

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, MAY 1, 1901.

Number 919

## 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.

# Uneeda Quartet



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

National Biscuit Company.

# Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies of all kinds.

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

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

BETTER THAN EVER



50 CIGAR

SOLD BY ALL JOBBERS

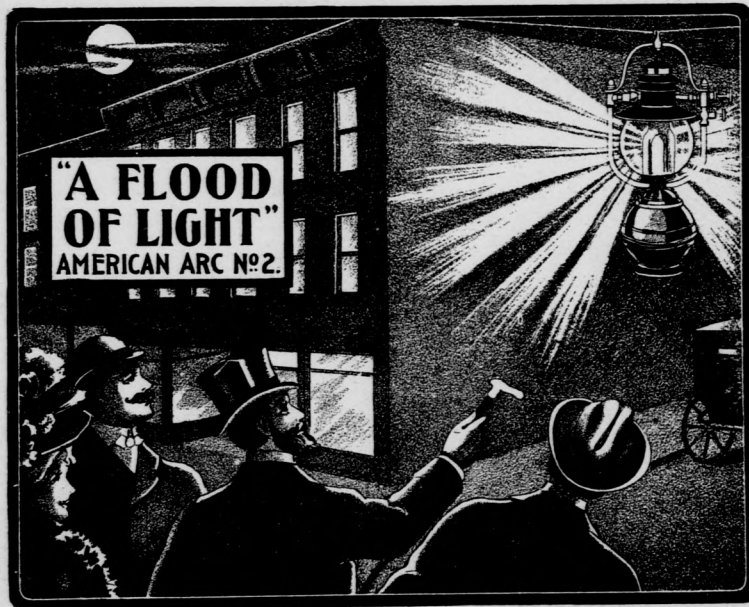
## Ask us for quotations

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

Walsh-DeRoo Milling Co., Holland, Mich.

## 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

# 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



# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MAY 1, 1901.

Number 919

## THE MERCANTILE AGENCY

Established 1841.  
**R. G. DUN & CO.**  
 Widdicom 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, May 6 to 9, 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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### WOMAN AND THE BROOM.

From time immemorial the broom has been sacred to woman. It is at once with her the emblem of the domestic virtues and the insignia of warfare. When we think of her as a ministering angel we picture the well-swept hearth, and when, lapsing from the ways of peace, she goes upon the warpath, it is still the faithful ally and friend with which she routs her foes. It is her way of turning the plowshare into the sword, and in general terms perhaps we can not describe the strenuous woman, who is equal to any emergency, better than by saying that she is the woman who is handy with either end of a broom.

In a way, women have also had a kind of broomstick measure of virtue. It is related that once, in one of his great revivals, Mr. Spurgeon asked a housemaid what reason she had to think she had become a Christian, to which she replied, "Please, sir, I sweeps under the beds now," and he accepted it as an unequivocal sign of grace. Women, too, in a much higher station of life apply pretty much the same test, and when you see one whose house is spick and span and clean from garret to cellar you may be very sure that she has a self-righteous consciousness that she is doing her full duty by her family and society.

It will, therefore, seem almost like heresy to the sex to learn that science has condemned the broom as the fruitful propagator of disease. Mr. Elmer Firth, of Columbia University, has just made this important discovery, and he has been made a doctor of philosophy for proving it. So far from conserving the welfare of her family by keeping her house well swept, it seems that every time the careful housewife uses the broom she bestirs up millions of microbes to devour them.

Mr. Firth followed the death-dealing broom all over New York, into private houses, churches, theaters, street cars, and everywhere he found the rule holds good. He asserts that bacteria stay suspended in the air only a short time. Then they fall to the ground and would

stay there, doing comparatively little harm, if women didn't continually stir up the germs with a broom. Some of his experiments are very interesting and alarming.

In an ordinary room, previous to sweeping, he found 600 germs to the cubic meter of air. After sweeping there were 18,000. In a church during the process of dusting he found 18,000 bacteria to the meter. Twelve hours after the dust had settled he found but 5,800. On a single fiber 1½ inches long, taken from the matting in a railway train, he counted nearly 2,000,000 germs. It will thus be seen how dangerous it is to stir up the animals, and that a woman who uses a broom does so at her peril.

Housemaids, who alone of all woman-kind have a deadly antipathy to the broom, will eagerly embrace this new germ theory, but it is likely to get but a scant following from the rest of the sex. Deep down in the feminine heart the belief that cleanliness is next to godliness is firmly implanted, and despite scientific warnings women will still be found making war on dirt with their old weapon—the broom.

### GENERAL TRADE REVIEW.

Instead of a reaction, which many have been asserting must soon occur, the week shows constantly increasing intensity in the leading industries. The breaking of all records in the volume of stock trading one day last week is this week, Monday, exceeded by the enormous amount of 400,000 shares, the whole number traded in being 2,760,000 shares. While there is more relative conservatism in the advance of prices, as compared with the quantity of business, many advances are being made and many high records are broken.

