: "Yep, cousins. Both left for California several days ago."

The next move was for the 'phone. "Hello, Central—943.—This the Brown Palace?—Are Mrs. Scarborough of Providence, R. I., and Miss Seamark stopping there? Left this morning, did you say? Thanks. —Damn the luck!" (This lost under his breath as he rang off.)

All that afternoon, and for days after, Townsend attended strictly to business; but his mind wasn't with his body more than half the time. This was what he cyphered out: Miss Seamark, of Mill River, spent the holidays in Providence when he was a soph at Brown and he and Fred Windsor called on Mrs. Scarborough. Miss Seamark was then a freshman at Wellesley and her cousin was giving her a little whirl in social life. Ha, ha! That's it. The Seamarks didn't have the most money in the world, but they had everything else—and Miss Seamark had that foot! She had those dear little shoes! And she was going to have him!"

That settled he went on with his climbing up in the store. In less than two years the firm called him into the office and asked him how he'd like to come in as a partner. He said he'd like it well enough, only his father wanted him to come home and take his place in the store, and he was going. He should leave Denver next Monday week, and there was a pretty girl who had promised to go to Europe with him a month later, on the 24th of April. They should be gone a year and then they were coming home to settle down.

So it can be easily seen that there was nothing strange about it. The prince simply found his Cinderella and she found her shoe, exactly as they always do, and that's all there is to it!

Richard Malcolm Strong.

#### The Canary Bird Opening of the Department Store.

Written for the Tradesman.

In looking over my Sunday paper of a week ago, my eyes fell upon the advertisement of one of Denver's department stores. It occupied a full page and the heading of it was, "Our Canary Bird Opening." The advertisement went on to explain that this firm had purchased 500 guaranteed singing canary birds and that they would sell a bird and handsome brass cage for the ridiculous price of \$2.85.

Curiosity prompted me, as no doubt it did many others, to visit this store upon the following Monday. I did not buy a canary bird, but my visit was well worth while. Such mingling of bird song I have never before heard. There was no mistaking their singing ability. I firmly believe that every blessed bird of that 500 sang at one and the same time on several occasions while I was in the store.

The entire establishment was decorated with yellow bunting, hung in loops and festoons from pillars and ceiling, while at each loop one of the songsters was suspended. Yellow prevailed in all the departments, with the idea of carrying out the canary color. All shades, from deepest orange to palest lemon, were to be seen. Whatever was obtainable in yellow flowers had been secured for the occasion and fragrant blossoms lent their aid in making this dry goods store a bower of beauty, a veritable canaryland.

One could not fail to be impressed with the originality and uniqueness of the display. Even their delivery wagons

as they passed along the streets were eloquent with the songs of rich-voiced canaries, advertising in a most emphatic way the spring opening of this department store. People by hundreds who had not read the Sunday advertisement stopped upon the streets to look after the songful wagons and straightway visited the store, and even although they did not buy a cent's worth they talked about the store. That, in itself, is something every merchant should aim to bring about. If you can get the public to talk about your store in the right way the value of the advertisement which you get is beyond calculation. I have visited a number of the spring openings at the various stores, but of them all I think this firm's canary bird idea has been the most effective as an advertisement.

Upon leaving the department store I called upon a dealer who sells birds for a business. I wished to know what effect this canary bird sale was having upon him. I found his shop full of birds, mostly canaries, but empty of customers. I could see that he was disappointed when I stated my errand, for he thought me a purchaser.

"Yes," he replied to my question, "a thing of that sort always has a serious effect upon the individual dealer. I am practically the only bird fancier in the city. My trade, at its best, is little more than a good living. The canary bird is my chief source of revenue, as there are twenty canaries sold to every one of other kinds of songsters. You find the canary in the homes of both rich and poor. A fair margin of profit can be secured if you can sell at a legitimate price. That is out of the question when the department store steps in and sells a bird and a cage for what the bird alone should sell. While this sale goes on I am forced to meet their price. The result is that my profit is gone, at least until this sale is ended. The after-effect upon my trade is bad, because it makes people hard to deal with. They will quote this department store's sale price to me and kick about the price I ask. They will tell me they can wait until this firm has another canary bird sale, and the chances are they will do that very thing. That firm has made a success of this sale and they will repeat it. Even although they sold the birds and cages at actual cost, they got the people to come in hundreds to their store. They did not expect to make money out of the bird deal, they wanted to draw the public and sell them goods upon which there was a profit. The birds were simply a means to an end. Nevertheless they have sold in one week as many canaries as I would have sold in three months. As a result, I shall have to pay my expenses for some time to come out of my bank account. The demand for birds is fully supplied for three months at least. No doubt, for those who wanted canaries, it was a good thing, but 90 per cent. of them could just as well have paid a living price. These department stores make individual business a difficult proposition, I can tell you. I wish most heartily they did not exist."

The proprietors of this big store are well pleased with their canary bird opening. No thought of the bird dealer's dilemma disturbs their satisfaction. When that great craft, the department store, rides prow on upon the little boat of individual business there is no question what the result will be. He who can not swim must needs sink with his wrecked boat in the waters of commercial enterprise. Mac Allan.



THE PUTNAM CANDY CO.,  
GRAND RAPIDS, MICH.

NEW PENNY GOODS  
NEW CHOCOLATES  
NEW MIXTURES

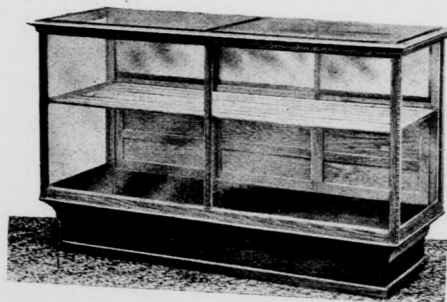
Call and inspect our line and establishment when in the city.

B. W. PUTNAM, President

R. R. BEAN, Secretary

## Grand Rapids Fixtures Co.

An  
elegant  
design  
in  
a  
combination  
Cigar  
Case



Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

No. 64 Cigar Case. Also made with metal legs.

Our new catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

## 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.

WORLD'S BEST

S.C.W.

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



## Poultry

### Peculiarities Pertaining to the Handling of Poultry.

"This movement to stop pigeon-shooting matches will have little effect on the market," said one of the largest receivers of these shooting-match pigeons. "We are receiving them from all over the country and even if New York State receipts were cut off by legislative action, we would have plenty from other states to supply all demands. We received about all of the 20,000 birds shot at the Interstate Match recently and with the liberal quantities received from other matches we found ourselves overstocked and had to put large quantities in cold storage. Only a certain class of dealers can use them, you see, and when they are filled up we just have to hold on to the stock until they are ready to buy again. We usually get about 70 @80c per dozen for them."

\* \* \*

"Come in here, I want to show you some dry-packed poultry," said a large Washington street poultry receiver one day last week. He led the way to the rear of his store and pointed to a stack of boxes which he said contained the poultry in question. "Just smell of this bird," he said, as he handed it to me. "Do you smell anything unpleasant about it?" I certainly did and told him I should say it was ammonia, probably due to long holding or the result of having been stored in a poor storage house. "You are right as to the smell," replied the dealer. "That poultry is unfit for use and I am trying to find someone who can use it. The stuff has been held in cold storage a very long time and has absorbed a considerable flavor of ammonia, which is not an uncommon thing where stock is held so long in houses where they use direct expansion and the apparatus is not perfect. I am very much afraid I shall not have much success in selling this lot. In any event the owner of the poultry will be obliged to take a big loss. It is only another illustration of the vicissitudes of the poultry business."

\* \* \*

"Do you know," continued the merchant, "that I am often surprised that so many shippers have so slight a knowledge of the market end of the poultry business. Perhaps we are to blame in some respects for not enlightening them more, but it seems rather peculiar to me that a man who is shipping poultry year after year does not study the markets and the buyers' wants more closely. The idea that some have that any old poultry ought to sell at a good price is amusing to say the least. We have shippers who look at top quotation, say on fowls, and write to know why their stock didn't bring that price, when their fowls came in here in poor condition, unattractively packed and only of a quality good enough for cheap poultry buyers. The sooner the shippers learn that it is only first-class poultry, packed in a proper and attractive manner that is demanded by our best buyers, the sooner they will enrich themselves. The great difficulty lies in the fact that the country shippers and packers pay too much for this poor

stock, no doubt on account of competition, but nevertheless very unprofitable to them. It would be far better not to buy such stuff at all than to pay too much for it. We, of course, need some poor poultry to meet the demand of cheap buyers, but there is altogether too much of it coming in here with appeals to sell it at such and such a price because the shipper had paid a stiff price for it in the country. We, of course, always do the best we can with it, but it is too much to expect top price for under grade stock."

\* \* \*

The generally slow demand for fresh killed fowl for several weeks past is somewhat difficult to account for. One of the causes is attributed to the fact that large numbers of retail dealers, both large and small, put away more or less stock in the freezers in the fall and early winter and have been using these goods for their running trade. Another reason given is that with the increase of fresh green truck at reasonable prices the consumptive demand for poultry is lessened; whatever the reason, however, it is certain that demand has been moderate for some time past, and notwithstanding supplies are below the average for the season, they have been fully ample for all the trade requirements and kept prices comparatively low.—N. Y. Produce Review.

### Great Future in the Chicken Business.

From the Brooklyn Times.

A resident of Brooklyn Hills, who prides himself upon his discernment, says that the magnate of the future will be the chicken farmer. He predicts that within a decade there will be monster aggregations in the chicken raising relation which will overshadow in financial importance even the gigantic operations of the steel industries. There are now, according to his computation, some seven thousand raisers of chickens on a large scale in the United States, while there are or rather were at the last collection of statistics on the subject—for the chicken farmer grows in the space of a short season of thought—something like forty thousand smaller farms where chickens form the chief motive for existence, and maybe five hundred thousand farms and other small places where the chick helps out in the endeavor to keep ends meeting. A combination of these interests will, the Brooklyn Hills man thinks, come as a natural course and with a view to getting a seat on the prospective band wagon he has started a chick raising farm. He has an incubator and the first time the day of days came around, the day when the fifty eggs that had been placed in the incubator three weeks previously were to be metamorphosed into as many chicks, there were ample preparations for celebrating the event. The celebration went through all right, but there appeared only eight chicks and the pioneer chicken farm on Brooklyn Hills was compelled to start out on that slim foundation. Another start has been given the artificial hen, and the future is expected to deal more generously with the prospective chicken magnate, who still holds that in ten years there will be more money in chickens than in steel, and unless unkind fate should cut down the ratio of chicks produced to eggs heated, the observer will look to see a great chicken industry spring into existence on the brow of the uprising where the Nassau Indian was wont to chase the deer and the wild duck.

### New Way of Preserving Eggs.

A German contemporary gives a process for the preservation of eggs which will be of interest to our readers, as it is claimed for it that an experience of ten years has shown it to be superior to any other method. The fresh and clean eggs are first placed in lukewarm water for a quarter of an hour, and then immersed for five seconds in boiling water. They are then immediately cooled in cold water and dried on a clean cloth. They must be on no account rubbed with the cloth, as such a proceeding would probably force bacteria through the pores of the shell, but must be allowed to dry of themselves. They are then just dipped in the strongest spirit of wine or in solution of peroxide of hydrogen. While still wet with this they are packed in bran, wood ashes, chaff or wood-wool, and kept in a dry, cool place where they will be safe from the frost. They will then keep a twelve-month, and even if the final dipping in peroxide or spirit is omitted, they will be good after eight months. The expense of the process is very trifling.

Pretension makes a good showing, but leaves are not always strawberries.

The first thing the shoemaker uses in his business is his last.

## 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.

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

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

## 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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

## L. J. SMITH & CO.

MANUFACTURERS OF

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

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

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

We solicit your shipments  
of Fresh Eggs and Dairy  
Butter.

Reference, Home Savings Bank, Detroit.

**F. J. SCHAFFER & 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.



# The Meat Market

## Points to Consider in Selecting Good Beef Animals.

The muzzle should be broad, the nostrils large, indicating good lung power. The shorter from the nostril to the eye the better the animal will feed. Long nosed animals of any kind are hard to keep. The eye should be large, full and quiet. The forehead should be broad, but not long. The horns, if they have any, should be small. Better have the cattle without horns. The jaws should be broad, the neck short, neat and well set into the body. A surplus amount of hide about the neck is very objectionable. The fore legs should not come out of one hole, but be well spread apart. Yet the brisket should not protrude forward very much, as it is a low priced cut, carrying much tallow and little flesh. The ribs should be well sprung and run well back to the hip bone. This is a very important point which should not be overlooked, as much of the strength of the animal depends upon the coupling. The longer the animal the better if the ribs run close to the hip bone. The hip bones should not be prominent and should be well covered with flesh, not tallow. From the coupling to the root of the tail the animal should be of good width and as level as possible. The tail should be strong and not too prominent at the root. A slim tail indicates a delicate constitution. The tail is only an extension of the backbone, and a slim tail also indicates a weak backbone.

The hind quarters should be well meated down to the hock—in fact, hammed like a well formed Berkshire hog. The hind legs should be nearly straight and well spread apart, thus insuring a good twist. The legs should be short and just of sufficient size to carry the body. The hide should be of good thickness, mellow and well covered with soft hair. The top and bottom line should be as near straight as possible. The hoof should be of good size and of dark color.

We do not eat tallow. We want flesh, or rather we want it intermingled. If you find an animal with the above points, you will find a valuable beef producing animal, I care not what breed you may call it. The problem of breeding flesh producing animals is more easily practiced than explained. We have learned that we can breed animals with any peculiarity. If it were desired to produce tallow, we should select those cattle which carried abundance of tallow on their hips and backs and cross these tallow producing animals and

continue the process for a few generations. The tendency to produce tallow would become chronic.

The cattle breeders should readily see what the packer has learned and acts upon when buying, that well marbled beef sells for 12 to 18 cents per pound, while tallow sells for 2 to 3 cents. One thing I have observed about cattle. If, when they are in moderately good flesh, they have small patches of tallow on either side of the root of the tail, when they become fully matured they will develop patches of fat just where the highest priced meat should be found. They will also have a thick layer of tallow both on the outside and inside of a small quantity of edible meat.—A. B. Matthews in Butchers' Advocate.

## How to Buy Beef.

From the Woman's Home Companion.

Among meats beef leads off as the most expensive; but it is also the most nourishing for people in good health. Porterhouse and sirloin steaks and the rib-roasts are the choice for general family use. Fillets for roasting and steaks cut in a special way are much higher in price, and are not seen on the average table. Hotels and restaurants have them always on hand, and they really are not so expensive in such cases, where all the buying is done on a very large scale, thus reducing the price of every pound. If the housekeeper of small or average means will adopt this perfect plan of purchasing her meats in fairly large quantities she will reduce her butcher's bill perceptibly, and at the same time give her family better cuts and more. When there is a family of from four to six people it is an advantage to buy from ten to fifteen pounds of beef at a time. If this is bought from what is known to the butcher as "the best part of the small of the back" the housekeeper will have the best cuts for her table at a very moderate cost.

## Tried Cleaver on the Dog.

For trying a new cleaver on a pet dog a Philadelphia butcher was fined \$10 one day last week. The dog was the property and sole comfort of a widow, who found him lying in her yard with a large gash in his side and as she thought dying. She hurried with her pet to the Society for the Prevention of Cruelty to Animals, where eight stitches were required in dressing the wound. When arrested the butcher said that the dog had been continually bothering him, coming around the shop and stealing bones. He admitted losing his temper and hitting the dog with a cleaver. In addition to the \$10 he was obliged to pay the veterinary for the eight stitches at 25 cents per stitch. So the little burst of temper cost him \$12. Had the random shot man been dealing out the punishment he would have doubled the fine and tried the cleaver on the butcher's neck.

## Didn't Work.

Swindler—Madam, I have called for the suit of clothes which needs brushing and pressing.

Lady of the House—What suit?

"Your husband's Sunday suit, ma'am. He called at the shop as he went down this morning."

"And he said I was to let you have them?"

"Yes'm."

"Did he appear in good health and spirits?"

"Why, certainly."

"Look and act naturally?"

"Of course. Why?"

"Because he has been dead eighteen years, and I have some curiosity on the subject."

"I—I have made a mistake, perhaps."

"Perhaps you have. The man you saw go out of here an hour ago is my brother. Good morning."

## Mutton For Defense.

If legs of mutton are to be used as weapons of defense or as means of inflicting punishment, we may expect to see that kind of meat advance in price. The other day a butcher "spanked" his wife with a leg of mutton, and she declared in court that it hurt her very much. This new use for sheep's meat having been established by sworn evidence, the demand for it will perhaps increase. However, no gentleman will spank his wife with a leg of mutton, especially at this time, when an axe costs less.

## An Acceptable Substitute.

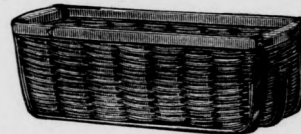
"You are sure you can support my daughter in the style to which she has been accustomed?" asked the Heavy Father.

"Sure, Mike," answered Our Hero, with the assurance of youth.

"Well, I'm glad to hear it. It's more than I can afford any longer."

An apple a day  
Sends the doctor away.

# Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

# 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.

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.

# 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.



## Butter and Eggs

### Eggs and Their Use as an Article of Food.

Perhaps no article of diet of animal origin is more commonly eaten in all countries or served in a greater variety of ways than eggs. Hens' eggs are most common, although the eggs of ducks, geese and guinea fowls are used to a greater or less extent. More rarely turkeys' eggs are eaten, but they are generally of greater value for hatching.

The eggs of some wild birds are esteemed a delicacy. Plover eggs are prized in England and Germany, while in this country the eggs of sea birds have long been gathered for food. On the eastern shore of Virginia, eggs of the laughing gull are frequently eaten, and the eggs of gulls, terns, and herons were a few years ago gathered in great quantities along the coast of Texas. Thousands of eggs of gulls and murrens have been gathered annually on the Farallon Islands, off the coast of California.