Some apprehension has been expressed that the tremendous demand for money which must attend such activity, added to the requirements of the British loan of \$50,000,000, would affect the market, but all this and, in spite of the fact that considerable gold is going out, appears to have hardly perceptible effect.

The white birch forests of Maine are threatened with obliteration by the ordinary little spool, on which thread is wound. White birch is the only wood much used for making them, and so great is the consumption that the trees have a hard time to supply the demand. The spool mills now use 35,000,000 or 40,000,000 feet of birch timber every year, turning out 800,000,000 spools. Somebody has figured out that enough thread could be wound on these spools to reach around the earth at the equator 3,600 times. Besides the immense quantity of timber used here, 15,000,000 or 20,000,000 feet of it is shipped to Scotland every year in the form of spool bars.

Upward of \$8,000,000 worth of bananas from the West Indian and Central American plantations are eaten in the United States every year. The island of Jamaica alone sends to this country 4,000,000 bunches annually.

### TRADE WITH CHINA.

There seems to be a determination on the part of most of the powers interested to improve the present opportunity in China to effect more satisfactory trade relations and to acquire greater trading rights than are now enjoyed. The United States, Great Britain and Japan have expressed willingness to forego all pecuniary indemnity if sufficiently increased trading rights are granted by the Chinese government.

This hunger for more extensive trade in China brings up the problem of trade possibilities in that vast empire. All of the powers already enjoy extensive trading rights, but it is one thing to have rights secured by treaty and another to enjoy those rights. As a matter of fact, in one way or another the Chinese are able to set aside trading rights so effectually that, aside from the coast line and the markets reached by river steamers from the treaty ports, little or no foreign goods penetrate into the interior of China.

Foreign goods can be laid down at the treaty ports at reasonable cost after paying the import duty, but when the package of foreign merchandise essays to penetrate into the interior, then the trouble begins. Every provincial official levies a "lickin" tax as the package passes through his jurisdiction, until very shortly the accumulated charges on the package make its further progress unprofitable.

By this process of loading foreign goods with taxes foreign trade is almost completely excluded from the interior of China. Theoretically, we have the right to trade anywhere in China, but practically this privilege extends but little beyond the coast line. There is, of course, very little present demand for foreign goods in the far interior of China, as the people have not yet been educated to foreign requirements. Better systems of transportation, however, and the overcoming of the intolerable local taxes would soon bring the Chinese properly to appreciate foreign goods.

The main concession which the foreign powers should demand in China is the right to open up railroads and replace the junks and small boats on the navigable rivers with steam craft. This would cut down the cost of transportation, and destroy eventually the damaging "lickin" duties, which are merely a species of extortion exercised by the local officials for their own aggrandizement.

Whatever the indemnity which China will be made to pay may prove to be, some difficulty is sure to be experienced in collecting it, as China's revenues from customs are already hardly sufficient for her old debts. China now owes about \$350,000,000, and the indemnity to foreign powers is likely to add that much more to the debt. If China is to pay the interest on this increased debt and provide a proper sinking fund, her commerce upon which duties may be collected will have to be greatly increased. In their own protection, therefore, the foreign powers will be compelled to coerce China into allowing greater freedom of trade with the outside world.



## Getting the People

Thoroughness in All That Concerns Customers.

I have taken occasion to urge co-operation with the various means of advertising employed by having everything to which attention is called in shape for prompt service—having the goods to sell. I wish now to urge more thoroughness in selling them.

In the old days the common term for the merchant was the storekeeper. It was the custom then to arrange the stock of goods on some general plan—a place for everything and everything in its place; leaving well enough alone until the exigencies of dust, moths or rust compelled a general overhauling. There was the advantage in this that it was easy to keep the location learned by never changing the arrangement, but the plan had its disadvantages.

The merchant to-day finds it desirable to keep in touch with his stock by giving it constant attention. Not that he must be forever pulling down for the sake of changing, with no particular aim, but there is a constant investigation of conditions in every part, a constant attention to detect the slightest deterioration from any cause.

In the old "storekeeping" days it was common for the customer to come in and find all hands lounging idly, waiting for something to turn up. To go into such a store nowadays—there are such stores—gives the live customer a chill of depression.

No merchant to-day can afford to have his store a lounging place for employees. Every one should have duties assigned sufficiently extensive to keep him busy during business hours, whether the store is full of customers or not. It will not do to have apparent duties to which the clerk hastens on the appearance of a customer, but he must have genuine work, work necessary to the welfare of the business. Anything less than genuine work is a transparent sham to the observing customer.