Other eggs besides those of birds are sometimes eaten. Turtle eggs are highly prized in most countries where they are abundant. They were once more commonly eaten in America than now, possibly owing to the more abundant supply in former times. The eggs of the terrapin are usually served with the flesh in some of the ways of preparing it for the table. Fish eggs, especially those of the sturgeon, are eaten in large quantities, preserved with salt, under the name of caviar. Shad roe is also a familiar example of the use of fish eggs as food. Mention may also be made of the use of the eggs of alligators, lizards, serpents, and some insects by races who lack the prejudices of Western nations. However, in general, the term eggs, when used in connection with food topics, refers to the eggs of birds, usually domestic poultry, and is so used in this bulletin.

The appearance of an egg—the shell with its lining of membrane, inclosing the white and yolk—is too familiar to need any discussion. The physiological structure of the egg is perhaps less familiar. A fertile egg contains an embryo and is at the same time a storehouse of material for the development and growth of the young individual from the embryo, until it has reached such a stage that life is possible outside the narrow limits of the shell. The embryo is situated quite close to the yolk, which furnishes the nutritive material for its early development, the white being used later.

For convenience, birds may be divided into two groups: (1) Those in which the young are hatched full fledged and ready in a great measure to care for themselves, and (2), those in which the young are hatched unfledged and entirely dependent upon the parents for some time. Domestic poultry are familiar examples of the first group; robins and sparrows, of the second. The eggs of the two classes differ materially in composition. It seems evident that more nutritive material is needed proportionally in the first case than in the second, since the growth is continued in the egg until the bird reaches a more advanced stage of development. The quite marked differences in composition of the two sorts of eggs have been shown by chemical studies, but need not be referred to further in the present discussion.

Since in all cases the egg is designed

to furnish the sole source of material for growth and development of the young individual for a considerable time, it is evident that it must contain all the elements required; that is, that it must be a perfect food for the purpose intended. Milk is another familiar example of animal food containing all the elements of a complete food for the young and growing individual. Milk and eggs are frequently spoken of as perfect foods on this account. The designation is, however, misleading, for although it is true that they contain all the required elements for the growth and maintenance of the young bird or the young mammal, as the case may be, the elements are not in the right proportion for the sole nourishment of an adult individual.

Considering both wild and domestic birds, the color of the shell ranges from white through a variety of tints and mottlings. The eggs of domestic fowls are not highly colored; those of hens vary from white to a more or less brown tone, the eggs from a particular breed of hens being always of the same color. The eggs of ducks are bluish white; those of geese are commonly white; the eggs of guinea fowls are light brown, more or less mottled with a deeper shade; and the eggs of turkeys are speckled with a yellowish brown. Any special coloring of eggs of wild birds is commonly explained as a protective measure which has been developed to render the eggs inconspicuous in their normal surroundings, and therefore less easily found by their enemies. Such reasoning would indicate that the observed differences in the color of hens' eggs are due to characteristics which different breeds have inherited from remote wild ancestors. The color of the shells, whatever its reason, is a feature which has some effect on the market value of eggs of domestic poultry, although not upon their food value.

### Foreign Egg Production.

Germany has hitherto received its principal supply of eggs and poultry from Russia, although of late Bulgaria has largely increased its egg exports to the fatherland. In fact, all the southwestern provinces of Russia, as well as Galicia, Roumania and Bulgaria, are the egg producers for Germany, France and England. Only recently the Russian Poultry Association has made arrangements for a fast service to Paris and London, where it proposes to market regularly eggs and dressed poultry. During the summer months the products will be shipped in refrigerating cars and ships. To such an extent has the egg-exporting craze taken possession of the people in the sections mentioned, especially in Southwestern Russia, that eggs are in great demand in the land of their production, and good prices are being paid. This state of affairs has led to the regular importation into the Black Sea ports of Egyptian eggs from Alexandria. Those familiar with the subject state that it is cheaper to import eggs into the ports mentioned from Egypt, notwithstanding the long voyage, than to buy the home product.

### Selling Turkeys "On the Hoof."

From the Mexican Herald.

Two turkey herders recently drove a flock of over thirty birds through the streets of Ortega and Tiburcio, leisurely offering them for sale as they went along. The men were hardy mountain specimens, the cut of their clothing showing they had come from some distant pueblo. They carried whips, with short wooden stocks and long lashes, and when a customer hailed them from an adjacent zaguan they promptly rounded up the turkeys, caught the one designated by the tail and handed him over for examination, the result being that many Sunday dinners were bought, as it were, "on the hoof."

# SEEDS

LARGEST STOCKS, prices lowest consistent with quality prompt service, right treatment

ALFRED J. BROWN SEED CO.

GROWERS AND MERCHANTS

24 AND 26 NORTH DIVISION ST., GRAND RAPIDS, MICH.

## ALL GROCERS

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

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

# 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.

## WE GUARANTEE

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

## ONE YEAR

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

# VINEGAR

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

# CIDER

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

*Barrett & Barrett.*

Chicago.

Kansas City.

St. Paul.

So. Haven, Mich.



## The New York Market

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

New York, April 20.—A week of quietude everywhere. If the grocery trade is booming in other cities it is only holding its own here, and one must take a good long walk to pick up a great amount of "cheerfulness." Yet matters have been a good deal worse and faces have been much longer. There is now simply a lull after a big winter trade, and perhaps it is just as well to give the boys a rest. They'll have to begin hustling again before long.

Coffee continues about the duller article in staple groceries in this vicinity. Everything about it conduces to make it unsteady. We have lower markets reported from Havre and Hamburg; we have large arrivals reported at Santos and Rio and we have only an average demand—hardly that. For No. 7 Rio the quotation is 6½¢ and no surprise would be occasioned to see the ¼¢ drop off almost any time. In store and afloat the amount of Brazil coffee aggregates 1,279,987 bags, against 1,072,531 bags at the same time last year. Mild coffees seem to sympathize with the Brazilian sorts and are decidedly dull, with prices showing some decline, so that Good Cucuta is hardly quotable at over 7½¢. All quotations are for invoice lots.

There is very little doing in sugars and the 10 point advance made on Wednesday seemed to take out what little animation had previously existed to the demand, according to some, while others declare the market to be in better shape. At any rate it is hardly thought lower rates will be made very soon and it is, perhaps, a good time to buy.

At the usual auction sale of teas Wednesday the result was lower quotations. The demand is for small lots, simply to keep up broken assortments, and prices are nominal, with about 10 points reduction from those prevailing a week ago.

The demand for rice is light and the situation seems at the moment to favor the buyer, although prices are certainly no lower than a week ago. Orders are for small lots, with choice Southern 5¼¢@5½¢. Foreign grades are firm.

Pepper and ginger both show considerable firmness, but the spice market generally is not very active and, aside from these, the situation is practically without change. Singapore black pepper in invoice lots, 13@13½¢; Zanzibar cloves, 9¢; Calcutta ginger, 7@7½¢.

The molasses market is pretty well cleaned up on good grocery grades of molasses and quotations are firmly adhered to, with really desirable sorts worth 30¢. The demand is fairly good. Orders, while in not many instances for large quantities, have been quite numerous and, in the aggregate, the volume is quite respectable. A fair trade in foreign sorts is reported quite generally by jobbers at unchanged quotations. Syrups are steady, with a fair call, both from home trade and exporters.

In canned goods, salmon is rather slow and holders in some cases might possibly make concession, if necessary. Aside from this, prices are fairly firm and, while the demand generally is light for spot goods and little is being done in futures, the outlook is rather better than it has been, although there is considerable room for improvement yet. Corn for future delivery is selling for 65¢@70¢. Indications are that a very light acreage of peas will be sowed this year, as farmers are afraid of the destructive pea louse. A good many new factories are reported fitting up in all parts of the country from Maine to California. May they all wax fat!

Dried fruits are slow and easy. There is some question as to whether the advertising campaign inaugurated by the Cured Fruit Association has helped the trade in prunes, but the general opinion is that rather more trade is being done in consequence thereof. Apricots are doing fairly well, but in almost all other lines the market is dull and, in the case of raisins, the quotations are, perhaps, a little lower than a week ago.

Lemons and oranges show steady improvement, although rather small. Sicily lemons are quotable from \$2@3 and Californias \$1.65@2.75.

Arrivals of butter are not large, but there seems to be enough stock to meet the requirements and even more. For best Western creamery not over 21¢ can be named; seconds to firsts, 18½¢@20½¢. Imitation creamery is steady at about 18¢ for the very best, with more selling for 1¢ less.

A moderate amount of trading is going on in cheese and prices are without change. Best large size, full cream cheese is worth 12@12½¢. New stock is coming in more and more freely and small prime stock will bring about 9¢.

Best Western eggs are held at 14¢. The market lacks life. A good deal of Southern stock is coming to this market just now and has an effect on all other grades.

The bean market remains in an average state of activity and not a change has been made in quotations for several days. Choice pea, 2.10@2.12½; choice medium, \$2@2.05.

### Getting Ready His Implements of Husbandry.

"This," said a dealer in such things, "is the time of year when you meet in the busiest of the city's streets the gentle suburban resident carrying home some agricultural implement or some sort of shrub or plant that he is in a hurry for. It may be a sickle or it may be a rake or a nice young tree or not improbably a dozen tomato plants."

"This has been a dreadfully backward season, but spring may come on us all of a sudden one of these days and the season will be wide open in a minute. And it's in anticipation of that happy event that the man blessed with a garden spot or lawn is now laying in or renewing his stock of the tools of husbandry."

"And these things he buys right here in the city, which accounts for your meeting in the city streets, where no blade of grass could ever show, a man carrying, for example, a long-handled wooden-toothed rake."

"You observed, probably, that only the head of the rake, the part with the teeth in it was wrapped up. This is the time honored and still prevailing way of doing up a rake. A shovel is done up in the same manner. We wrap up the blade, and there you are. The ostrich, with his head in the sand, thinks he's covered up completely. The man who buys a shovel and has the blade done up doesn't think that thereby the whole shovel is secluded from view, but he is satisfied."

### Arresting Ohio Grocers for Selling Arbuckle's Coffee.

James A. White, a grocer of Toledo, O., was arrested last week upon complaint of Edward B. Beverstock, inspector for the Ohio Dairy and Food Commission, and is accused of selling coffee that was not what it appeared to be. In the affidavit Beverstock alleged that White sold him a brand of coffee known as Arisosa that "was then and there colored with a mixture of sugar and eggs, whereby inferiority was concealed, and whereby said coffee was made to appear better and of greater value than it really was." White was brought before the City Court, and pleaded not guilty. He was released

on his own recognizance, and his trial will soon be held. A warrant is out for the arrest of another groceryman. These arrests are the outcome of the State Pure Food Commissioner's declaration that he was to begin a crusade against the Arbuckle Bros.' Arisosa coffee, and is incidental to the fight between the Woolsons and Arbuckles.

### Determined to Put an End to Price Cutting.

More than 100 traveling salesmen for Sioux City wholesale grocery houses were called into Sioux City last week for a special union meeting to prevent continuance of the rate cutting that has demoralized the trade in that territory for some time past. Little by little this evil has grown; each salesman had an excuse for cutting on this article or the other with his customers to hold their business. In time every salesman was doing more or less of it, and managers were watching with wrath the diminishing profits. Recently the four big houses there agreed to stop the slashing, and the meeting was for that purpose. An understanding was reached to stop cutting and the salesmen were instructed to obey it.

### To Make Sweet Potato Flour.

The American Flour Manufacturing Co., of Vineland, N. J., has just been incorporated with a capital of \$1,000,000 for the making of flour from sweet potatoes. The Vineland mill, which started up a few days ago, is said to be the first in the country to manufacture flour from sweet potatoes. The farmers of South Jersey are jubilant over the organization of the big company, which purposes to erect mammoth flour mills in the sweet-potato growing belt.

## 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.

## 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.

## 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.

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.

## Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

We 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







for the vast number of women who have somehow missed the road to happiness and whose moans and groans of discontent are forever ringing in our ears. To me there is no more pathetic spectacle than they present, for they are the misfits in creation—women too big for the little things of life and too little for the big things; women who have neither the courage to lead the life they want to nor to live bravely and cheerfully the one they accepted of fate.

Be not as these. Discontent is either the fire that makes the steam of human energy or that burns out the boilers. Either make it carry you on to higher things or smother it down, so it won't be a menace to the peace and happiness of other people. The discontent that takes itself out in futile fretting at conditions we do not try to remedy is the weakness of a coward. The discontent that is an inspiration to better things is the growing of the angel wings on which we mount skyward.

Dorothy Dix.

#### The Art of Making Friends.

One of the things said of the late Vice-President Hobart—and if the dead can know it must have been the tribute that pleased him most of all the many that were laid upon his grave—was that he had no acquaintances, because all with whom he came in contact were his friends. He was a clever lawyer, a shrewd politician, a far-seeing business man, but beyond these qualities, his biographers declare, the chief factor that enabled the penniless boy to rise from obscurity to fame, and honor and riches, was his ability to make friends by a geniality that was as warming as sunshine, and a kindness of word and deed that drew all hearts to him.

The lesson of such a life is one that we may all well take to heart, but in especial is it significant to mothers who have the training of little children in their hands. No intelligent person undervalues the power of personal popularity. People will do kindly deeds for us because they like us, that they would not do for us to save our lives because it was our due. The men and women of ungracious manners, who grant even a favor grudgingly, who rub our susceptibilities the wrong way, have an enemy within themselves to fight at every step of the way, and the heaviest possible handicap in life. No one wants to do business with them, no one suggests and recommends them when there is a good place vacant; they can never win out, as sportsmen say, unless they are possessed of the most superlative merit.

The trouble has been that while we all acknowledge the desirability of making friends, we have made the mistake of thinking the ability to do so was a gift of nature, like the fine figure or a beautiful face, and that one could no more be blamed for lacking one than the other. Yet, when we ask ourselves what it is that we like in our friends, the answer is simple enough—kind words, kind deeds, sympathy with our joys and sorrows, a gentle forbearance with our faults—little enough, heaven knows, to pay such dividends in happiness and good will.

What is there in all this that a child could not be taught? We hear mothers say every day that their little Johnnys can not get along with other children and are avoided and shunned by their playmates. It is passed over as a childish foible and they let the golden opportunity slip to correct a fault that may

mar the child's whole life. It is the time and the chance to teach the golden art of making friends. The child who is taught to play fair, instead of monopolizing the ball or tea set or swing or whatever is the point of vantage in the game; the child who is punished for being rude and overbearing and selfish to other children; the child who is taught the divine grace of sympathy to others, may not be clever or talented, but he will have a personal popularity that will stand him his whole life long in place of more brilliant qualities.

This is to put friendship on the very lowest plane and to make it a commercial commodity that has an actual mercantile value in the market. What else it means in life—the happiness, the sweetness, the tenderness, the perfect flower of existence—is so much more that it would seem as if no other art was so well worth our profoundest study. Happy the man of whom it could be said that none knew him but to love him, and that he had all the world for his friend. He could desire no better eulogy.

Cora Stowell.

#### Fate of the Studious Girl.

She could talk on sociology, on ethics, physiology. She could wrangle all the problems that are making people think. She could warble on sobriety and vivisection society. And when she wrote an essay, well, it took a tub of ink!

She reviewed the latest novels and she spent her time in novels. Where she strove to teach the poor folk how to master Maeterlinck; She knew all about musicians and their famous compositions; Could convey her thoughts and actions by the slightest little wink.

At tennis she bowled highest and in golf she was the spryest. And in whilst she talked the loudest of them all. She could make the finest rabbit and she graced the riding habit. And she never had an equal when she graced the dancing hall. But the bridegroom still he tarried, and as yet she isn't married. Though her arts and her devices they are always to the touch.

Now her heart to-day is saddened and her mind is angered, maddened With the thought that after all she learned too much. For the maids who were "light-headed" they have all long since been wedded. And this modern Aspasia simply decorates the wall; So the moral to this jingle—if you fain would tarry single. Just wear a pair of glasses and pretend you know it all.

Harold McGrath.

#### Some Observations on Women.

A woman who can make good jelly is greater than a woman who can make a good speech.

A woman who dresses in a hurry always puts too much powder on the end of her nose.

Every woman thinks that when she is dead and her husband has married again he will begin to appreciate her.

Every woman believes that her husband is a child in some respects and that she must be on the alert to keep things out of his grasp that he wants, but which are not good for him.

It is always a great shock to a woman to hear a preacher express a desire to go to Paris; his longing should be to visit the holy land.

The man who has had to pay for a daughter's procession wedding doesn't think there is any great disgrace in an elopement.

An Arkansas planter is to start a kangaroo ranch. Besides the value of the kangaroo's hide, the animals are chiefly valuable for the use which is made of their tendons. These can be split extremely fine, and are the best thing known to the medical profession for sewing up wounds, and especially for holding the broken parts of bones together.



## The famous Uneeda Quartet



Sells so fast, it's always time



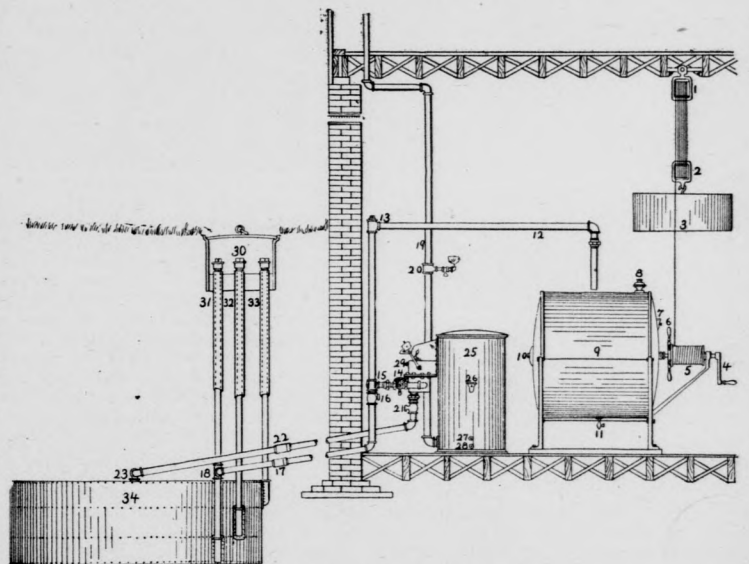
to send another order.



Order to-day

NATIONAL BISCUIT COMPANY

## 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.



## Window Dressing

Estimating the Value of Artistic Window Trims.

It would be a matter of satisfaction to every merchant if he could hit upon some method by which he could tell exactly how much business every window trim brings him. As it is, he is able to tell approximately how much his window dressing is worth to him, but he is not able to figure out exactly the value of each trim. As this is an important matter we suggest one method by which he will be able in part to determine the value of his window space. Many men unconsciously fall into the habit of using exactly the same window every time for a particular line of goods. Shirts go into one window, clothing into another and neckwear into another. Now such an unvarying rule is good if it has been found by experience that each particular window is best for that line of goods, but otherwise it may be all wrong. If you have a line of goods that is falling behind, not only pay especial attention to window trims of those goods, but experiment with different windows to find out in which one the goods are displayed with most influence on the sales. And after you have found one particular window by the use of which the best results are obtained, experiment with different methods of trimming until you hit upon just the precise style of trim that displays those goods so that they are most attractive to your customers.

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Change your windows frequently. Not only make much more of your window displays of the poor selling goods than you ordinarily do, but also change the trims of them more frequently than you otherwise would. Put in a fresh trim every day until you hit upon a trim that makes the goods move. Keep a record of the sales of that line from day to day so that you know something about the influence that every trim is having upon sales. There can be no question that, if a line of goods is proving a poor seller, it gives you a splendid opportunity to find out what your windows can do for you under different methods of dressing. Nothing will do more to attract attention to a particular line of goods than to see an entirely new arrangement of them every day in the window. It will be like serving warmed over food in some new form every day at table. More will be eaten than if it always appears in the same old form. So, as a general rule, the slower goods move, the more window space should be given to them and the greater number of trims used to set them off.

\*\*\*

It is the greatest of mistakes to trim windows in the daytime. As great a mistake as it would be to make the settings of a stage in full view of an audience after the performance had begun. Make it a rule that windows shall always be trimmed at night. As far as possible always arrange the garments for display before they go into the window. In placing clothing on dummies, shaping it on forms, and in arranging articles on fixtures generally, make it a rule to do no more of the work in the window than is absolutely necessary. The garments should be prepared in the trimmer's room or in the rear of the store. If this practice is adopted windows can be put in with a minimum of confusion and muss, garments are saved from rough handling, and difficulties in

the arrangement of the trim can be provided for much more quickly than if no calculations are made before hand. Working in the window is liable to result in colds from the close and overheated air, and in accidents from being pushed through the glass in attempting to move about in a contracted space. For all these reasons system, order and a sense of the value of time will lead the trimmer to do as much work as possible outside of the window.

\*\*\*

Some merchants have window backs with panes of glass above. These panes are rarely decorated and can often be covered with advantage, especially in connection with a spring trim, where piece goods are shown. They can be covered nicely thus: Across the top and bottom of each pane white cheesecloth is tacked in simple folds. This cheesecloth is then drawn together at the center and tied with a knot of ribbon. The sides of the window are treated in the same manner with another piece of cheesecloth, so that when both are drawn together at the center the effect is that of a Maltese cross. This is a very simple and readily understood method of relieving the bareness of the upper panes, and it is very useful where it is desirable to cover them and still permit light to enter the store.—Apparel Gazette.

Awnings No Longer Considered a Luxury.

"Awnings," said an awningmaker, "were once considered a luxury and are now a necessity. The number in use has been multiplied in very recent years and it is still increasing. Although there are many styles of awning stripes already, new styles are brought out every year. Tan in some shade or form of stripe or stripes, or combination with white or with other colors, is now the prevailing color in use, as standing wear well, not showing iron rust, and being generally well adapted to city use, and being, withal, slightly in appearance. Green, within recent years, has come to be distinctly a favored color in awning stripes; either in solid uniform stripes alternating with white, or in stripes of different widths and in combinations with other colors. Some of these latter green effects are very handsome. And then, of course, there are blue stripes, and reds, and yellows, stripes of all sorts of width and weaves and combinations, varying in price more or less, some being considerably higher in cost than others, but being made up at prices lower than were asked for awnings of corresponding colors and grades a few years ago."

In fact, awnings were never before so cheap as they are now, what with the competition among those supplying them, these including nowadays the department stores as well as the awning-makers, and awnings were never so good as now. They are not made in these days haphazard or clumsily, anyhow so that they will serve the purpose of shutting off the sun when required, but they are made to fit, to hang true, to look trim and shipshape and all right, and people won't have them, nowadays, unless they are all right. So that in these days awnings are not only cheaper, but handsomer and better than ever. Indeed, although I say it that am in the business, it is a fact nevertheless that there's nothing that has kept up with the procession any better in the march of modern progress than the now everywhere familiar awning; once a luxury, now a necessity, and never so perfect and beautiful as now in the day of its widespread, common use."

The man who lets his wife draw his money for him shows more faith in his wife than she shows in him.

When a woman's teeth chatter they usurp her tongue's prerogative.



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

(SEE CUT)

and we will send samples and bottom prices.

CHAS. A. COYE

11 Pearl Street Grand Rapids, Mich.

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

## William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

## Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,  
Resident Manager.

## The Biggest 10c Assortment in the Market.

ORDER ONE TO COMPLETE YOUR LINE FOR SPRING TRADE.

### DECORATED ASSORTMENT NO. 10.

- 2 Dozen FANCY HANDLED TEAS
- 1/3 Dozen 1-PINT PITCHERS
- 1/3 Dozen COMPORTIERS
- 1/3 Dozen LARGE PLATTERS
- 1 Dozen BREAD PLATES
- 1 Dozen OAT MEAL BOWLS
- 2 Dozen DINNER PLATES
- 3 Dozen TEA PLATES
- 1 Dozen BONE DISHES
- 1/2 Dozen 1 1/2-PINT BOWLS
- 1/2 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 & SCHAAFESMA,

Manufacturers' and Jobbers' Agents in

Grocery, Glassware, China and Lamps.  
112 MONROE ST.,  
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.

OFFICE: COR. PEARL AND MONROE.

GRAND RAPIDS, MICH.

**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.

**BOUR'S**  
**COFFEES**  
**MAKE BUSINESS**



## COUNTRY STORE ADVERTISING

Just as Easy as City Store Bargain Writing.

So many writers on advertising are so imbued with sarcasm, tailor-made trimmings, etc., that I felt as though something different would be welcomed by the many country merchants in search of helpful hints.

How would I go at the question of advertising a country store? Would I tell the printer to write the advertisement for me and that I had just \$100 a year to expend in supporting his paper? Hardly. I would begin with a walk through the store; I would make a note of any recent additions to the stock; would probably look through the newly arrived invoices to see what especially low priced goods were on the road and about to arrive; and would occasionally dig up some lines that were not selling fast enough and put a lower price on them. With this information fresh in my mind, I would select those items which seemed most timely and write my advertisement about them. I would let it fill whatever space was needed to show it up right. Supposing I had no special bargains to offer at cut prices, I would fall back on say calicoes. Any other item would do. Shoes, wind-mills, toothpicks, a new brand of soap, shirts—anything which people in my section can use. So I'll take calicoes. Note how easily I get a heading that will interest the ladies—"Pretty New Calicoes." I would use this heading because calicoes are something which will always interest the ladies—they buy them during every month in the year. It is hard to please them with calicoes—every merchant knows that—but when they anticipate seeing new patterns, rest assured they will want to come and examine them. So a better start is made than as though I had used some heading like "Bryan is Nominated," or anything of that sort. The women don't care so much about politics as they do about calico. The same is true of all other goods. But to go on with the advertisement. This is how I will conclude that part of it:

## PRETTY NEW CALICOES.

Just arrived—50 pieces of new calicoes. The latest designs and (we think) the prettiest colors we have shown this season. Plenty of fast colors, red and blue patterns such as every girl fancies, as well as blacks and whites and greys, which so many ladies admire. Notwithstanding the recent advances in cost, we offer these at the old price—6c per yard. Come and see them before the choicest patterns are gone.

I might think the shoe stock deserved a few words of commendation. Of course, they were bought two months or more ago, but perhaps, as many were not sold as should have been disposed of. What should we say about them?

## POPULAR SHOES AT

## POPULAR PRICES.

The sales in our shoe department prove the popularity of our selections for the season's trade. We claim that every shoe we sell is a good one. We guarantee every pair to give satisfactory wear. If they don't—which sometimes does happen—we will either refund the money or give you a new pair at whatever price you say will be fair, etc.

Of course, I could fill half a page about that shoe stock, but can't afford to use that much space, so reserve some of the ammunition for the future. Next week I can describe children's shoes, and the following week talk about those

\$3.50 and \$4 shoes. It isn't necessary to tell that there are only half a dozen pairs of each in the stock. It's possible to get more if they are needed. And so I would go on advertising—each week would see a new advertisement mentioning something new or telling the good points of the old. I wouldn't lie about anything. I would always be truthful, so that it wouldn't be long before people would believe the statements and look for the advertisements to see what was said and what new goods were offered. I wouldn't let the printer hide these advertisements among a lot of medicine advertisements. I'd bargain for a good position for the advertisements. If I could, I'd have it on a news page. If the printer didn't have type to suit me, I'd buy a little of my own and have these advertisements in different type from other advertisements in the same paper. Then I'd hunt around the store every week for items to talk about. When I couldn't find anything else I'd offer some bargains. Why, when lead pencils can be bought for 4, 7, 9, and 10 cents a dozen, what's to hinder having bargain sales and not losing a cent? See how nice this bargain announcement will read to the children, who nearly always ask mamma for her small change: "Special Bargains in Lead Pencils! Next week we will place on our bargain counter 1,000 lead pencils at 1/2c each or 15 for 5c. Also 1,000 better pencils, with erasers, 8 for 5c." The prices will sell these pencils. And prices will sell lots of other things. They must look cheap and be cheap. Occasionally I'd put in a few small squibs without any heads. I'd tell all the nice things I could about the store and tell them in plain language. When prices proved lower than those of competitors I'd take advantage of the fact and let everyone know it. That's the thing that counts in advertising.—David Phillips in Advertising World.

## The Guesser the Creature of Doubt.

The universal citizen is a guesser. Humanity at large is made up of guessers. From the new king on the English throne to the humblest peasant in remotest civilization, all are guessers. The guessing fraternity is the largest body of men and women that were ever joined in a common bond since the creation.

The direction of guessing varies with the varying human face, and is as limitless in variety. Many there are who are cock-sure on some subjects and as avowedly guessers on others; and even the audaciously impertinent ones, who express confident conviction on every mooted topic, quail and shrink before their inner eye when brought into communion with themselves in the quiet of their closets. But more there are who are guessers on all subjects "from grave to gay, from lively to severe;" the world is made up of them; the world will be filled with them until the end of things.

Alas! there are many who even guess concerning "the end of things," in spite of the apostles and prophets—many who, like Thomas, must put their fingers in His wounds before they would know. The guesser is the creature of unfaith, of doubt; whether it is in matters spiritual, or revelations of science, or the operations of every-day facts, his guess precedes his conviction of the truth.

The whole body of business thought, outside of a few elemental principles, is a guess. We know, for instance, that to

prosper we must sell our merchandise for more than we pay for it; and we know that we must pay for it or fetch up eventually in the county almshouse or the prison; and all of us, except the guesser who looks to Divine Providence or a rich uncle, know that a similar calamity must transpire if we spend more than we make; but beyond these hard truths the average business man is a habitual guesser from waking to sleeping. He guesses at probable changes of prices, and joys or sorrows in the outcome of his guess; he guesses at the local conditions of trade, at his competitor's policy, at the fluctuations of fashion, at the utility of his adversity projects, at credits and confidences; his life is rounded with dreams and crisscrossed all over with guesses.

But what a blessing for the rest of us that no one in our line of trade is dead-sure always, and always dead-right!

Happy for the world that all who inhabit it are guessers—that each one of us must perpetually struggle with the problems that are unrevealed to our human comprehension until treasured experience makes plain the reading, thus bringing to our souls the consciousness of our hopeless blindness until we are illumined with the light of faith and truth. We must guess until we can know; for to know all things, to be omnipotent, is the prerogative forever reserved to Omnipotence only. Therefore, while the world goes around, the race of men will continue to be a guessing race in mundane matters; and the world will be peopled with new guessers as fast as the old ones make way for them. The swindling soothsayer and self-constituted fortune-teller will continue to prey on the credulous, but it is in the power of none to make us other than guessers.—John Tweezer in Keystone.

Do not talk about your neighbor's debts unless you intend to pay them, nor about your brother's failings unless in love you can remedy them.—Arthur Fowler.

## Wall Paper, Paints, Oils.

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

PAPER HANGING AND PAINTING BY EXPERTS.

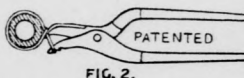
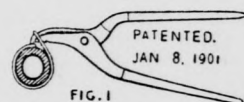
We frame pictures to order and carry a large line of unframed pictures.

C. L. Harvey & Co.,

59 Monroe Street.

Exclusively Retail.

## The Magic Hose Mender



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

The Magic Hose Mender Co.,

20 Canal Street,

Grand Rapids, Mich.

PELOUZE SCALE & MFG CO.

CHICAGO SEND FOR MANUFACTURERS OF HOUSEHOLD COUNTER CATALOGUE "T"

# Scales

## 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

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



## Village Improvement

Work Accomplished by a Pennsylvania Association.

The Honesdale Improvement Association, of Honesdale, Pa. has for its motto, "Let us all work together," and judging by results, lives up to its motto. The Association was formed about eight years ago and, next to the Stockbridge association, is, perhaps, the best known of any of these organizations in the country. It is unique in the fact that it is composed entirely of women, men being admitted only as honorary members. The constitution is practically the same as that of the Stockbridge association. The officers are president, three vice-presidents, secretary and treasurer, who, with an executive committee of nine members, are elected annually and have full governing power for the year. They plan the work and are responsible for its fulfillment; and, like the Stockbridge association, can not contract bills for more money than the treasury contains.

The governing board forms the entire Association membership into sub-committees having charge of the following work: "Sanitary and Street Vigilance," "Humane Committee," "Entertainments," "Children's Auxiliary," "Flower Committee," "Parks and Trees," "Collectors." The names of these committees tell without further comment the duties expected of their members and assure the living interest of every member of the society. The funds are raised by annual dues of fifty cents each for active members and one dollar for honorary members. Each year the society gives some sort of entertainment, concert or play to swell the funds.

An artist whose former home was in Honesdale sends them, from time to time, etchings of some of her pictures to sell; with this exception the Association can boast of few gifts. In the list of receipts for 1898 I noticed sixteen dollars from three admiring visitors as the only help received that year from outside sources. Other items in the year's receipts were: Membership fees, \$115; entertainment in park, \$69; sale of flowers, \$3; and these were the chief items of the income.

The receipts for 1898, including a balance in the treasury of \$226, were a trifle less than \$453. Of this sum \$289 was expended, leaving still a comfortable balance. The heaviest items in the expense account were for planting trees, care of park, care of town clock, cleaning streets, and labor. The sums spent seem very small in comparison with the amount of work achieved. Miss Caroline Petersen, the enthusiastic president of the Honesdale Association, tells me how their work is nobly abetted by the town council:

We have not much money to handle; the town council has charge of all large undertakings, such as paving, lighting and cleaning streets; and I must say we have an exceedingly well-lighted, well-paved little town, especially as to sidewalks, which are all of blue stone flagging, from eight to ten feet wide. It is the little things we look after. Our work has been chiefly in the way of making flower beds, laying out parks and keeping them in order during the year. The town is crossed by a river, the banks of which were in a shamefully neglected condition when we took up the work. We began by building a retaining wall on each side, and the town council aided us by forbidding the dumping in of ashes and rubbish as heretofore. We also made a five-foot path on the north side of the river, which was already

shaded by a double row of maples. Vines were planted along the walls, and the space gained filled in and flowers planted. A long row of hydrangeas are reflected in the water from the south bank. A fountain was placed in the river about twenty feet from the bridge. The little triangular park which had for years been a frog-pond and dumping ground was graded, paths made, trees and shrubs planted, with a large flower bed in the center of the park.

There is another park, or square, in the center of the town, with a large fountain in the center. This is surrounded by a circle one foot wide of tulips in the spring, and flowering plants in the summer. We do our best to keep the grass cut neatly, and to keep weeds down at sides of streets and on vacant lots. Owners of these lots, with one or two unpardonable exceptions, no longer allow rubbish to be dumped on them.

Cans, painted dark green and lettered, are placed along streets at intervals, for the reception of rubbish and paper. The school children have been interested in this work and have done pretty well.

To me this is the most interesting account yet received from any improvement association, because such excellent work has been done with so little money. The largest gifts ever received by the Association were from \$10 to \$25. The town can boast of no presents of parks or libraries, no expensive prizes to invite competition; but with a few hundred dollars each year in their treasury the members of this Association have joined hands, saying, "Let us all work to make this the model town of Pennsylvania." The building of the retaining wall along the river and the conversion of the frog-pond into the tiny park are alone enough to immortalize the women of Honesdale.

They attacked boldly the two most offensive sights in the town, and have made them instead its pride. In municipal, as in private, housekeeping it is the personal management of the small sums which make better showings than larger amounts expended by hirelings. This division, too, of the Association into committees to look after details assures the work being thoroughly done.

The Honesdale Association belongs to the Federation of Women's Clubs, and at the State meeting in 1897, held at Harrisburg, no subject aroused more enthusiasm or questioning than Miss Petersen's three-minute talk upon the work of the Honesdale Association. From this talk and many subsequent letters grew a number of improvement associations reported at the State Federation, held at Chester, Pa., in 1898. This association work is the most contagious thing in the world. Like a freshly painted house in a neighborhood, it starts nearly everybody in sight to planning improvements on their own property.

No task is too great for these associations to undertake. They will direct the digging of anything from a sewer to a flower bed. They order down your front fences and order up electric lights with equal sangfroid. Water flows at their command. They create sentiment in favor of ornamental backyards and tidy alleys. Indeed, they offer you prizes for the prettiest backyard and neatest alley; and the small sums offered by these associations as prizes for the cleanest alleys have done more to cleanse some towns than thousands of dollars sent by town councils.