When a would-be purchaser comes into a store he wants attention. He wants just enough attention and not too much. He doesn't want all the clerks aided by the proprietor and possibly an outside lounge or two to superintend the negotiations. The judicious proprietor knows when a little attention on his own part may be desirable, but the proper place for others is about their proper business.

The modern methods of displaying and arranging goods are constantly variable but a systematic plan is a means of keeping busy when there is nothing else. Then there should be the constant taking stock to know what you have to sell and to prompt replenishment. But I do not need to recount the duties of clerks—they know them better than I do, but I can not refrain from urging constant, live attention to their duties, for the habit of slackening is easily acquired.

Affectation of work for the sake of an appearance of business is a transparent sham. It will not attract customers. What is necessary is work that is sincere, that amounts to something. No merchant or manager can afford to have any about him who are not able to find some effective work for all times and that without overhauling goods and producing disorder so as to give the store a constant appearance of cleaning day.

P. Hayes gives an example of careless work in writing which the printer

# New . . . Attractions

FOR NEXT WEEK

at HAYES'

## SUITS AND SKIRTS

The very latest creations The new Walking Skirts are full flaring, eight rows of stitching around bottom. They are CERTAINLY NOBBY. Come and see them.

**\$3.00 to \$5.00**



### Come in and look over the new Pink and Blue Chambrey Petticoats

for Spring and Summer wear They are made very FULL KNIFE PLEATED and trimmed with five rows of Valenciennes Lace around the ruffles. They are certainly very pretty

### OUR MUSLIN UNDERWEAR OPENING

has been a great success. It certainly is the finest line ever shown in this city. Our stock of new goods is complete and up to date in all departments. Call and look them over. IT'S A PLEASURE to show goods.

# P. HAYES,

Southworth-Houston Block,

Marshall, Mich.



## There's No Disappointments Here!

Come to this store expecting more for your money than you get anywhere else. Come to this store expecting the very best

### CLOTHING QUALITIES

Come expecting the most liberal quantities to make your selections from. We sell everything Men and Boys wear except Shoes and Shoddy.

# HOLMES BROS.

Isn't it time that you Were Looking for a

## SPRING HAT?

We have them in All Styles and Prices, and would be pleased to see you. Call and be convinced that we have the Finest Line in the City.

YOURS FOR BUSINESS,

**M. M. STONE.**

## MANTON MILLS.

We keep a fine stock of the best feed on hand at all times. Remember us when you have to buy We buy all kinds of grain.

TRY OUR FLOUR.  
**PHELPS & BAKER,**

## Cheapest Place

ON EARTH TO BUY

### Building Material OF ALL KINDS.

We also make a specialty of House building, and can make you a lower price for a house complete than any firm in America. Plans drawn free for any one purchasing a bill of material of us.

**WALTER BROS.,**  
Hopkins Station, Mich.

## CUSHMAN'S SHOP

FIXES THINGS

ANY KIND OF STEP LADDER MADE. ALL IRON TOOLS SHARPENED CABINET WORK DONE

South State Street

**CUSHMAN'S SHOP**

could hardly overcome. There is material here for a good advertisement, but it needs pruning and the display should be considerably modified. The writer makes the mistake—a common one, by the way—of mixing his tenses too much. In advertising now is the accepted time. Don't say next week. Conditions may make it necessary to say the coming week, but as far as possible make it now. Don't say next. Then "has been a success;" people are not interested in has been success—"is a success" is the word. Advertising to influence the future must deal with the present. The descriptions of articles are good, but the price feature should be more specific and complete. Cut out "nobby"—it does not sell goods. For an advertisement dealing with special attractions the closing is too general and scattered and repeats too much. The printer's display is too heavy, crowds the space and the type is too much mixed in styles. Had this been set in a DeVinne or else some similar letter of reasonable size, giving more white space inside the border and setting out the cut in an evenly defined place, the result would have been much more striking.

Holmes Bros. write a good advertisement, which is greatly aided by the cut. I should have put something else in place of the wave rules in the first line, left out the exclamation in the second and brought the last line to the left so as to define a square space for the illustration. This irregularity, although a slight one, gives an unbalanced look to the whole advertisement. Correct grammar should be preserved in making the verb agree with its noun in the first sentence.

M. M. Stone writes a good advertisement, but it would be improved by leaving out some unnecessary wording. Complimentary addresses are more valuable in white space inside the border. The printer's work is good, but his space is somewhat crowded.

Phelps & Baker write a good advertisement and the printer does his work well, except that the last lines should have been in plainer letter to harmonize with the rest.

Walter Bros. are a little inclined to an appearance at least of overstatement. It may be true that their place is the cheapest on earth and that they are the cheapest architects in America, but the assertion is too sweeping to have force. The advertiser must avoid an appearance of evil.

Cushman's Shop has a well-written advertisement, but there is too much sameness in the sizes of the letters used.