Tradesmen are taught that sidewalks are not the place to store empty boxes, nor expose food stuff to the contagion of dusty streets. Owners of vacant lots are

compelled to keep sidewalks repaired and weeds down, and these societies consider the planting of trees and the making of flower beds in the waste places among their pleasantest privileges. Jessie M. Good.

May Be Building Better Than They Know. From the New York Commercial.

If the company just organized in New Jersey for the purpose of manufacturing flour from sweet potatoes shall make a permanent success of the venture there will be cause for jubilation far beyond the sweet-potato growing belt of that State. There has never been a satisfactory market for the immense sweet potato crop of the South, and the waste in this product throughout that region is probably greater than in almost any other of its staple crops.

If this process of preserving the tubers in the form of flour, so that it may be profitably marketed at any time like the flour from wheat or the meal from corn or oats, shall prove practicable wherever they are grown in large quantities, not only may much waste be prevented, but an industry of great possibilities may be established. It is questionable if the people of the South, whites and blacks alike, who alone know how to cook and serve the sweet potato as it should be, and are especially appreciative of it among the vegetables, would at first, or at all, take kindly to the consumption of it in any other forms than those which have popularized it through a hundred or two years; but that would not be necessary if a market for the flour or meal could be found elsewhere.

In Chicago is a merchant whose bitterest enemy can not charge him with being a dreamy idealist. A young friend of mine, who went to him for a job, was asked to fix his own salary. "If I think it is too much I won't pay it," said the merchant, "and in that case I don't want you. But I can't afford to have dissatisfied people in my office."

# ALABASTINE

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

### Plasticon

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

### N. P. Brand of Stucco

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

### Bug Finish

The effective Potato Bug Exterminator.

### Land Plaster

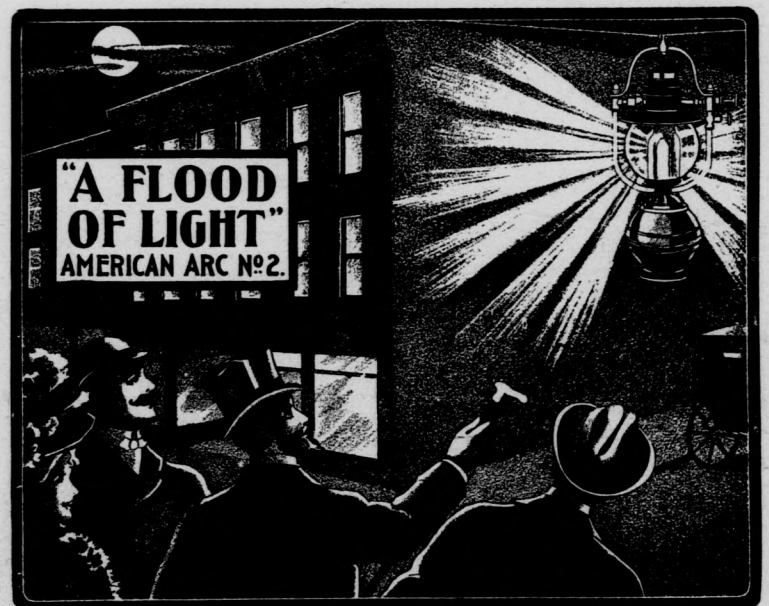
Finely ground and of superior quality.

For lowest prices address

**Alabastine Company,**  
Plaster Sales Department  
Grand Rapids, Mich.

## A MODERN WONDER

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



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

**Brass Manufacturing & Supply Co.**

Ask for Catalogue.

192-194 Michigan Street, Chicago, Ill



## 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.

### MASTER OF THE MASSES.

**How a Shoe Salesman Became King of Galveston.**

From shoe salesman to municipal monarch; from purveyor of patent leather pumps to master of the masses; from the showing of samples to the ruling of a region—this is the one night transformation of a man from St. Louis.

When he went to bed in Galveston on the night of Sept. 8, 1900, his mind was occupied with thoughts of how many congress gaiters and oxford ties he could sell the Texans in a given time. When he awoke next day his fancy turned to considerations affecting the policy of the populace. His evolution had arrived on the lightning express.

He stood out in a public place and announced that he was the Great IT. His eyes shot fire. His lips roared out words like unto the rushing mighty wind. The world wanted a man and he was the man the world wanted. He took supreme control of that section of earth. He was active as the blades of an electric fan and the breeze he stirred up swept all before it.

He said to the scattered police, "You take your orders from me."

He said to the white-faced citizenry, "This town is under martial law."

Then he started giving orders. "There's been a great calamity," he said. "Forget that. The damage has now to be repaired. Remember that. Remember also that I am the executive, the legislature and the judiciary."

To the constabulary he said: "Patrol the city. Protect property interests. Discourage disorder. Don't forget that I am the chief of police."

To a selected section of men—buthchers, bakers, bankers and what not—he said: "Clean up the city. Remove the debris wherever possible. Do everything you can to thwart disease. Don't forget that I am the board of health."

To the representative of a local military organization he said: "You're my lieutenant. Get your men together. Systematize the city until every section has its own corps of defenders. Preserve order above all things. Permit no vandalism. See that every man is working. If he isn't working shoot him. And when you shoot him kill him. Don't dawdle. Remember always that I am the general of the army."

To other men he gave other directions. He had appropriate instructions for every able-bodied citizen in the town of too much trouble. His brain worked so fast his tongue couldn't record his ideas. Every now and then he cried out in a loud voice that he was the Alpha and the Omega, the beginning and the end, the mayor, the board of aldermen and the janitor. And then on the top of this Ossa of bombast was piled a Pelion of such sharp, incisive, clean-cut horse sense that all who heard him marveled

and sped to do his bidding. At such times he was the natural ruler of men. During the periods of theatricism the trail of the shoe drummer was over all.

There is none other in all history beside this son of St. Louis. He is the phoenix which rose from the ashes and wreckage of the city on the bay and made the town to live again. He is the man who massaged the mutilated face of Galveston and made it seem fair and smiling. He is the man who presented the curious anomaly of being terrible in his wrath and ridiculous in his floridness. He was a right-hand hero and a left-hand charlatan. He poured deadly lead into the prowl and the poltroon and he poured self-praise ad nauseam into the ears of all who heard.

When he was a shoe drummer he made men listen to his talk. Then he took their orders. When he was king of Galveston he made men listen to his talk. Then they took his orders. When he was a shoe drummer he wore clothes so loud they broke the Sabbath. He stuck a chunk of glass the size of a hen's egg in the front of his shirt and swore it was as fine a diamond as the Koh-i-Noor. He smeared musk and other perfume over his handkerchiefs, so that he was more pungent than a drug store. When you caught a glimpse of his hose you were at once struck with the resemblance to a barber's pole. He had a big biceps that he used to brag about and a bull pup that had chewed up every other pup in sight, and looked it. He referred freely and frankly to the perfection of his "shape" and frequently gave it as his opinion that it was not strange he was such a lady's man—he was so good looking.

If he'd been a printer he'd have worn out all the capital "I's" in the case before he'd been at typesetting a week. As it was, he confessed the other twenty-five letters in the alphabet might be thrown away without causing him mental worry. He was a class A No. 1, first person singular talker from away back, and he never left you in doubt of this fact. But when the rains descended and the floods came and the city that was built upon the sands tottered to its frail foundations, this man dropped the drummer. He didn't ask others to go where he feared to go. He personally saved the lives of scores. He carried men, women and children out of the jaws of hell into the land of safety through a storm of flying timbers and scudding slate. And when it was all over and a semi-calm had fallen on the scene of fatalities and the legitimate representative of the military power had arrived, the drummer, in his queerly patched up uniform, stepped up and saluted and said:

"Gen. Scurry, I take pleasure in turning over the reins of government to you."

And the adjutant-general rubbed his eyes and stared hard and muttered unintelligible things, and stared again at the figure before him. But he accepted the reins and turned in his report to his superiors. But there was nothing in it that immortalized the shoe salesman. There was no mention of his prowess and no talk of medals or monument.

You see, the shoe salesman was just an incidental hero.

Later, when the shoe man had taken up his kit and traveled to other towns where the feet of men had to be fitted with the proper article, he turned on his own particular brand of flood, and it wasn't a baby brand, either. For he spoke at great length, saying:

"Why, now, there's Gen. Hawley and Mayor Jones and Dr. Wilkinson and McVitie, and all those fellows, good enough in their way and place; men, every one of them, effective and capable men in all ordinary affairs, but in the presence of a great disaster like this, shut!

"Say, my boy, you ought to have seen me bringing in those women and children. Ah! that was a sight for gods and men! Last lad to leave me was a dago with a pony cart. Washed off his pins, swirled against a hydrant or an iron lamp-post, and all under water in a second. Never found hide nor hair of him afterward. Brave man, that poor devil! Last time I came in with a woman on each arm and a kid around my neck. Came mighty near going by the board that time.

"Water was swimming deep all up and down old Tremont and running like a tail race. Full of paving blocks and lumber, too. How'd I manage it! Oh, here, my boy, feel of that arm. Thick as your leg and as hard as the flesh of a mule. Oh, you know, I'm the real thing through and through. What's the use of playing at being a man? You see, I keep myself up to the mark right along. Otherwise, might never have stood what I've been through.

"Well, I was going to tell you about the military government. I handed it over to Gen. Scurry. Scurry's all right; old ranger officer, I believe. Then there was McCaleb for his right bower; but, hell, man! where were they on Monday and Tuesday? Up the state, about their business, of course, and by the time they got down to Galveston I had everything in ship shape—streets patrolled, armed guards at every important corner, everybody indoors by 8 o'clock—not a live thief or brigand on the island.

"Of course, we had to plant a few, and some say I am going to be called to account for sending out orders to my boys about that business; but what's the use of fooling with a thing like that? Why, I should have been made a baboon. Let a lot of niggers and dagoes cast discredit on me by robbing the dead and breaking open trunks because it's a horrid thing to take life! No, sir-ee. Guns are made to shoot with and ball and cartridges are the O. K. medication when I'm the M. D. and have my reputation to sustain.

"Say, it was great to see the way the boys cottoned to me as soon as they saw me in uniform. What! Composite of captain and major, you say? Well, yes, perhaps, but—oh, come off. You are not going to give it away? Certainly not. But then it wouldn't make any difference. It's the man and not the uniform that is receiving the everlasting gratitude of Texas.

"Well, sir, that was the sorriest looking company of soldiers that ever tried to mark time. You see, I heard that the militia company was being called out, although what they were to do or who was to take command I'll be hanged if I could find out, and I had a thousand things in mind that they ought to do, and as for the ability to handle men! Well, you ought to have seen me at—but that's another story. Well, as I say, I heard this company was being called out. Now, it always did give me the fidgets to see a man slouching around playing soldier without knowing what to do or how to handle his men. It would drive me to drink, and that would be a long drive for yours truly, and no mistake, so I got into my uniform and when Capt. Dolan lined up his twenty-

eight or thirty boys in front of the hotel I just stepped out and saluted and said:

"Capt. Dolan, I represent the military authority in Galveston and will relieve you of this command. You will report at the armory at 6 o'clock to-night." And Capt. Dolan went down the street with a look of satisfaction on his face that was beautiful to see.

"Well, sir, as I say, that was the sorriest looking military company that I ever took in hand. Everybody was barefooted that morning, except such of us as had our reputations to sustain, and really shoes were mighty scarce around about at that time, but what my boys needed more than shoes was arms, and what we did to the armory doors when we got down there was a surprise. In twenty minutes we marched out with fixed bayonets. Say, how would you like to tackle the government of a city of 28,000 or 30,000 distracted and stupefied people with an average of one militia boy to the thousand population, with thousands of dead bodies scattered through the streets, with vast quantities of valuable property lying exposed, without lights in the streets or houses, without a serviceable telegraph or telephone or fire alarm wire in the city, with only a quarter supply of water in the mains, with the streets choked with the debris of ruined homes, with thousands of tons of fertilizers and groceries and decaying vegetables scattered about, and over and through it all an inch deep of slime and mud left by the receding waters from the gulf?

"Nice, responsible position, wasn't it? Stupendous, overpowering! Oh, no, not on your life! Not for yours truly. We marched around to the city hall and called on the chief of police. From that moment the police department fell into line. I called for volunteers and filled up my company. Then I went about to dispose of the bodies of the dead. I commanded every horse and mule and cart fit for service in the city, I ordered out the police patrol wagons and the fire trucks and hose carts that were on their wheels. I had certain streets opened and cleared of debris down to the docks. A good deal of labor, did you say? Yes, it surely was.

"Oh, I got laborers. Say, did you ever have a bayonet presented at your breast and receive an order from the man with the gun? No? Well, then, you don't know how it is yourself. But what do you think? Would you work or not? Oh, yes, my boys meant business right from the shoulder. They just breathed in the spirit of the thing every time I came near them. But, as I was saying, I put every horse and conveyance and a big force of men at work taking the bodies up out of the streets, and I impressed a tug that came up from Sabine and a railroad barge, and hundreds of bodies were taken out to sea, weighted and sunk.

"A sergeant reported to me that he had arrested a man who had his pockets full of jewelry, and there was evidence that he had mutilated bodies in securing it. I told him to take him to the barge and let his body go to sea with the next load, and that if he ever made another such report to me I would summarily dismiss him from the service. That was the last such fool report that ever came in.

"Monday night there was a lot of shooting done all over the city. Sounded sometimes like a skirmish, but not much of it was intended to hurt anybody, and nobody was hurt unless he belonged to the class of vampires about whose fate it has been said that silence is always the best policy. But I stand on my record. No, sir; there is nothing to be ashamed of, and as it becomes better known I have no fear but the value of my services will be appreciated, ly acknowledged and fittingly commemorated. Stands to reason, doesn't it? Texas is full of decent people, and I know they are not going to allow the fact of my non-residence to cut me off from the full measure of their gratitude."



## 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.

### Incidents in the Everyday Life of the Druggist.

The druggist stood in his place of business surrounded by capsules, hot water bags, perfumes, and fluid extracts. A man came in and said he wanted to look at the directory. Then he asked if "Murphy" was spelled with an "f." He looked at the hair brushes, whistled a few bars of the "Tiger Lily," and went out.

A small boy entered and wanted to trade two empty sarsaparilla bottles for a piece of licorice root. The deal fell through, because the bottles had a name blown in the glass.

A woman came in and said she was waiting for a friend. She had the druggist bring her a glass of plain water. She said she could not drink soda water because the gas got up her nose.

Another woman came in for a stamp. She did not have any change with her, but was going to come in and hand him the two cents sometime, that is, if he was small enough to remember it.

The next who came in was a man with hardly any chin. He wanted a free sample of liver pills and an almanac telling the date of the battle of New Orleans, when the sun rises and sets, and why the chicken crossed the road.

After him there came a man who was in a hurry and wanted to use the 'phone. He was vexed when he learned that Skinner & Skinner did not have any number. He asked the druggist why it was. The druggist said he was sorry and would see to it before the man came in again.

Soon after two little girls came on a run and helped themselves to picture cards. They left the door open, and a boy in overalls stepped in to ask if he could hang a lithograph in the window. The druggist went back into the laboratory and got a large stone pestle. He was just ready to beat the life out of the cash register, when an elderly gentleman came in with a prescription.

The druggist stayed the blow and chirped up quite a bit. "This is where I catch even on the day," he said. It was no mirage. He had to, and he did.

Moral: Don't blame the druggist.—George Ade in Collier's Weekly.

### Danger in Worm Candy.

I had a peculiar accident happen in our city, which might have ended fatally for two children.

A customer came into the store and asked for ten cents' worth of worm candy. My clerk gave him about a dozen 1-grain santonin lozenges. The party that had bought the lozenges went home and laid them on the table. His two children, aged respectively 5 and 7 years, found and ate the lozenges. Between the two they had six grains of santonin. Now, a lethal dose for a child is four grains. Luckily, the parents of

the children discovered the mishap immediately and ran for assistance. A physician was called in, who prescribed emetics in copious quantities. After several hours' hard work both children were out of danger.

Santonin lozenges and so-called worm candies are retailed indiscriminately, without the danger attending their administration being brought to the attention of the purchaser. In my case the purchaser had been warned as to the nature of the remedy, hence his hasty call for help which undoubtedly saved the lives of the children. Moral: Do not sell worm candy or santonin lozenges without warning customers to keep them under lock and key, so as to be out of reach of children, they to receive the proper doses and not "ad libitum."

W. E. Eilbracht.

### What Is the Active Agent of Witch-hazel?

The question what constitutes the active agent in distilled extract of hamamelis has been a puzzling one for some years. Some persons have ascribed its curative properties entirely to the alcohol which it contains, while others think it is to some body in the hamamelis which has not yet been isolated that the medicinal virtues are due. It has been claimed that the extract contains formaldehyde in minute quantities, but this has been contradicted. Furfural has been found in minute quantities, but no body which is not common to plant life or its decomposition has yet been separated. Both formaldehyde and furfural are decomposition products of vegetable matter. The Spatula reports that a French chemist, G. Pullaaci, has thrown a little fresh light on the matter by some experiments which show that when leaves which have been exposed to light are macerated and distilled with water, the first portion of the distillate contains formaldehyde. He demonstrated its presence by several distinctive tests. This body thus appears to be common to all leaf distillates under proper conditions.

### Combining Resinous Extracts in Aqueous Mixtures.

Many druggists are familiar with the combination of potassium bromide, chloral hydrate, extract of cannabis indica, extract of henbane, alcohol and water. Usually there is only a small proportion of alcohol directed, and there is great difficulty to get the resin of the cannabis indica into solution or keep it in solution, or even in such a form that the mixture is a respectable "Shake" mixture. If, however, said Professor Ruddiman before the Tennessee Druggists' Association, the chloral hydrate is dissolved in a very small amount of water, so as to make a nearly saturated solution, this will make an excellent solvent for the extracts, dissolving them to a clear solution. The alcohol should now be added to this, and then the water in which the bromide has been dissolved should be added in portions, agitating well. Generally there is a slight precipitation formed, but it is finely divided and can be easily distributed through the liquid. If the mixture contains as much as two ounces of alcohol to the pint there is practically no precipitation.

### Death From Phenacetine in Repeated Doses.

A medical student in Louisville died recently from taking two or three doses of phenacetine within three or four hours for a cold. The doctor called in to examine him pronounced heart failure the cause of death. This apparently shows again the danger involved in taking successive doses at short intervals of certain coal-tar products like phenacetine and particularly acetanilid.

### The Physician-Druggist.

A Cincinnati physician applied for membership in the Academy of Medicine who was finally advised to withdraw his name for fear of unpleasant discussion and of possible refusal. The sole reason given was that the applicant owned and conducted a drug store. There is a feeling that it is not proper for a physician to conduct a drug store, as it affords too great opportunity for interference with the prescriptions and practice of other physicians. This feeling appears to be particularly strong in Cincinnati. The newspapers were, however, in error when they stated that the Code of Ethics of the American Medical Association contains a clause preventing physicians who conduct drug stores from becoming members of local societies in affiliation with the Association. The point is nowhere raised in the Code of Ethics. While a physician who is also a pharmacist rarely has a large practice, yet his competitors naturally feel that it is unfair of him to expect to fill their prescriptions at the same time that he is practicing medicine in his store. Few, therefore, send prescriptions to such a store. Of course, each society has a right to decide on the qualifications of its members, but in general there seems to be no reason for refusing membership to a physician-pharmacist.

### The Drug Market.

Opium—Has advanced 17½¢ per pound, on account of unfavorable reports from the growing crop.

Morphine—Is as yet unchanged.

Quinine—Is dull and unchanged.

Norwegian Cod Liver Oil—Has declined.

Salicylic Acid—Has been advanced 2¢ per pound.

Glycerine—Is firm at unchanged price.

Menthol—On account of better stocks has declined.

Prickly Ash Berries—Are out of market.

Essential Oils—Anise and cassia have declined. Bergamot is lower. Hemlock has advanced. Lemon and orange have declined. Peppermint is very firm and advancing.

Buchu Leaves—Are in better supply and lower.

African and Jamaica Ginger—Are very firm and advancing.

Linseed Oil—Is higher.

### Infant Foods.

As the season approaches when this class of preparations will be greatly in demand, the careful druggist who wants to please his customer and does not see any advantage in delivering a box of worms, when infant foods are called for, will do well to look over his stock, examine it carefully, and return all of it to the manufacturer that is the least "off color," getting in exchange a fresh supply for the summer trade.

Manufacturers of these foods, which are yet in an experimental state, have been for years testing various methods to preserve them, and every season some house changes its plan and calls in all the old goods.

There is no article that needs so much care and discretion in purchasing as infant food, as if there is anything wrong about it, the retailer gets the credit for selling old and decayed goods and this is sure to seriously affect his business. It is a wise plan adopted by many conservative houses to buy in the spring the minimum amount of the best sellers that will carry them through the season, with the understanding that all unsold can be returned.

### Gasoline Ignited by Friction.

A distressing and at the same time remarkable accident occurred recently, in which a woman was seriously burned about the face, hands and arms by a gasoline explosion. The remarkable part of the affair is that the gasoline was not ignited by fire and is believed

to have exploded by electricity produced by friction. She went to the bathroom to clean a child's dress. A gallon of gasoline was poured into a porcelain-lined wash basin. She was rubbing the dress vigorously when suddenly there was an explosion and her hair was set on fire.

It could not have ignited, as there was no fire in the room, and the house was heated by a furnace. The woman says she did not strike a match and that she was particularly careful when using gasoline. Still the fact remains that an explosion took place and the doctor who was called in explains it by saying that it was caused by friction.

### A New Sterilizer.

Chirol is a trade name for a solution of resins in fatty oils, ether and alcohol, used as a sterilizer of the hands in surgical operations. The surgeon and attendants dip their hands in a beaker of chirol for a few moments, opening and closing them so as to insure the contact of every portion of the skin with the liquid. On withdrawal, the solvents evaporate immediately, leaving the hands protected by an impervious elastic coating. After the operation the chirol is removed at once by dipping the hands in alcohol.

## Talk No. 4

### Atrophic or Dry Catarrh

This is the most annoying and persistent form and its worst feature is its terrible odor. The secretions form large crust which oftentimes completely block the nostrils. The membranes ulcerate, sometimes eating holes in the nose. This form is principally produced by acquired or inherited blood troubles. It was for a long time regarded as incurable, but is not so now. Sufferers can now be restored to society and enjoy life instead of being shunned by their friends. We will speak of Catarrhal Deafness next time.

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<b>Acidum</b>			<b>Conium Mac.</b>			<b>Sellae Co.</b>		
Aceticum	60¢	8	Copalba	1 15¢	60	Tolutan	50	50
Benzoleum, German	70¢	75	Cubebae	1 40¢	1 25	Prunus virg.	50	50
Boric	17		Exechthitis	1 00¢	1 10	<b>Tinctures</b>		
Carbolicum	30¢	42	Erigeron	1 10¢	20	Aconitum Napellis R	60	60
Citricum	49¢	51	Gaultheria	1 85¢	1 90	Aconitum Napellis F	50	50
Nitrochlor.	30¢	5	Geranium, ounce	1 85¢	75	Aloes and Myrrh	60	60
Nitrosum	80¢	10	Gossypil, Sem. gal.	50¢	60	Arnica	60	60
Oxalicum	12¢	14	Hedeoma	1 40¢	1 50	Assafoetida	60	60
Phosphoricum, dil.	15¢	15	Juniper	1 50¢	2 00	Atropine Belladonna	60	60
Salicylicum	52¢	55	Lavendula	90¢	2 00	Aurant Cortex	60	60
Sulphuric	1 1/2¢	5	Limonis	1 40¢	1 50	Benzoin Co.	50	50
Tannic	1 10¢	1 20	Mentha Piper	1 40¢	2 00	Benzoin Co.	50	50
Tartaric	38¢	40	Mentha Verid	1 50¢	1 60	Barosma	50	50
<b>Ammonia</b>			Morhu, gal	1 10¢	1 20	Cantharides	75	75
Aqua, 16 deg.	4¢	6	Myrica	4 00¢	4 50	Capsicum	75	75
Aqua, 20 deg.	6¢	8	Olive	75¢	3 00	Cardamon	75	75
Carbonas	13¢	15	Pleis Liquid, gal.	10¢	12	Cardamon Co.	75	75
Chloridum	12¢	14	Ricina	1 00¢	1 08	Catechu	50	50
<b>Aniline</b>			Rosmarini	1 00¢	1 00	Cinchona	60	60
Black	2 00¢	2 25	Rose, ounce	6 00¢	6 50	Cinchona Co.	60	60
Brown	80¢	1 00	Succin	40¢	45	Columba	50	50
Red	45¢	50	Sabina	90¢	1 00	Cubebae	50	50
Yellow	2 50¢	3 00	Santal	2 75¢	7 00	Cassia Acutifol.	50	50
<b>Bacca</b>			Sassafras	48¢	53	Cassia Acutifol Co.	50	50
Cubebae, po. 25	22¢	24	Sinapis, ess., ounce	1 50¢	1 65	Digitalis	50	50
Juniperus	6¢	8	Tigil	40¢	50	Ergot	50	50
Xanthoxylum	1 25¢	1 30	Thyme	40¢	50	Ferri Chloridum	50	50
<b>Balsamum</b>			Thyme, opt.	1 60	1 60	Gentian	50	50
Copalba	55¢	60	Theobromas	15¢	20	Gentian Co.	50	50
Peru	1 85		<b>Potassium</b>			Gulaca	50	50
Terabin, Canada	55¢	60	Bi-Carb.	15¢	18	Gulaca ammon.	60	60
Tolutan	45¢	50	Bichromate	13¢	15	Hyoscyamus	75	75
<b>Cortex</b>			Bromide	52¢	57	Iodine	75	75
Abies, Canadian	18		Carb	12¢	15	Iodine, colorless	75	75
Cassia	12		Chlorate, po. 17@19	16¢	18	Kino	50	50
Cinchona	18		Cyanide	34¢	38	Myrrh	50	50
Cinchona Flava	18		Iodide	2 60¢	2 65	Nux Vomica	50	50
Euonymus atropurp.	30		Potassa, Bitart. pure	28¢	30	Opil.	75	75
Myrica Cerifera, po.	20		Potassa, Bitart. com.	7¢	10	Opil, comphorated	50	50
Prunus Virgin.	12		Potass Nitras, opt.	6¢	8	Opil, deodorized	50	50
Quillaja, gr'd	12		Potass Nitras	23¢	26	Quassia	50	50
Sassafras, po. 20	15		Sulphate po.	15¢	18	Rhatany	50	50
Ulmus, po. 15, gr'd	15		<b>Radix</b>			Rhel	50	50
<b>Extractum</b>			Aconitum	20¢	25	Sanguinaria	50	50
Glycyrrhiza Glabra	24¢	25	Aitha	30¢	33	Serpentaria	50	50
Glycyrrhiza, po.	28¢	30	Anchusa	10¢	12	Stromonium	60	60
Hamatox, 15 lb. box	11¢	12	Arum po.	20¢	25	Tolutan	50	50
Hamatox, 15	13¢	14	Calamus	20¢	40	Valerian	50	50
Hamatox, 1/4s.	14¢	15	Gentiana, po. 15	12¢	15	Veratrum Veride	50	50
Hamatox, 1/4s.	16¢	17	Glycyrrhiza, pv. 15	16¢	18	Zingiber	20	20
<b>Ferru</b>			Hydrastis Canaden.	75¢	80	<b>Miscellaneous</b>		
Carbonate Precip.	15		Hydrastis Can., po.	12¢	15	Aether, Spts. Nit. 7 F	30¢	35
Citrate and Quinla	2 25		Hellebore, Alba, po.	15¢	20	Aether, Spts. Nit. 4 F	34¢	38
Citrate Soluble	75		Inula, po.	15¢	20	Alumen	2 1/2¢	3
Ferrocyanidum Sol.	40		Ipecac, po.	3 60¢	3 75	Alumen, gro'd, po. 7	3¢	4
Solut. Chloride	15		Iris plox, po. 35@38	35¢	40	Annatto	40¢	50
Sulphate, com'l.	2		Jalapra, pr	25¢	30	Antimoni, po.	40¢	5
Sulphate, com'l, by	80		Maranta, 1/4s.	22¢	25	Antimoni et Potass T	40¢	50
Sulphate, pure	7		Podophyllum, po.	75¢	1 00	Antipyrin	20¢	25
<b>Flora</b>			Rhel, cut	75¢	1 35	Antifebrin	20¢	25
Arnica	15¢	18	Rhel, pv	35¢	38	Argenti Nitras, oz.	10¢	12
Anthemis	22¢	25	Spigella	35¢	38	Balm Gilead Buds	38¢	40
Matricaria	30¢	35	Sanguinaria, po. 15	40¢	45	Bismuth S. N.	1 90¢	2 00
<b>Folia</b>			Serpentaria	40¢	45	Calcium Chlor., 1s.	10¢	12
Barosma	38¢	40	Senega	60¢	65	Calcium Chlor., 1/4s.	10¢	12
Cassia Acutifol, Tin-	20¢	25	Smilax, officinalis H.	10¢	12	Calcium Chlor., 1/4s.	10¢	12
nevelly	25¢	30	Smilax, M.	10¢	12	Cantharides, Rus. po	10¢	15
Cassia, Acutifol, Alx.	25¢	30	Sellae	10¢	12	Capsici Fructus, af.	15¢	15
Salvia officinalis, 1/4s	12¢	20	Symplocarpus, Foeti-	25¢	30	Capsici Fructus, po.	15¢	15
and 1/4s	8¢	10	dus, po.	25¢	30	Capsici Fructus, 15, po	12¢	14
Uva Ursi	8¢	10	Valeriana, Eng. po. 30	15¢	20	Caryophyllus, po. 15	3 00	3 00
<b>Gummi</b>			Zingiber a.	14¢	16	Carmine, No. 40	50¢	55
Acacia, 1st picked	65		Zingiber j.	25¢	27	Cera Alba	40¢	42
Acacia, 2d picked	45		<b>Semen</b>			Cocculus	40¢	40
Acacia, 3d picked	28		Anisum, po. 15	13¢	15	Cassia Fructus	10¢	10
Acacia, sifted sorts	45¢	65	Apium (grapeleons)	4¢	6	Centraria	10¢	10
Acacia, po.	12¢	14	Bird, 1s.	12¢	13	Cetaceum	55¢	60
Aloe, Barb. po. 18@20	12¢	14	Carul.	12¢	13	Chloroform	55¢	60
Aloe, Cape, po. 15	12¢	14	Cardamon	1 25¢	1 75	Chloroform, squibbs	1 10	1 10
Aloe, Socotri. po. 40	12¢	14	Corlandrum	8¢	10	Chloral Hyd Crst.	1 40¢	1 65
Ammoniac	55¢	60	Cannabis Sativa	4 1/4¢	5	Chondrus	20¢	25
Assafoetida, po. 45	50¢	55	Cydonium	75¢	1 00	Cinchonidine, P. & W	38¢	48
Benzoinum	50¢	55	Chenopodium	10¢	12	Cinchonidine, Germ.	38¢	48
Catechu, 1s	13¢	14	Dipterix Odorata	1 00¢	1 10	Cocaine	5 55¢	5 75
Catechu, 1/4s.	16¢	17	Foeniculum	7¢	9	Corks, list, dis. pr. ct.	70	70
Catechu, 1/4s.	16¢	17	Foeniculum, po.	7¢	9	Creosotum	20¢	25
Camphore	69¢	73	Lini, gr'd	4¢	5	Creta, prep.	9¢	11
Euphorbium, po. 35	65¢	70	Lini, gr'd bbl. 4	4¢	5	Creta, prep.	9¢	11
Galbanum	1 00		Lobelia	4 1/4¢	5	Creta, Rubra	25¢	30
Gamboge	65¢	70	Pharlaris Canarian.	4 1/4¢	5	Crocus	25¢	30
Gualacum, po. 25	65¢	70	Rapa	9¢	10	Cudbear	6 1/4¢	8
Kino, po. 30.75	65¢	70	Sinapis Alba	11¢	12	Cupri Sulph.	70¢	80
Mastic	60¢	65	Sinapis Nigra	11¢	12	Dextrine	75¢	80
Myrrh, po. 45	60¢	65	<b>Spiritus</b>			Ether Sulph.	75¢	80
Opil, po. 5.00@5.20	3 65¢	3 70	Frument, W. D. Co.	2 00¢	2 50	Emery, all numbes.	75¢	80
Shellac	25¢	35	Frument, D. F. R.	2 00¢	2 25	Emery, po.	85¢	90
Shellac, bleached	40¢	45	Frument	1 25¢	1 50	Flake White	12¢	15
Tragacanth	60¢	65	Juniper Co. O. T.	1 65¢	2 00	Galla	23¢	23
<b>Herba</b>			Juniperis Co.	1 75¢	3 50	Gambler	8¢	9
Absinthium, oz. pkg	25		Saacharum N. E.	1 90¢	2 10	Gelatin, Cooper	60¢	60
Eupatorium, oz. pkg	25		Spt. Vini Galli	1 75¢	6 50	Gelatin, French	35¢	60
Lobelia, oz. pkg	25		Vini Oporto	1 25¢	2 00	Glassware, flint, box	75 & 5	70
Majorum, oz. pkg	28		Vini Alba	1 25¢	2 00	Glue, brown	11¢	13
Mentha Pip. oz. pkg	23		<b>Sponges</b>			Glue, white	15¢	25
Mentha Vir. oz. pkg	23		Florida sheeps' wool	2 50¢	2 75	Grana Paradisi	17 1/4¢	25
Rue, oz. pkg	39		Nassau sheeps' wool	2 50¢	2 75	Humulus	25¢	25
Tanacetum V oz. pkg	22		carriage	2 50¢	2 75	Hydrarg Chlor Mite	1 00	1 00
Thymus, V oz. pkg	25		carriage	2 50¢	2 75	Hydrarg Chlor Cor.	1 00	1 00
<b>Magnesia</b>			Velvet extra sheeps' wool, carriage	1 50		Hydrarg Ox Rub'm	1 10	1 10
Calched, Pat.	55¢	60	Extra yellow sheeps' wool, carriage	1 25		Hydrarg Ammonlati	50¢	60
Carbonate, Pat.	18¢	20	wool, carriage	1 25		Hydrargyrum	65¢	70
Carbonate, K. & M.	18¢	20	wool, carriage	1 25		Ichthyobolla, Am.	75¢	1 00
Carbonate, Jennings	18¢	20	wool, carriage	1 25		Indigo	75¢	1 00
<b>Oleum</b>			Hard, for slate use	1 00		Iodine, Resubi.	3 40¢	3 60
Absinthium	6 50¢	7 00	Yellow Reef, for slate use	1 40		Iodoform	3 85¢	4 00
Amygdale, Dulc.	38¢	65	<b>Syrups</b>			Lupulin	50	50
Amygdale, Amara	8 00¢	8 25	Acacia	50		Lycopodium	80¢	85
Anisi	1 85¢	2 00	Aurant Cortex	50		Maels	65¢	75
Aurant Cortex	2 20¢	2 25	Zingiber	50		Liquor Arsen et Hy-	25	25
Bergamit	2 70¢	2 90	Ipecac	50		drarg Iod.	10¢	12
Cajuputi	80¢	85	Ferri Iod.	50		Liquor Potass Arsenit	10¢	12
Caryophylli	75¢	80	Rhel Arom	50¢	60	Magnesia, Sulph.	20	20
Cedar	65¢	70	Smilax Officinalis	50¢	60	Magnesia, Sulph. bbl	1 1/4	1 1/4
Chenopadi	2 75		Senega	50		Manna, S. F.	60¢	60
Cinnamoni	1 30¢	1 40	Scilla	50				
Citronella	35¢	40						

## Whiskey

The Whiskey Trust has advanced the price of all Kentucky Bourbon and Pennsylvania Rye whiskey controlled by them. We call attention to two brands which we offer at old prices.

## Druggists' Old Bourbon

## Druggists' Favorite Rye

Three years old, 101 proof, guaranteed pure and unadulterated.

## Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.



## GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Refined Sugar		Package Coffee	
Chewing Gum		Cheese	

Index to Markets		1		2	
By Columns		ALABASTINE		BUTTER COLOR	
A		White in drums..... 9		W. R. & Co.'s, 15c size..... 1 25	
Akron Stoneware..... 15		Colors in drums..... 10		W. R. & Co.'s, 25c size..... 2 00	
Alabastine..... 1		White in packages..... 10		CANDLES	
Ammonia..... 1		Colors in packages..... 11		Electric Light, 88..... 12	
Axle Grease..... 1		Less 46 per cent discount.		Electric Light, 168..... 12 1/2	
B		AMMONIA		Paraffine, 68..... 10 1/2	
Baking Powder..... 1		Per Doz.		Paraffine, 128..... 11	
Bath Brick..... 1		Arctic 12 oz. ovals..... 75		Wickling..... 20	
Bluing..... 1		Arctic pints, round..... 1 10		CANNED GOODS	
Brooms..... 1		AXLE GREASE		Apples	
Brushes..... 1		Aurore..... 55 6 00		3 lb. Standards..... 70	
Butter Color..... 2		Castor Oil..... 60 7 00		Gallons, standards..... 2 00	
C		Diamond..... 50 4 25		Blackberries	
Candles..... 14		Frazer's..... 75 9 00		Standards..... 75	
Canned Goods..... 2		IXL Golden, tin boxes 75 9 00		Beans	
Carbon Oils..... 3		Mica, tin boxes..... 75 9 00		Baked..... 1 00 31 80	
Cheese..... 3		Paragon..... 55 6 00		Red Kidney..... 75 35	
Chewing Gum..... 3		BAKING POWDER		String..... 80	
Chicory..... 3		Acme		Wax..... 85	
Chocolate..... 3		1/4 lb. cans 3 doz..... 45		Blueberries	
Clothes Lines..... 3		1/4 lb. cans 3 doz..... 75		Standard..... 85	
Cocoa..... 3		1 lb. cans 1 doz..... 1 10		Brook Trout	
Cocoa Shells..... 3		Bulk..... 10		Clams	
Coffee..... 3		Arctic		Little Neck, 1 lb..... 1 00	
Condensed Milk..... 4		6 oz. Eng. Tumblers..... 85		Little Neck, 2 lb..... 1 50	
Coupon Books..... 4		Egg		Burnham's, 1/2 pint..... 1 92	
Crackers..... 4		JAXON		Burnham's, pints..... 3 60	
Cream Tartar..... 5		1 lb. cans, 4 doz. case..... 3 75		Burnham's, quarts..... 7 20	
D		1/2 lb. cans, 2 doz. case..... 3 75		Cherries	
Dried Fruits..... 5		1 lb. cans, 1 doz. case..... 3 75		Red Standards..... 85	
Farinaceous Goods..... 5		5 lb. cans, 1/2 doz. case..... 8 00		White	
Fish and Oysters..... 13		BATH BRICK		Corn	
Flavoring Extracts..... 5		American..... 70		Fair	
Fly Paper..... 6		English..... 80		Good	
Fresh Meats..... 6		BLUING		Fancy	
Fruits..... 14		CONDENSED PEARL		French Peas	
G		BLUING		Extra Fine..... 22	
Grains and Flour..... 6		Small 3 doz..... 40		Fine..... 19	
H		Large, 2 doz..... 75		Moyen..... 11	
Herbs and Pelts..... 13		Arctic, 8 oz. per gross..... 4 00		Standard	
Hides and Pelts..... 16		Arctic, 8 oz. per gross..... 4 00		Hominy	
Indigo..... 6		Arctic, pints, per gross..... 9 00		Standard..... 85	
J		BROOMS		Lobster	
Jelly..... 6		No. 1 Carpet..... 2 50		Star, 1/4 lb..... 1 85	
L		No. 2 Carpet..... 2 15		Star, 1 lb..... 3 40	
Lamp Burners..... 15		No. 3 Carpet..... 1 85		Picnic Tails..... 2 35	
Lamp Chimneys..... 15		No. 4 Carpet..... 1 60		Mackerel	
Lantern Globes..... 15		Parlor Gem..... 2 40		Mustard, 2 lb..... 1 75	
Licorice..... 7		Common Whisk..... 85		Mousted, 2 lb..... 2 80	
Lye..... 7		Fancy Whisk..... 1 10		Soused, 2 lb..... 2 80	
M		Warehouse..... 3 25		Tomato, 1 lb..... 1 75	
Matches..... 7		BRUSHES		Tomato, 2 lb..... 2 80	
Meat Extracts..... 7		Scrub		Mushrooms	
Molasses..... 7		Solid Back, 8 in..... 45		Standard..... 18 20	
Mustard..... 7		Solid Back, 11 in..... 95		Buttons..... 22 25	
N		Pointed Ends..... 85		Oysters	
Nuts..... 14		Shoe		Cove, 1 lb..... 85	
O		No. 8..... 1 00		Cove, 2 lb..... 1 55	
Oil Cans..... 15		No. 7..... 1 30		Cove, 1 lb Oval..... 95	
Olives..... 7		No. 4..... 1 70		Peaches	
Oyster Pails..... 7		No. 3..... 1 90		Pie	
P		No. 2..... 1 50		Yellow..... 1 65 1 85	
Paper Bags..... 7		No. 1..... 1 25		Pears	
Paris Green..... 7		No. 4..... 1 70		Standard..... 70	
Pickles..... 7		No. 3..... 1 90		Fancy..... 80	
Pipes..... 7		No. 2..... 1 50		Peas	
Potash..... 7		No. 1..... 1 25		Marrowfat..... 1 00	
Provisions..... 7		No. 4..... 1 70		Early June..... 1 00	
R		No. 3..... 1 90		Early June Sifted..... 1 60	
Rice..... 8		No. 2..... 1 50		Pineapple	
S		No. 1..... 1 25		Grated..... 1 25 22 75	
Saleratus..... 8		No. 4..... 1 70		Sliced..... 1 35 22 55	
Salt Soda..... 8		No. 3..... 1 90		Pumpkin	
Salt Fish..... 8		No. 2..... 1 50		Fair..... 70	
Sauerkraut..... 9		No. 1..... 1 25		Good..... 75	
Seeds..... 9		No. 4..... 1 70		Fancy..... 85	
Shoe Blacking..... 9		No. 3..... 1 90		Raspberries	
Snuff..... 9		No. 2..... 1 50		Standard..... 90	
Soap..... 9		No. 1..... 1 25		Russian Cavier	
Soda..... 9		No. 4..... 1 70		1/4 lb. cans..... 3 75	
Spices..... 9		No. 3..... 1 90		1/2 lb. cans..... 7 00	
Starch..... 10		No. 2..... 1 50		1 lb. cans..... 12 00	
Stove Polish..... 10		No. 1..... 1 25		Salmon	
Sugar..... 9		No. 4..... 1 70		Columbia River, talls..... 61 85	
Syrups..... 9		No. 3..... 1 90		Columbia River, flats..... 61 95	
T		No. 2..... 1 50		Red Alaska..... 1 20 1 40	
Table Sauce..... 12		No. 1..... 1 25		Pink Alaska..... 1 00 1 10	
Tea..... 12		No. 4..... 1 70		Shrimps	
Tobacco..... 12		No. 3..... 1 90		Standard..... 1 50	
Twine..... 12		No. 2..... 1 50		Sardines	
V		No. 1..... 1 25		Domestic, 1/4 s..... 5	
Vinegar..... 12		No. 4..... 1 70		Domestic, 1/2 s..... 8	
W		No. 3..... 1 90		Domestic, Mustard..... 7	
Washing Powder..... 12		No. 2..... 1 50		California, 1/4 s..... 11 24	
Wickling..... 13		No. 1..... 1 25		California, 1/2 s..... 17 24	
Woodenware..... 13		No. 4..... 1 70		French, 1/4 s..... 18 28	
Wrapping Paper..... 13		No. 3..... 1 90		Strawberries	
Y		No. 2..... 1 50		Standard..... 85	
Yeast Cake..... 13		No. 1..... 1 25		Fair..... 1 25	
				Fancy..... 1 20	
				Good..... 1 00	
				Fancy..... 1 20	
				Fair..... 90	
				Good..... 1 00	
				Fancy..... 1 20	
				Fair..... 85	
				Good..... 90	
				Fancy..... 1 00	
				Gallons..... 2 40	





6



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

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

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



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

Carcass. 6 @ 8  
Forequarters. 5 1/2 @ 6  
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  
Boston Butts. @ 8 1/2  
Shoulders. @ 8 1/2  
Leaf Lard. @ 8

Mutton  
Carcass. 8 1/2 @ 9  
Spring Lambs. 9 @ 10

Veal  
Carcass. 8 @ 9

GRAINS AND FLOUR  
Wheat

Wheat 72

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 1/16s. 4 30  
Pillsbury's Best 1/32s. 4 30

Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2s. 4 40  
Duluth Imperial 1/4s. 4 30  
Duluth Imperial 1/8s. 4 20  
Lemon & Wheeler Co.'s Brand

Wingold 1/2s. 4 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 1/16s. 4 20  
Laurel 1/32s. 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. 45

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. 25  
Sicily. 14  
Root. 10

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

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

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

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

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

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

OSTER 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  
Satchel  
Bottom  
Square

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

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

PARIS GREEN  
Bulk. 14  
Packages, 1/2 lb. each. 18  
Packages, 1/4 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 50

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. 4 00  
Penna Salt Co.'s. 3 00

PROVISIONS  
Barreled Pork  
Mess. @ 16 50  
Back. @ 15 50  
Clear back. @ 17 00  
Short cut. @ 17 00  
Fig. @ 19 00  
Bean. @ 12 25  
Family Mess. @ 14 50  
Rump Butts Beef. @ 11 50

Dry Salt Meats  
Bellies. 9 4  
Briskets. 9 4  
Extra shorts. 8 1/2

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

Lards-In Tierces  
Compound. 6 1/2  
Kettle. 9  
Vegetole. 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  
1/2 bbls., 40 lbs. 1 50  
1/2 bbls., 80 lbs. 3 50

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

Casings  
Pork. 21  
Beef round, small. 18  
Beef middles. 10  
Sheep. 60

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

Canned Meats  
Corned beef, 1 lb. 2 75  
Roast beef, 2 lb. 17 50  
Potted ham, 1/4s. 2 75  
Potted ham, 1/2s. 50  
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 @ 5  
Table. @

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

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

SALT  
Buckeye  
100 3 lb. bags. 3 00  
50 6 lb. bags. 3 00  
22 14 lb. bags. 2 75  
In 5 bbl. lots 5 per cent. discount and one case 24 3 lb. boxes free.

Diamond Crystal  
Table, cases, 24 3 lb. boxes. 1 40  
Table, barrels, 100 3 lb. bags. 3 00  
Table, barrels, 40 7 lb. bags. 2 75  
Butter, barrels, 250 lb. bulk. 2 67  
Butter, barrels, 20 14 lb. bags. 2 35  
Butter, sacks, 28 lbs. 27  
Butter, sacks, 56 lbs. 27

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

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

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

Solar Rock  
56 lb. sacks. 30

Common  
Granulated Fine. 95  
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, bbl. 6 00  
Holland white hoop, keg. 82  
Holland white hoop mechs. 87  
Norwegian  
Round 100 lbs. 3 00  
Round 40 lbs. 1 50  
Scalped. 19  
Bloaters. 1 60

Mackerel  
Mess 100 lbs. 12 25  
Mess 40 lbs. 5 70  
Mess 10 lbs. 1 38  
Mess 8 lbs. 1 13  
No. 1 100 lbs. 10 50  
No. 1 40 lbs. 4 50  
No. 1 10 lbs. 1 20  
No. 1 8 lbs. 1 00  
No. 2 100 lbs. 8 25  
No. 2 40 lbs. 3 60  
No. 2 10 lbs. 98  
No. 2 8 lbs. 81

9

Whitefish

No. 1 No. 2 Fam  
100 lbs. 7 00 3 00  
40 lbs. 3 10 1 50  
10 lbs. 85 45  
8 lbs. 71 39

SEEDS

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

SHOE BLACKING

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

SNUFF

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

SOAP

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

GRAND PAS

WONDER SOAP

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

JAXON

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

Johnson Soap Co. brands—  
Silver King. 3 60  
Calumet Family. 2 70  
Scotch Family. 2 50  
Cuba. 2 40  
50 cakes. 1 95  
Ricker's Magnetic. 3 90

Lautz Bros. brands—  
Big Acme. 4 00  
Acme Se. 3 25  
Marshall's. 4 00  
Master. 3 70  
Proctor & Gamble brands—  
Lenox. 3 00  
Ivory, 6 oz. 4 00  
Ivory, 10 oz. 6 75  
Schultz & Co. brand—  
Star. 3 00  
A. B. Wrisley brands—  
Good Cheer. 3 80  
Old Country. 3 20

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

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

SPICES  
Whole Spices  
Allspice. 12  
Cassia, China in mats. 28  
Cassia, Batavia, in bund. 38  
Cassia, Saigon, broken. 38  
Cassia, Saigon, in rolls. 55  
Cloves, Amboyana. 17  
Cloves, Zanzibar. 14  
Cloves, Ceylon. 14  
Mace. 55  
Nutmegs, 75-80. 50  
Nutmegs, 105-10. 40  
Nutmegs, 115-20. 35  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, shot. 20  
Pure Ground in Bulk  
Allspice. 16  
Cassia, Batavia. 28  
Cassia, Saigon. 48  
Cloves, Zanzibar. 17  
Ginger, African. 15  
Ginger, Ceylon. 13  
Ginger, Jamaica. 25  
Mace. 65  
Mustard. 18  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, Cayenne. 20  
Sage. 20

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

10

Pure Cane

Fair. 16  
Good. 20  
Choice. 25

STARCH

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

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

Common Gloss

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

11

No. 8. 4 70

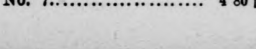
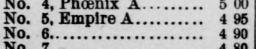
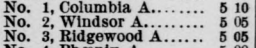
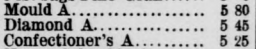
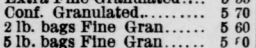
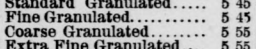
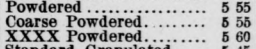
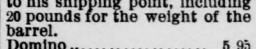
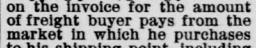
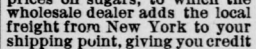
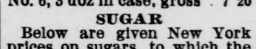
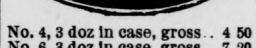
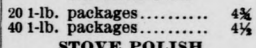
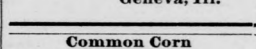
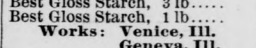
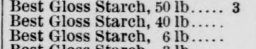
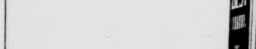
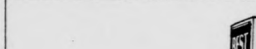
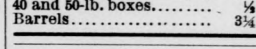
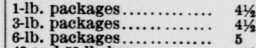
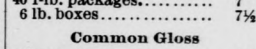
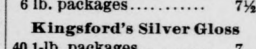
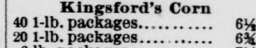
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No. 11. 4 55  
No. 12. 4 50  
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No. 16. 4 45

TEA

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

Gunpowder

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





## 12

Rube Bros. Co.	25¢ 70 00
Hilson Co.	35¢ 110 00
T. J. Dunn & Co.	35¢ 70 00
McCoy & Co.	35¢ 70 00
The Collins Cigar Co.	10¢ 35 00
Brown Bros.	15¢ 70 00
Bernard Stahl Co.	35¢ 90 00
Banner Cigar Co.	10¢ 35 00
Seidenberg & Co.	55¢ 125 30
Fulton Cigar Co.	10¢ 35 00
A. B. Ballard & Co.	35¢ 175 00
E. M. Schwarz & Co.	35¢ 110 00
San Telmo.	35¢ 70 00
Havana Cigar Co.	18¢ 35 00
C. Costello & Co.	35¢ 70 00
LaGora-Fee Co.	35¢ 70 00
S. I. Davis & Co.	35¢ 185 00
Hene & Co.	35¢ 90 00
Benedict & Co.	75¢ 70 00
Hemmett Cigar Co.	35¢ 70 00
G. J. Johnson Cigar Co.	35¢ 70 00
Maurice Sanborn	50¢ 175 00
Boek & Co.	65¢ 390 00
Manuel Garcia	80¢ 275 00
Neuva Mundo	85¢ 175 00
Henry Clay	85¢ 550 00
La Carolina	96¢ 200 00
Standard T. & C. Co.	35¢ 70 00
H. Van Tongeren's Brand.	
Star Green	35 00

## Fine Cut

Uncle Daniel	58
Ojibwa	38
Forest Giant	38
Sweet Spray	35
Calliac	37
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
Creme 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	34
Standard Navy	38
Spear Head, 16 oz.	43
Spear Head, 8 oz.	45
Nobby Twist	49
Jolly Tar	39
Old Honesty	45
Toddy	34
J. T.	38
Piper Heidsieck	64
Boot Jack	81
Jelly Cake	36
Plumb Bob	32

## Smoking

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

## TABLE SAUCES

## LEA &amp; PERRINS' SAUCE

The Original and Genuine Worcestershire.