### The Art Linen Shirt Waist.

Art linen is the very latest thing in wash shirt waists. Its quality, first of all, recommends it, the texture, soft and fine, yet with plenty of body to it, being admirable for the tailor-made waist. But it is the color to be found in the art linen fabric that most endears it to the shirt waist wearer. Such faded, faraway, old rose shades as it displays! Such lovely Wedgewood blues! Such beautiful primrose buffs! Such warm, Pompeian dark reds! They make the hues of the madras, cheviots and linens that are not "art" seem crude indeed. Some literal minds may at first shrink from using for clothing the same material they would use for table and bureau covers, but anybody with an eye for color will fall right in line and have her new wash shirt waists made of art linen.—New York Evening Sun.

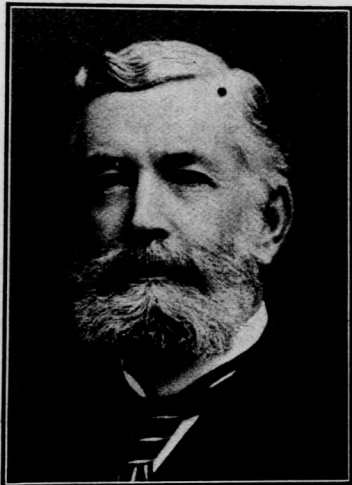


**MEN OF MARK.**

**D. O. Wiley, Wholesale Commission Merchant, Detroit.**

The old Green Mountain State is famous for its varied and beautiful scenery, comprising hills, cliffs and mountains, valleys, rivers, lakes and plains; for its extensive marble quarries from which more than two-thirds of all the marble quarried in the United States is taken, and for its agricultural and dairying interests and enormous production of maple sugar. Not alone in these respects is Vermont entitled to foremost rank in the sisterhood of states, but the scroll of her history reveals several facts and many names of her most noble sons whose valiant deeds in times of war and successful business ventures in times of peace have added greater glory to her fame.

Vermont was the first State admitted into the Union after the adoption of the Federal Constitution. She always contributed her share, and more, to assist



in our wars for freedom. The names of Ethan Allen and General Stark are on the roll of honor of the American Revolution; and Vermont also claims, with just pride, the name of Admiral Dewey, whose recent brilliant achievements are still fresh in the minds of all. In the Civil War, Vermont furnished more than her share of men and her loss in hospitals and on battle fields was greater than that of any other Northern State.

Among those who have achieved noted success in business may be mentioned the name of D. O. Wiley. He was born on a farm near Westminster, in South-eastern Vermont. While attending the academy from which he was graduated later, he began his business career by working nights and mornings in a general store. After graduation, he continued to work in the store for one year longer, when he followed Horace Greeley's advice and went West to Minneapolis, where he was employed for a time by a flour and feed firm. He then took a boat to Hannibal, Mo., and worked at surveying for three months. After this experience, he returned to his native state and taught school one winter. The next spring, 1867, Mr. Wiley came to Detroit and engaged in the commission business at 13 Michigan Grand avenue, now known as Cadillac square, under the firm name of Wiley, Hooper & Co. After three years, he sold out and entered the employ of Ira Slade, then located under the Russell House, with whom he remained two years. Again, for one year he engaged in the same business for himself at 29 West Woodbridge street, at the expira-

tion of which time he took in as partner Geo. L. Lee and for ten years the business was conducted under the firm name of D. O. Wiley & Co. This partnership was then dissolved and Mr. John Wiley, who had been in their employ for ten years, became the company, and has contributed his share to the success and high standing of this house, which still does business under the firm name of D. O. Wiley & Co.

Mr. Wiley's reputation as a commission merchant of the highest standing and responsibility is not only local but national. He is a member of the National Association of Commission Merchants, of which he has been a director for some time. Last year he was elected Vice-President and at present is a member of two of the most important committees of that organization. He is a member of the Executive Committee of the National Apple Shippers' Association. He has been President of the Detroit Produce Exchange and is now a director of that organization. Last year he was a director of the Detroit Board of Trade. In all of these associations, Mr. Wiley is an energetic and conscientious worker and the prominence and honors bestowed upon him are excellent evidences of the esteem in which he is held.

Mr. and Mrs. Wiley have two daughters, both graduates of Pope & Cutcheon's private school, of Detroit, and both are musicians and teachers, one of the piano and the other of the mandolin. They are all regular attendants at the First Congregational church and are prominently identified with its work.

Mr. Wiley is a quiet, modest, unassuming gentleman who believes in deeds not words. He attends strictly to business and in all his dealings has won an enviable reputation for fair treatment and absolute integrity.

**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.

**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, Plasticon,
- Gypsum Wall Plaster
- Stucco, Hair, etc.

Write for Prices.

**TRADESMAN  
ITEMIZED LEDGERS**

SIZE—8 1/2 x 14.  
THREE COLUMNS.

2 Quires, 160 pages...	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

**INVOICE RECORD OR BILL BOOK**

So double pages, registers 2,880  
invoices.....\$2 00

**Tradesman Company**  
Grand Rapids, Mich.



Why not have  
the Best?

Royal Luncheon Cheese  
and  
Royal Salad Dressing

Two of our specialties.

Standards for Purity and Excellence. Send us a trial order.

**Worden Grocer Co.]**

Exclusive Agents

Grand Rapids, Mich.



Why is B. B. B. Coffee like Aguinaldo? Give it up? That's just what he has done.  
**Olney & Judson Grocer Co., Grand Rapids, Roasters.**



## Around the State

### Movements of Merchants.

Holland—Geo. Plummer has retired from the O. R. J. Cigar Co.

Croswell—Niles & Moore succeed Niles Bros. in general trade.

East Jordan—E. A. H. Cole has re-engaged in the bazaar business.

New Baltimore—John M. Haight, tinner, has sold out to Otto B. Hoffman.

Pottersville—M. L. Thompson has purchased the meat market of L. B. Shance.

Union City—C. F. Horton has purchased the meat market of Arthur Proseus.

Pontiac—Chas. Murray has purchased the Oakland meat market of Fin Lawson.

Pentwater—S. P. Compton, of Mears, contemplates opening a grocery store here.

North Morenci—H. (Mrs. N.) Justice has sold her grocery stock to W. W. Poats.

Filion—Walter Rapson has purchased the general stock of Humphrey & Toner.

Port Huron—Cady & Doe have opened a grocery and feed store in the Black building.

Battle Creek—Wm. G. Murphy has purchased the grocery stock of Samuel C. Moore.

Corunna—Floyd Burnett succeeds Miss Grace Burnett in the dry goods business.

St. Clair—John H. Williams, dealer in groceries and meat, has sold out to Fred Busha.

South Boardman—J. Anspach has removed his dry goods and clothing stock to Kingsley.

Ludington—John H. Scheibel has sold his grocery stock and meat market to Landen Bros.

Flint—Hewes & Hopkins succeed Hewes & Cameron in the drug and grocery business.

Alto—Blake Vanderlip and M. H. Vanderlip have engaged in the meat business here.

Ishpeming—J. J. Lefler has purchased the merchandise stock of A. (Mrs. Edward) Cronin.

Burr Oak—Fred W. Cornell, dealer in cigars and tobaccos, has sold out to J. L. Crandall.

Dimondale—E. A. Devore has sold his hardware stock at this place and removed to Perry.

Ypsilanti—Dunlap & George continue the grocery business formerly owned by George B. Dunlap.

Kalamazoo—H. D. Baker has removed his grocery stock from Vicksburg to this place.

Centerville—C. E. Fousel succeeds Cummings & Co. in the furniture and undertaking business.

Clarkston—Geo. F. Coon has purchased the hardware and implement stock of Alfred R. Carran.

Central Lake—The Walter T. Swasey Co., Limited, has purchased the hardware stock of Carl Strobel.

Napoleon—Butler & Hastings succeed Geo. W. Butler & Co. in the hardware, grocery and shoe business.

Owosso—J. W. Upham's shoe store has been closed by virtue of a chattel mortgage held by John Lytle.

Midland—The firm of Smith & Hubbard has been formed to continue the drug business of Smith & Smith.

Marshall—Geo. Shaw has engaged in the grocery business at the old stand of White & Tierney, having purchased the stock of that firm.

Marquette—John Carlson has engaged in the grocery business, having purchased the stock of John T. Jones.

Traverse City—F. L. Kilterhouse & Co. have put in a stock of groceries and confectionery at 521 South Union street.

Flint—Cook & Shepner is the style of the new firm organized to succeed Menzo F. Cook in the jewelry business.

Houghton—John Carlson has re-engaged in the grocery business. He has purchased the stock of J. T. Jones.

Cheboygan—Glover & Co. is the name of the new firm which continues the dry goods business of Hal. W. Glover.

Elton—Chas. L. Hall has purchased the interest of his partner in the hardware and grocery firm of Taylor & Hall.

Conway—J. W. VanEvery has purchased the grocery stock of E. J. Phillips, instead of VanEvery Bros., as previously stated.

South Haven—Schroder & Co. have removed their stock of general merchandise from Galesburg to this place. They will also handle lumber, lime and salt.

Crystal—W. A. Grimm has purchased the interest of J. M. Fitzpatrick in the cheese factory of Fitzpatrick & Case. The new firm will be known as Grimm & Case.

Escanaba—Emanuel Olson has purchased the interest of Mrs. P. Walch in the hardware firm of E. Olson & Co. and will hereafter conduct the business in his own name.

Wayland—Burpee & Quinlan, lumber dealers, have dissolved partnership by mutual consent, F. D. Quinlan retiring. J. M. Burpee will continue the business in his own name.