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

## TWINE

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

## VINEGAR

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

## WASHING POWDER

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

## 13

## Pearline

## Scourine

## WICKING

## No. 0, per gross

## No. 1, per gross

## No. 2, per gross

## No. 3, per gross

## WOODENWARE

## Baskets

## Bushels

## Market

## Splint, large

## Splint, medium

## Splint, small

## Willow Clothes, large

## Willow Clothes, medium

## Willow Clothes, small

## Butter Plates

## No. 1 Oval, 250 in crate

## No. 2 Oval, 250 in crate

## No. 3 Oval, 250 in crate

## No. 5 Oval, 250 in crate

## Egg Crates

## Humpty Dumpty

## No. 1, complete

## No. 2, complete

## Clothes Pins

## Round head, 5 gross box

## Round head, cartons

## Mop Sticks

## Eclipse patent spring

## No. 1 common

## No. 2 patent brush holder

## 12 D. cotton mop heads

## Pails

## 2-hoop Standard

## 3-hoop Standard

## 2-wire, Cable

## 3-wire, Cable

## Cedar, all red, brass bound

## Paper, Eureka

## Fibre

## Toothpicks

## Hardwood

## Softwood

## Banquet

## Ideal

## Tubs

## 20-inch, Standard, No. 1

## 18-inch, Standard, No. 2

## 16-inch, Standard, No. 3

## 20-inch, Cable, No. 1

## 18-inch, Cable, No. 2

## 16-inch, Cable, No. 3

## No. 1 Fibre

## No. 2 Fibre

## No. 3 Fibre

## Wash Boards

## Bronze Globe

## Dewey

## Double Acme

## Single Acme

## Double Peerless

## Single Peerless

## Northern Queen

## Double Duplex

## Good Luck

## Universal

## Wood Bowls

## 11 in. Butter

## 13 in. Butter

## 15 in. Butter

## 17 in. Butter

## 19 in. Butter

## Assorted 13-15-17

## Assorted 15-17-19

## WRAPPING PAPER

## Common Straw

## Fiber Manila, white

## Fiber Manila, colored

## No. 1 Manila

## Cream Manila

## Butcher's Manila

## Wax Butter, short count

## Wax Butter, full count

## Wax Butter, rolls

## YEAST CAKE

## Magic, 3 doz.

## Sunlight, 3 doz.

## Sunlight, 1 1/2 doz.

## Yeast Cream, 3 doz.

## Yeast Foam, 3 doz.

## Yeast Foam, 1 1/2 doz.

## FRESH FISH

## Per lb.

## White fish

## Trout

## Black Bass

## Halibut

## Clupea or Herring

## Bluefish

## Live Lobster

## Boiled Lobster

## Cod

## Haddock

## No. 1 Pickerel

## Pike

## Perch

## Smoked White

## Red Snapper

## Col River Salmon

## Macerel

## HIDES AND PELTS

## The Cappon &amp; Bertsch Leather Co., 100 Canal Street, quotes as follows:

## Hides

## Green No. 1

## Green No. 2

## Cured No. 1

## Cured No. 2

## Calfskins, green No. 1

## Calfskins, green No. 2

## Calfskins, cured No. 1

## Calfskins, cured No. 2

## Pelts

## Pelts, each

## Lamb

## Tallow

## No. 1

## No. 2

## Washed, fine

## Washed, medium

## Unwashed, fine

## Unwashed, medium

## 14

## CANDIES

## Stick Candy

## bbls. palls

## Standard

## Standard H. H.

## Standard Twist

## Cut Leaf

## Jumbo, 32 lb.

## Extra H. H.

## Boston Cream

## Beet Root

## Mixed Candy

## Groceries

## Competition

## Special

## Conserve

## Royal

## Ribbon

## Broken

## Cat Leaf

## English Rock

## Kindergarten

## Bon Ton Cream

## French Cream

## Dandy Pan

## Hand Made Cream

## Crystal Cream mix.

## Fancy-In Bulk

## San Blas Goodies

## Lozenges, plain

## Lozenges, printed

## Eclipse Drops

## Eclipse Chocoballs

## Choc. Monumentals

## Victoria Chocolate

## Gum Drops

## Moss Drops

## Lemon Sours

## Imperial

## Ital. Cream Opera

## Ital. Cream Bonbons

## 20 lb. palls

## Molasses Chews, 15 lb. palls

## Pine Apple Ice

## Maroons

## Golden Waffles

## Fancy-In 5 lb. Boxes

## Lemon Sours

## Peppermint Drops

## Chocolate Drops

## H. M. Choc. Drops

## H. M. Choc. Lk. and

## Gum Drops

## Licorice Drops

## Lozenges, plain

## Lozenges, printed

## Imperial

## Molasses

## Cream Bar

## Molasses Bar

## Hand Made Creams

## Cream Buttons, Pep.

## and Wint.

## String Rock

## Wintergreen Berries

## Caramels

## No. 1 wrapped, 3 lb. boxes

## Penny Goods

## FRUITS

## Oranges

## Florida Russett

## Florida Bright

## Fancy Navel

## Extra Choice

## Late Valencia

## Seedlings

## Med. Sweets

## Jamaicas

## Rodi

## Lemons

## Messina, 300s

## Messina, 360s

## California 300s

## California 360s

## Bananas

## Medium bunches

## Large bunches

## Foreign Dried Fruits

## Figs

## California, Fancy

## Cal. pkg. 10 lb. boxes

## Extra Choice, 10 lb. boxes

## Fancy, 12 lb. boxes

## Pulled, 5 lb. boxes

## Naturals, in bags

## Dates

## Fards in 10 lb. boxes

## Fards in 60 lb. cases

## Hallowi.

## lb. cases, new

## Sairs, 60 lb. cases

## NUTS

## Almonds, Tarragona



## Clerks' Corner.

## Paving the Way for a More Independent Life.

A clerk is likely to go through many stages of life before he comes to a realizing sense of the importance of garnering his savings while yet young. In youth—this is the time to begin to save, not when you are fifty. It is to sound a warning in this direction to the young clerks who read this department that I mention this now. I don't believe in a young clerk being satisfied with his lot at any time. I like to see him anxious to better his condition, no matter how favorable the position he is holding may be for one of his age. It's the only way to get along, to progress. It's ambition personified that I like to see in a young clerk. With ambition comes the desirable fruit—money. And with the exercise of a few grains of common sense comes the provident tendency of man's nature.

I suppose all healthy, sober-minded young clerks are worshipers of the Golden Calf. It seems to be the natural bent of the greater part of humanity to be so. And what is, is right. So that the deduction indicates that the ambitious clerk who makes money while young is doing right. Truth it is that we should cultivate the habit of saving while young, so that it may grow strong with years. I know a man—he is married and has a young family—who never in his fifty years has saved over a hundred dollars at a time. I don't believe he has a hundred dollars in cash to his name to-day. Yet he has made money ever since he was nineteen, and by diligent saving he would have had to-day five thousand dollars in bank. What would become of his young family if he were taken permanently ill?

Only the other day I was talking to a man—a faithful fellow—who was temporarily down on his luck. He had been selling shoes on a reasonable salary—I think it was \$15—but customers had of late been few and far between, so that his sales had likewise of necessity been few and far between. His employer had chided him on his inability to draw much custom of late to the store, and in his hot-tempered way he had replied: "If you don't think I am earning my salt, sir, put me on a flat commission basis. I'll sell shoes for you for 5 per cent. flat."

What was the result? His employer took him at his word and placed him on a flat commission basis of 5 per cent. The first week my friend did not make much out of his 5 per cent. commissions, nor did he the second week. But the third—Easter was approaching—he made \$18. I spoke to him about the merits of working for oneself, of the more independent life such a man leads as compared with the man who drudges week after week on a \$15 salary. "Yes," said he, his eye brightening up, "I agree with you there. I don't know whether Mr. Blank can get me to work for him again on a salary, particularly on the same salary I was getting."

Hence I say, with regard to saving money and paying the way for a more independent life as your own "boss," cultivate the qualities that will develop you into that sphere. They need cultivation. The qualities that go to make a Hobson, for example, are not manu-

factured in a moment of danger. They have been developed silently, perhaps even unconsciously, by long practice and persistence. The boy who has been accustomed to despise cowardice, to be quick in thought, prompt in action, will not hesitate when opportunity offers to rescue a life, even at the risk of his own. Years of small sacrifices and disinterested feelings have made him capable of a heroic deed which the world will honor. Whereas, the timid, irresolute boy, who does not practice generous sacrifices, will never be a hero, although a thousand chances were thrown in his way. So it is with all moral force. It grows by exercise; the more we put it forth, the more we have. No virtue is ready made.—Shoe and Leather Facts.

## Deacon Applegate's Dream.

Written for the Tradesman.  
It matters not what part of the State Lived this deacon whose surname was Applegate, Who made assignments and whose assets Were not half enough to pay his debts— Of whom 'twas whispered, though not so on the docket,

That something had stuck to the old man's pocket.

But he never missed a prayer-meeting night, When he shouted and prayed with all his might; He was superintendent of the Sunday school, Where he often quoted the Golden Rule, Which he said each Christian should take for a guide,

And ask for help from on high beside, To live their profession day by day And help others along the Narrow Way.

As he lay on his back, with his mouth open wide, The deacon dreamed, one night, that he died. A voice said to him, "Deacon Applegate, Come with me; for your soul I wait." He didn't want to go very bad— Perhaps because it made him sad To break earth ties so tried and true, And he wondered whatever the church would do.

The angel gave him no choice, however, But hurried along over mountain and river, Holding his soul in such a careless way That at last the deacon was constrained to say, "Why don't you find a smoother road?" "Huh!" said the angel, "I've no load. 'Tis the lightest I've carried in many a day—I can get it to Heaven in any old way. I wonder," he chuckled, "you old bundle of sin, If good Saint Peter will let you in."

But when they arrived at Heaven's gate They had not very long to wait, For, in response to the angel's gentle knock, The grating sound of the massive lock Proclaimed that some one was waiting there To welcome them into the mansions fair. "Come right in, deacon!" Saint Peter cried As he flung open the portal wide. "Come in and make yourself at home. I presume you'll want to look around some And find a congenial friend or two, Then we will give you something to do."

So the deacon sauntered with beaming face And said to himself, "This beautiful place Is mine forever and a day. It's my reward for the powerful way I shouted and prayed when I lived below." Then he stopped short with, "Hello! hello! What are you doing here, I say?" To a man who stood not far away.

"Your sins were,"—"Yes," said the man, "I know, But I've always paid every debt I owe." The deacon blushed and walked away With never another word to say. He thought he'd find a cooler place, When he met one who turned her accusing face Upon him, crying, "Are you devil or human? Get out of my sight, you betrayer of women! I presume something more than a beautiful prayer Or a smoothly worded promise fair, You'll find those commodities won't offset The payment of an honest debt."

And whichever way his steps he bent, As through the golden streets he went, A new accusation at every turn Caused his mean little soul to writhe and burn 'Till at last he fled with a shout, "I can't stand this! Let me out! Let me out!"

So, retracing the path he had come before, He quickly found the outer door. And said to Saint Peter, "Farewell, farewell. I think I can take more comfort in Hell!" "Yes," said the wily old saint with a grin, "I thought you could when I let you in."

Then, with a final snort and snore, Deacon Applegate was himself once more. He fell on his knees then and there, And the words that he spoke were a heartfelt prayer.

The first that had left his lips in years— While down his cheeks rolled penitent tears:

"O Father, let me live to atone. Help me to give Thee back Thine own. Take Thou my hand in Thine each day, Lest from Thy side I again should stray. I thank Thee that Thou hast let me see How far away I was from Thee. Keep now my feet in the Narrow Way, So that next time I go I can go and stay."

So that next time I go I can go and stay. Minnie Taylor Rowley. Laingsburg, Mich.

## Hardware Price Current

Ammunition				Mattocks	
Caps				Adze Eye.....	\$17 00..dis 70-10
G. D., full count, per m.....				Metals—Zinc	
Hicks' Waterproof, per m.....				600 pound casks.....	7 1/2
Musket, per m.....				Per pound.....	8
Ely's Waterproof, per m.....				Miscellaneous	
Cartridges				Bird Cages.....	40
No. 22 short, per m.....				Pumps, Cistern.....	75&10
No. 22 long, per m.....				Screws, New List.....	85
No. 32 short, per m.....				Casters, Bed and Plate.....	50&10&10
No. 32 long, per m.....				Dampers, American.....	50
Primers				Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....				Stebbins' Pattern.....	60&10
No. 2 Winchester, boxes 250, per m.....				Enterprise, self-measuring.....	30
Gun Wads				Pans	
Black edge, Nos. 11 and 12 U. M. C.....				Fry, Acme.....	60&10&10
Black edge, Nos. 9 and 10, per m.....				Common, polished.....	70&5
Black edge, No. 7, per m.....				Patent Planished Iron	
Loaded Shells				"A" Wood's patent planished, Nos. 24 to 27 10 75	
New Rival—For Shotguns				"B" Wood's patent planished, Nos. 25 to 27 9 75	
No.	Drs. of	oz. of	Size	Broken packages 1/2c per pound extra.	
	Powder	Shot	Shot	Planes	
120	4	1 1/2	10	Ohio Tool Co.'s, fancy.....	
129	4	1 1/2	9	Sciota Bench.....	
128	4	1 1/2	8	Sandusky Tool Co.'s, fancy.....	
126	4	1 1/2	6	Bench, first quality.....	
135	4 1/2	1 1/2	5	Nails	
164	4 1/2	1 1/2	4	Advance over base, on both Steel and Wire.	
200	3	1	10	Steel nails, base.....	
208	3	1	8	Wire nails, base.....	
236	3 1/2	1 1/2	6	20 to 60 advance.....	
265	3 1/2	1 1/2	5	10 to 16 advance.....	
264	3 1/2	1 1/2	4	8 advance.....	
Discount 40 per cent.				6 advance.....	
Paper Shells—Not Loaded				4 advance.....	
No. 10, pasteboard boxes 100, per 100.....				3 advance.....	
No. 12, pasteboard boxes 100, per 100.....				2 advance.....	
Gunpowder				Fine 3 advance.....	
Kegs, 25 lbs., per keg.....				Casing 10 advance.....	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				Casing 8 advance.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				Casing 6 advance.....	
Shot				Finish 10 advance.....	
In sacks containing 25 lbs.				Finish 8 advance.....	
Drop, all sizes smaller than B.....				Finish 6 advance.....	
Augurs and Bits				Barrel 1/2 advance.....	
Snell's.....				Rivets	
Jennings genuine.....				Iron and Tinned.....	
Jennings' imitation.....				Copper Rivets and Burs.....	
Axes				Roofing Plates	
First Quality, S. B. Bronze.....				14x20 IC, Charcoal, Dean.....	
First Quality, D. B. Bronze.....				14x20 IX, Charcoal, Dean.....	
First Quality, S. B. S. Steel.....				20x28 IC, Charcoal, Dean.....	
First Quality, D. B. Steel.....				14x20 IC, Charcoal, Alloway Grade.....	
Barrows				14x20 IX, Charcoal, Alloway Grade.....	
Railroad.....				20x28 IC, Charcoal, Alloway Grade.....	
Garden.....				20x28 IX, Charcoal, Alloway Grade.....	
Bolts				Ropes	
Stove.....				Sisal, 1/4 inch and larger.....	
Carriage, new list.....				Manilla.....	
Plow.....				Sand Paper	
Buckets				List acct. 19, '86.....dis	
Well, plain.....				Sash Weights	
Butts, Cast				Solid Eyes, per ton.....	
Cast Loose Pin, figured.....				Sheet Iron	
Wrought Narrow.....				Nos. 10 to 14.....	
Chain				Nos. 15 to 17.....	
1/4 in. 5-16 in. 3/4 in. 1 in.				Nos. 18 to 21.....	
Com.....				Nos. 22 to 24.....	
BB.....				Nos. 25 to 26.....	
BBB.....				No. 27.....	
Crowbars				All Sheets No. 18 and lighter, over 30 inches	
Cast Steel, per lb.....				wide, not less than 2-10 extra.	
Chisels				Shovels and Spades	
Socket Firmer.....				First Grade, Doz.....	
Socket Framing.....				Second Grade, Doz.....	
Socket Corner.....				Solder	
Socket Slicks.....				1/4%.....	
Elbows				The prices of the many other qualities of solder	
Com. 4 piece, 6 in., per doz.....net				in the market indicated by private brands vary	
Corrugated, per doz.....				according to composition.	
Adjustable.....dis				Squares	
Expansive Bits				Steel and Iron.....	
Clark's small, \$18; large, \$26.....				Tin—Melyn Grade	
Ives' 1, \$18; 2, \$24; 3, \$30.....				10x14 IC, Charcoal.....	
Files—New List				14x20 IC, Charcoal.....	
New American.....				20x14 IX, Charcoal.....	
Nicholson's.....				Each additional X on this grade, \$1.25.	
Heller's Horse Rasps.....				Tin—Alloway Grade	
Galvanized Iron				10x14 IC, Charcoal.....	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				14x20 IC, Charcoal.....	
List 12 13 14 15 16.....				10x14 IX, Charcoal.....	
Discount, 65.....				Each additional X on this grade, \$1.50	
Gauges				Boiler Size Tin Plate	
Stanley Rule and Level Co.'s.....				14x56 IX, for No. 8 Boilers, 1 per pound..	
Glass				14x56 IX, for No. 9 Boilers.....	
Single Strength, by box.....dis				Steel, Game.....	
Double Strength, by box.....dis				Oneda Community, Newhouse's.....	
By the Light.....dis				Oneda Community, Hawley & Norton's.....	
Hammers				Mouse, choker per doz.....	
Maydole & Co.'s, new list.....dis				Mouse, delusion, per doz.....	
Yerkes & Plumb's.....dis				Wire	
Mason's Solid Cast Steel.....30c list				Bright Market.....	
Hinges				Annealed Market.....	
Gate, Clark's 1, 2, 3.....dis				Coppered Market.....	
Hollow Ware				Tinned Market.....	
Pots.....				Coppered Spring Steel.....	
Kettles.....				Barbed Fence, Galvanized.....	
Spiders.....				Barbed Fence, Painted.....	
Horse Nails				Wire Goods	
Au Sable.....dis				Bright.....	
House Furnishing Goods				Screw Eyes.....	
Stamped Tinware, new list.....				Hooks.....	
Japanned Tinware.....				Gate Hooks and Eyes.....	
Iron				Wrenches	
Bar Iron.....				Baxter's Adjustable, Nickeled.....	
Light Band.....				Coe's Genuine.....	
Knobs—New List				Coe's Patent Agricultural Wrought.....	
Door, mineral, jap. trimmings.....				30	
Door, porcelain, jap. trimmings.....				30	
Lanterns				30	
Regular 0 Tubular, Doz.....				30	
Warren, Galvanized Fount.....				30	



## STRAW SHIPPERS.

## Practically Driven Out of Business by the Railroads.

Pentwater, April 20—We have read carefully the article on car service in this week's issue of the Tradesman and, while we can make no suggestion regarding the solution of the difficulty, it seems to us something should be done, and that at once.