Lansing—C. O. Deeg has resigned his position in the boot and shoe store of H. A. Woodworth and purchased a one-half interest in the coal and wood business of C. E. Stabler.

Homer—O. E. Blair, formerly engaged in the grocery business at Grayling, has purchased the grocery stock of Hoffman & Son and will continue the business at the same location.

Eaton Rapids—Frank L. Kingan has sold his grocery stock and bakery to O. N. Stone, of Lansing, who will close out the stock as rapidly as possible. Mr. Kingan will remove to Montana.

Montague—M. S. C. Whitbeck, who has been associated with F. E. Lewellyn in the produce business, has organized a new firm, of which he is the head, and engaged in the same line of business.

Owosso—R. J. Titus, of Clarkston, has purchased the retail meat business of J. H. Copas & Sons, on North Washington street. Copas & Sons will devote their attention to their wholesale business.

South Lake Linden—Henry Ratz has entered into partnership with V. Klein, grocer and meat dealer at this place. Mr. Ratz will conduct the meat market, while Mr. Klein will have charge of the grocery department.

Maple Rapids—Stanley & Young, general dealers, have purchased the merchandise stock of H. F. Boughey, at Cedar, and will make it the shipping point for both stores. J. A. Pennington and Geo. Clement will be in charge of the Cedar store.

Newaygo—J. H. Edwards & Son, who have been engaged in the hardware business here since 1869, have sold their stock to Alfred Tyler, of South Haven. Mr. Edwards will devote his time to farming and his son, Daniel, will engage in school work.

Detroit—William H. Elliott, the Woodward avenue dry goods merchant, is very seriously ill at his residence, 507 Cass avenue. He is suffering from a general collapse brought on by overwork. His attending physician holds no hopes of his recovery.

Detroit—Gus W. Zanger, formerly of Marshall, has purchased the fur stock and business of A. W. Reckmeyer & Co., with whom he has been connected as an employe for nearly ten years. He will continue the business at 32, 34 and 36 Miami avenue and cater to both the wholesale and retail trade.

Wayland—E. S. Fitch, who has been engaged in the hardware business in this village since 1866, has sold his stock to Wm. B. Hooker, who will add same to his stock and remove to the Fitch store building. Mr. Fitch retires from the hardware business to engage in the manufacture of the Fitch Aquatic cream separator.

Battle Creek—Finlay & Templeton have opened a grocery store in the Werstein block, formerly occupied by Sterling & Co. Mr. Finlay has been engaged in the grocery store of Allan Raymond and his successor, Wm. H. Hamilton, for nearly sixteen years. Mr. Templeton is a former resident of Indiana, although his early childhood was spent here.

Dighton—The general stock of the late Geo. A. Ball has been purchased by V. S. Rolfe and Wm. Damouth, who will continue the business under the style of Rolfe & Damouth. The stock will be moved to Rolfe Station, on the Manistee & Grand Rapids Railroad, Mr. Damouth having secured the removal of the postoffice to that point and the appointment of himself as postmaster. The postoffice will hereafter be known as Rolfe.

Muskegon—The New York Racket store has been closed by virtue of an injunction issued at the instance of one member of the firm, Joseph N. Stockwell, of Flint. He alleges in his bill of complaint that his partner, Chas. H. Rood, has violated the articles of partnership and says that it is his belief that the latter is conspiring with his wife and Frank E. Leonard, to whom he has given chattel mortgages on the stock unknown to him, to defraud him. The mortgages so issued amount to \$1,929.63. The capital stock of the partnership is \$1,000, all of which money Stockwell says he put in the business.

### Manufacturing Matters.

Chesaning—J. B. Hoffman has sold his cheese factory property to C. E. Stuart.

Detroit—John H. Harrington continues the cigar manufacturing business of J. H. Harrington & Co. in his own name.

Port Huron—Fred A. Boyce has purchased an interest in the cigar factory on Water street and the business will hereafter be conducted under the style of J. W. Benedict & Co.

Port Huron—Robert Brisley, who has conducted the business of manufacturing mattresses in different cities of Michigan during the past nine years, has returned to this place, where he will permanently locate a factory.

Jackson—The Jackson Hat Co. has been reorganized with a capital stock of \$10,000. The Brooks-Eslov block has been leased and the factory will be located at this place. The officers of the company are A. L. Felter, President; G. W. Legg, Vice-President and Manager, and C. R. Loucks, Secretary and Treasurer.

### The Boys Behind the Counter.

Port Huron—Chas. Baxter has left the A. H. Fish grocery and secured a position with Theo. Hammen. Edward Forrester, who has been with the same store for eight years, has left his position and will probably go to Detroit.

Benton Harbor—Lew Filleher has resigned his position at Morrow & Stone's grocery and is succeeded by Clyde Morrow.