As an illustration, we have one case in mind which occurred here, that we think a pretty bad one. We received an order on the 10th day of October for one car of straw and on the same day placed an order with the agent for the car. We wrote the Car Distributor, as well as the agent, took the matter up with the General Freight Agent and finally wrote the President of the road, but got no satisfaction. We succeeded on April 8 in getting the car, which we loaded.

We have had numerous orders turned down on account of delay in shipment and presume the only reason this order was not countermanded was because the stock was worth more right along after sold.

That is the worst case we have had, but there are others that have gone from one to three weeks before the orders were filled—all because of delay in getting cars.

Sands & Maxwell Lumber Co.

Scottville, April 22—I am much in favor of having a law passed to protect the shippers, as we have all been shamefully misused this season. Not more than a week ago, I had an order cancelled for a car of hay, in which case I had the car ordered since March 14. Had I gotten the proper car there was \$10 profit in the transaction for me. Not getting the car, I have the hay on my hands to sell at cost or less. I am in favor of making the railroads pay the \$1 per day after six days and also in favor of equalizing the freight. They make us pay for 20,000 pounds, whether we have it or not, and if we get any of that amount, they stick us for it. My idea is, if 20,000 pounds is a car of hay and a man pays for that, all right; if he gets in 30,000 pounds, let that be all right, for we have to use ten cars which will not hold 20,000 pounds where we get one which will hold over.

Even with our local freight, we are misused up here. It usually takes from four to six days to get freight from Grand Rapids, and I should like to see this matter set right. Further, our freight usually comes in bad shape—bags and sacks torn, boxes and barrels broken, and we have to take it or wait six months for our claim to be adjusted and pay out half of that for postage and stationery. I am in favor of getting after them.

E. E. Kobe.

Clare, April 22—In regard to the subject of car service, I would say that I have been seriously considering it all winter, and have come to the conclusion that there is only one way to accomplish what the shipper wants, and that is, through legislation. I am a shipper of hay and straw and I know by experience and careful watching of the railroad officials that the hay and straw shippers and farmers are always going to suffer under the present system. This has been the worst season I ever knew. I have been a shipper of some kind of produce for the past twenty years. I find by keeping record that I have only filled one-tenth of my orders, and all for want of transportation facilities. I think when the State of Michigan gave the railroads charters, they should, then and there, have been bound to take care of the freight of Michigan first, and second any other freight that comes to their lines. When the railroad companies say to you that they can not furnish cars after a certain length of time, they are simply lying. They are handling more cars to-day than ever before, but they are hauling a class of freight from the West that pays them better than to bother with small fry of Michigan. I suppose the hay and straw freight is the poorest freight, financially speaking, for them to haul; and we never can come on the platform with the big ship-

pers until there is a law compelling the railroad companies to furnish cars in a given length of time. I would be satisfied if I could get them in ten or twenty days. The first car I ordered for Eastern points last fall was forty-five days in reaching me. I loaded one car fifty-seven days after I ordered it, and my customer took the goods. When we stop to think that one is doing but one-tenth of what he could do if he had the proper transportation, I say the railroad companies are practically stealing and robbing us of what we ought to have.

The only way I can see out of this dilemma is to have a law compelling the railroad companies to furnish cars in a given length of time, otherwise we will be driven out of business. Hay and straw must be moved between the months of August and May. There are three months we do not ship any, but the most of it is shipped in about six months. We want these rights and we must have them.

G. W. Lee.

## The Produce Market.

Apples—Russets fetch \$3@3.50 per bbl.; Ben Davis and Baldwins command \$3.50@4.

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

Beets—\$1 per bbl.

Butter—Creamery is slow sale at 20c. 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 has advanced to \$2.25 per 3 bu. bbl. and is scarce at that.

Celery—California white plume is steady at 75@85c per doz. bunches.

Cranberries—Jerseys are slow sale at \$2.50 per bu. box and \$7 per bbl.

Cucumbers—\$1.35 per doz. for home grown hothouse stock.

Eggs—The market continues strong on the basis of 12c per doz., case count.

Green Onions—10@12c 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 \$2.75 for choice and \$3 for fancy. Californias are steady at \$2.50 for 300s and 360s.

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

Maple Sugar—10@10½c for genuine and 9c for imitation.

Maple Syrup—\$1 per gal. for fancy.

Onions—Home grown are scarce and steady at \$1.50 per bu. Bermudas command \$3.25 per crate. Egyptians fetch \$3.50 in 112 lb. sacks.

Parsley—40c per doz.

Parsnips—\$1 per bbl.

Pieplant—8c per lb.

Potatoes—The market is a little stronger than it was a week ago and shipments would be liberal, if cars were to be had to move stocks.

Poultry—Receipts are small and prices are strong and higher on fowls. Local dealers pay as follows for dressed: Spring turkeys 11@12c; old, 8@9c; spring chickens, 11@12c; fowls, 10@11c; spring ducks, 11½@12c—old not wanted at any price; spring geese, 9@10c—old not wanted. For live poultry local dealers pay as follows: Chickens, 9@10c; medium and small hens, 8@9c; large hens, 7@8c; young turkeys, 9@10c; old turkeys, 8@9c; young ducks, 9½@10½c; pigeons, 50@60c 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, \$2.10; medium clover, \$6.25@6.75; mammoth, \$6.50@7; alsyke, \$7.50@8.

Spinach—50@60c per bu.

Strawberries—\$2.50 per case of 24 pints for Mississippi stock.

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.

## Potato Growers Advised to Adopt Prune Tactics.

St. Louis, Mo., April 22—We never fully understood this expression until the California Cured Fruit Association inaugurated its advertising campaign. We know now what it means. The members are full of prunes and it serves them right. It thought it could control the output of prunes and hold up prices. It did, in fact, control a large percentage of the crop and still controls it today. Those who refused to go into the Association put their prunes on the market early and sold them at full prices and filled the trade the country over with enough to carry them through until another crop; and even the dealers and jobbers in many instances are overstocked and they are full of prunes also. Now, what does the Association do? It votes to spend \$200,000 in advertising and expend \$60,000 on this in March, April and May, 1901. It has spent its good money and distributed circulars and receipts for cooking prunes by the million, and at the end of the first month it has proved so successful that it has dropped the price 1c per pound, or a cut of 50 per cent, from previous prices, and it is stated that it has on hand 50,000,000 pounds and a big crop staring it in the face. Europe got rid of her big crop of prunes just because the Association, which contracted—as it thought—the crop, held up prices and let outsiders of the Association and foreigners unload at good prices. The growers outside the Association "ride in carriages" and those who went into the combine to hold up prices "walk," and when they request the Association to give them an accounting, they get the answer, "Your prunes are not sold yet."

This prune deal from start to finish savors of "mutton head in command," or, possibly, too many heads. "Too many cooks spoil the broth," and it has been proven true. We do not know much about prunes, but if our kid could not manage a deal better than this one has been managed, we would spank him.

We make a suggestion to the potato dealers to form an association and raise a fund of say \$500,000 to advertise potatoes. Offer prizes for the best receipts on "How to cook potatoes," and then compile the receipts and scatter them broadcast over the land and let them know how to serve "spuds" so that everybody will eat twice as many as they do now and then follow the style of the California Fig Syrup advertisements, setting forth the nutritive and laxative advantages and the California way of cooking and you mark what we say—the immense surplus of "Murphies" will speedily disappear and the warehouses of Michigan, Wisconsin, New York and New England will all be empty before the new crop is fairly under way. Miller & Teasdale Co.

## 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.

STOCK OF CROCKERY AND GROCERIES for sale; about \$1,800; thriving town. Address Mrs. Thos. Johnston, Caro, Mich. 816

FOR SALE—THE ONLY EXCLUSIVE SHOE stock in a hustling manufacturing town of 3,000 inhabitants: best reasons for selling; a profitable business. Address D., care Michigan Tradesman. 817

FOR SALE—80 ACRES OF LAND IN Alamo township, Kalamazoo county; 30 acres of crops on the ground; fine location; terms easy. Call or address 429 Michigan Ave., Kalamazoo, Mich. 814

200 ACRES TIMBER LAND IN ASHLAND County, Wisconsin, to exchange for stock of goods, groceries or racket preferred. Address No. 811, care Michigan Tradesman. 811

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures, invoicing \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman. 810

I WILL SELL HALF INTEREST IN MY furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 813, care Michigan Tradesman. 813

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

FOR SALE—CLEAN STOCK CLOTHING and furnishing goods in a 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; 130 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 guards; 100 forms for bending bicycle chain guards. Above machine would make a nice addition to any woodworking factory. List of jobbers handling this line at present furnished; also name of resident agent in New York who is handling line at present. Behse Manufacturing Co., Coldwater, Mich. 807

FOR SALE—ONE MACHINE AND SHAFT- ing 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

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

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, inventories about \$3,300. Will accept \$2,000 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 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

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. 885

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. 883

## MISCELLANEOUS

WANTED—POSITION AS CLERK IN DRY goods store; two years' experience; best of references. Address Miss E. A., care Michigan Tradesman. 818

WANTED—SITUATION BY REGISTERED pharmacist of twelve years' experience; married and have good habits; am working now but desire a change. Address F. S. T., 301 Jefferson St., Grand Rapids. 815

WANTED—GOOD SPECIALTY SALESMAN for the best and cheapest self-measuring oil tank; something new; exclusive territory; large commission. Address Tank, Room 62, Canby Building, Dayton, Ohio. 812

WANTED—IN RETAIL CLOTHING STORE, good window trimmer and stock-keeper. State experience and wages wanted. Address Messinger & Co., Alma, Mich. 801

REGISTERED PHARMACIST, EXPERIENCED and attentive to business, desires work. Middle aged; references; fair salary; no dives apply. Address Salot, 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 \$200 in six days; another \$32 in two hours. Monroe Mfg. Co., X 54, La Crosse, Wis. 793



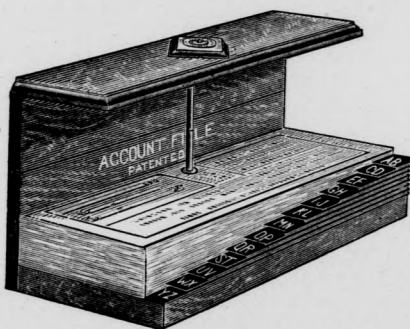


The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods. Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

**National Biscuit Co.**

Grand Rapids, Mich.

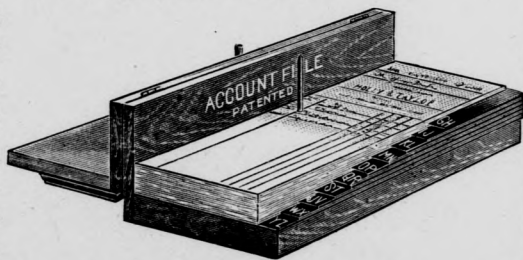
# Simple Account File



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 KLAIP; Treasurer, J. GEORGE LEHMAN

**Detroit Retail Grocers' Protective Association**  
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

**Kalamazoo Retail Grocers' Association**  
President, E. L. HARRIS; Secretary, CHAS. HYMAN.

**Bay Cities Retail Grocers' Association**  
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**  
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**Pt. Harvas Merchants' and Manufacturers' Association**  
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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**Yale Business Men's Association**  
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**Grand Rapids Retail Meat Dealers' Association**  
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.  
D. M. FERRY, Vice Pres.  
F. H. WHITNEY, Secretary.  
M. W. O'BRIEN, Treas.  
E. J. BOOTH, Asst. Sec'y.

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## 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. A. Cottrell, Manufacturers' Agt., Hudson, Michigan.

## Travelers' Time Tables.

### PERE MARQUETTE

#### Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,  
W. E. WOLFENDEN, D. P. A.

### GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.  
Lv G'd Rapids..... 7 45a 2 10p 10 45p 5 20p  
Ar. Cadillac..... 11 20a 5 40p 2 10a 9 00p  
Ar. Traverse City..... 1 30p 7 50p 4 15a .....  
Ar. Petoskey..... 2 50p 8 15p 5 35a .....  
Ar. Mackinaw City..... 4 15p 10 35p 6 55a .....  
Trains arrive from the north at 6:00 a. m., 11:30 a. m., 5:15 p. m. and 10:15 p. m.

Going South.  
Lv G'd Rapids. 7 10a 1 50p 6 50p 12 30p 11 30p  
Ar. Kalamazoo. 8 50a 3 22p 8 35p 1 45p 1 00a  
Ar. Ft. Wayne. 12 10p 6 50p 11 45p To Chicago  
Ar. Cincinnati. 6 25p ..... 7 15a .....  
Trains arrive from the south at 6:45 a. m. and 9:10 a. m. daily, 2:00 p. m., 9:45 p. m. and 10:15 p. m. except Sunday.

**MUSKEGON** Except Sunday  
Lv. Grand Rapids ... 7 35am 2 05pm 5 40pm  
Ar. Muskegon ..... 9 00am 3 20pm 7 00pm  
Sunday train leave Grand Rapids at 9:15am.  
Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

### CHICAGO TRAINS

G. R. & I and Michigan Central.

**TO CHICAGO** Except Sunday  
Lv. G'd Rapids (Union depot) 12 30pm 11 30pm  
Ar. Chicago (12th St. Station) 5 25pm 6 55am  
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.  
11:30pm train has through coach and Pullman sleeping car.

**FROM CHICAGO** Except Sunday  
Lv. Chicago (12th St. Station) 5 15pm 11 30pm  
Ar. G'd Rapids (Union depot) 10 15pm 6 55am  
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.  
11:30pm train has through coach and sleeping car.

**Take G. R. I.**  
TO  
**Chicago**

## Drop us a Postal

and we will attend to your wants promptly.

Kalamazoo Paper Box Co.  
Kalamazoo, Mich.

**Cold Facts Served Hot**  
with Dignified Design or Catchy Conceit make Advertising Profitable

**Tradesman Company**  
ENGRAVERS  
GRAND RAPIDS, MICH.



This "Leonard Cleanable" Grocers' Refrigerator for

**\$31.90**



Height 65½, length 45, depth 28 inches. Made of Ash, Golden Oak finish Zinc lined. Has eight distinct walls, insulated with mineral wool, the best insulator known. Our perfect system of refrigeration insures better results with less ice than any other make. For complete line see our Catalogue No. 159. If you did not receive a copy, ask for it. Over 180 pages of rapid selling, staple merchandise.

**H. Leonard & Sons**

Grand Rapids, Michigan



**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.

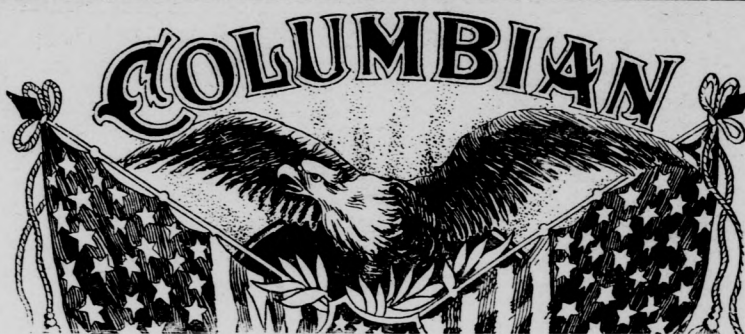
**Buckeye Paint & Varnish Co.**

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.



**Michigan's Famous Cigars**

Manufactured by

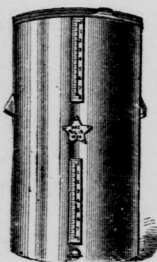
**COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.**

**Daudt  
Glass & Crockery Co.**

WHOLESALE  
Earthenware, China & Glassware  
TOLEDO, OHIO

**Kinney & Levan**

Importers and Jobbers of  
Crockery, Glass, Lamps, House  
Furnishing Goods  
CLEVELAND, OHIO



Patented  
August 15, 1899

Your stock is not complete without you have the

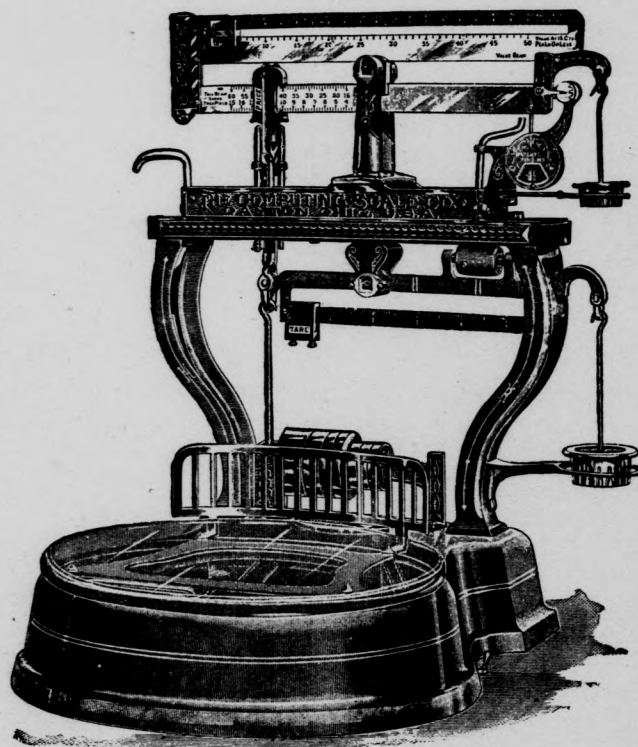
**Star Cream Separators**

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

**Lawrence Manufacturing Co.**  
TOLEDO, OHIO

**Do you want to be on the safe side?**

If you do, abandon the old style methods of handling your merchandise and be up to date with an up-to-date system of handling your merchandise in their money value. The **MONEYWEIGHT SYSTEM** checks all losses. Send for particulars of **THE MAJESTIC MONEYWEIGHT COMPUTING SCALE** with the new **NEAR WEIGHT DETECTOR**. Our scales are sold on easy monthly payments.



**THE COMPUTING SCALE COMPANY, DAYTON, OHIO**

boats  
supply the  
poorest fre.  
for them to ha  
come on the platfo.