Hillsdale—T. C. Pulver is the new clerk at Beckhardt Grocery Co.'s.

Eaton Rapids—Chris. Barnes has secured an excellent position in the clothing department of the Enders & Young Co., of Benton Harbor. Mr. Barnes is an experienced man in the clothing business, having been with M. L. Clark here for about twenty years.

Cheboygan—Alex Gaines, one of Cheboygan's most popular grocery clerks, has taken a position in N. Howard's grocery.

Alpena—The retail clerks have decided upon May 7 as the date for their annual ball.

Caro—H. R. Howell, who is well known to the people of this vicinity as the deputy register of deeds under W. H. Cook, and who went to Saginaw to take a position in Morley Bros.' wholesale hardware store January 1 last, has been transferred by that firm to the position of assistant manager of their hardware store at Evart.

Evart—David Rorison, who has been assistant manager of the E. F. Birdsall Co. hardware business for the past three years, has taken a position as manager of Potter Bros.' hardware establishment at Alpena.

Kalkaska—C. M. Beecher has resigned his position at Rykert's cash grocery. He has been succeeded by D. N. MacDonald.

St. Joseph—Clarence McGraw has resigned his position at Scherer's grocery and taken a position in Bird's drug store.

Calumet—John T. Rowe has resigned his position with the Star Clothing house and will take a position with J. P. Petermann in the store lately purchased at the Kearsarge. Mr. Rowe will have charge of the dry goods and men's furnishing departments.

Freeport—Len Wolcott succeeds Wm. D. Quigley as clerk in I. E. Moor's grocery store.

Owosso—Will Lovett, who has been in the employ of Lyon & Pond as clerk since the opening of their dry goods store here six years ago, has been obliged, because of continued poor health, to give up his position, and in a few days will go South for his health. He is undecided where he will locate, and may go on to Central America.

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

**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

## The Produce Market.

Apples—Ben Davis command \$3.50.  
Asparagus—\$1.25 per doz.  
Bananas—Prices range from \$1.25@1.75 per bunch, according to size.  
Beans—Receipts of foreign were heavier last week than for a month past. The market is dull and quotations are tending downward.  
Beets—\$1 per bbl.  
Butter—Creamery has declined to 18@19c, based on the decline of Elgin to 18½c. Receipts of dairy continue heavy. Fancy commands 15c, choice ranges from 12@14c and packing stock moves readily on the basis of 10@11c. The Legislature of Illinois has passed the renovated butter bill. This is similar to the law in New York State, and if signed by the Governor will take effect July 1. No efforts were made by the process men to stop the bill, they claiming it would be cheaper to defeat it after it was a law. As soon as it is in effect a test case will be made.  
Cabbage—Southern commands \$2.25 @4 per crate, according to size. Home grown stock is entirely out of market.  
Celery—California white plume is steady at 75@85c per doz. bunches.  
Cucumbers—\$1.25 per doz. for home grown hothouse stock.  
Eggs—Eggs are considerably weaker since April, the storage month, is over. Great quantities of eggs have gone into the coolers throughout the country. While the receipts in Chicago and New York have not been materially greater, since the first of January up to the present time, the coolers all through the East and West have more eggs than they ever had at this season of the year. Local dealers are trying to obtain 12c in the face of a falling market, but expect a slump to a lower level before the end of the week. There is a great deal of dissatisfaction over the persistency with which Armour and Swift have gone into the country and bought eggs from original hands. Heavy packers throughout the Northwest have been compelled to compete with these big establishments and they declare it has been the cause of the high price of eggs.  
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—Are strong and the tendency on good Sicily fruit is upward. There has been some increase in prices during the past week, and, according to present outlook, there will be a still further increase before very long. Buying has been light and there will be increased consumption as soon as it becomes warm enough. Local dealers meet with no difficulty in obtaining \$3 for choice Messinas and \$3.25 for fancy. Californias are steady at \$3.65.  
Lettuce—Hothouse stock is in good demand, commanding 12c for leaf.  
Maple Sugar—10@10½c for genuine and 9c for imitation.  
Maple Syrup—\$1 per gal. for fancy.  
Onions—Bermudas command \$3 per crate. Egyptians fetch \$3.50 in 112 lb. sacks.  
Oranges—California navels and Mediterranean sweets fetch \$2.50@3.25. Seedlings command \$2.25@3.  
Parsley—40c per doz.  
Parsnips—\$1 per bbl.  
Pieplant—4c per lb.  
Potatoes—The market is stronger and higher. Outside buying points are paying 27@30c.  
Poultry—Receipts are not sufficient for local requirements, in consequence of which local dealers are compelled to draw on Chicago for supplies. 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, 18@25c per lb.

Radishes—20c 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—40@50c per bu.  
Strawberries—\$2 per case of 24 pints for Mississippi stock; \$3.75 per case of 24 quarts.

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

Tomatoes—\$2 per 4 basket crate.  
Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

## The Grain Market.

Wheat during the past week has had a strong upward movement. Last Saturday May wheat went to 74¼c—fully 4c above low point. Bad crop reports from Germany, rust in Texas, Hessian fly in Kansas and large sales for export caused the advance. The visible also made a decrease of 1,500,000 bushels. During the day some large lines were closed out, which had a depressing effect and caused prices to recede fully 2c from the high mark, leaving the price where it was a week ago. To-day our visible is 48,300,000 bushels, and not much to come forward. About two-thirds of this amount is held in Minneapolis, Duluth and Chicago. As Minneapolis will need all the wheat they have to grind, the buyers of wheat will have to go to Chicago and Duluth, which will not last long. Winter wheat was not so much affected by the decline, owing to its scarcity. While the present price will probably hold for a few days, traders are watching the coming crop, which has many vicissitudes to go through before it is harvested. So far, the market is in a waiting mood.

Corn is king, at least for the present. The visible was reduced about 2,000,000 bushels to-day, the market being oversold, which made the short sellers scramble to buy, but they found not much for sale and any offers were quickly taken up for May around 48½c.

Oats likewise were very strong; in fact, about 1c a bushel higher than last week.

Rye was sluggish and there is not much doing; in fact, the rye season is about over. It looks like lower prices.

Flour prices looked up and fair sales have been made at enhanced prices. Mill feed has remained very steady. The demand is still urgent. The city mills are sold ahead.

Receipts for grain have not been very large this week, being: 34 cars of wheat, 7 cars of corn, 6 cars of oats, 5 cars of flour, 1 car of bran, 13 cars of potatoes.

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

It is very generally conceded by all who have given the matter careful consideration that the garnishment bill now before the Senate is not so favorable to the merchant as the present one-sided law, on account of the machinery it will introduce in the case of every attempt to take advantage of the measure. Those who have studied the situation are a unit in declaring that the best course to pursue is to permit the present draft to die in the Senate and, profiting by past experience—which involves the elimination of champions of the Cozens stripe—concentrate all the forces at command two years hence in securing the enactment of a law which shall be fair to all concerned and afford the merchant that measure of protection to which he is justly entitled.

## The Grocery Market.

Sugars—The raw sugar market is rather quiet. Importers are asking 4¼c for 96 deg. test centrifugals, but refiners are not willing to pay over 4 3-16c. Holders remain confident of better prices a little later and offerings are very light, consequently sales are few. It is believed that refiners, in order to obtain any large lots, will have to meet seliers' views as to price. The visible supply of raw sugar is 2,600,000 tons, against 2,110,000 tons a year ago. The refined sugar market is unchanged and the demand is moderate. With the usual heavy spring demand prices will probably harden, and an advance of 10 points may be established.

Later—Wire advices from the East say that refiners have taken everything in sight at 4¼c and that an advance in refined will probably follow.

Canned Goods—There is nothing of particular interest in the canned goods line. The orders, while plentiful, are for small lots. The indications are favorable for an active spring trade, as the reports from all sections of the country are to the effect that the consumption of canned goods continues very large. The Indiana packers have named no prices on future tomatoes and they are being offered very sparingly by a few outside packers at prices ranging a trifle under those of last year. The demand for spot tomatoes is fair, with no change in price. Corn is quiet.

There is a moderate demand for good grades at previous prices. Orders are small and this article does not show much activity. Spot peas are in fair request at unchanged prices. There is still a great scarcity of the better grades, but the cheaper grades are in fair supply. Any remarks now concerning the coming pea crop would be based entirely on guess work and that is not very satisfactory. The only thing that can be said with accuracy is that the early crop is progressing satisfactorily and, unless something unforeseen occurs, we will have a good crop. Some packers have not named any prices on future goods yet and will not until they are satisfied as to what the cost of the raw material will be. Conditions do not seem to favor an average pack of peas in Wisconsin this season and, judging from late reports from the larger producing sections, what has been previously said about a reduced acreage on account of the fear of the pea louse is well supported. The unfavorable winds have prevented the pineapple boats from making much progress and it is the general opinion that the packing season will be a week, if not two weeks, later than was anticipated. The pineapples are said to be of much larger size this year than they were last and more will, of course, be produced, while they will probably be cheaper. A few Baltimore packers have named prices on the new pack, but the larger packers are not expected to do so until they begin packing and know what the cost to them will be. There is some demand for future Singapore pineapple in chunks. There has been a fair demand for spot peaches, but not nearly up to expectations of the holders and there are all kinds of prices for all kinds of qualities. The salmon market is dull, but holds up very well for this season of the year. Stocks are not heavy, and, with the best salmon consuming months ahead, some good judges look for a scarcity of supplies before the new pack comes to hand.

Dried Fruits—Dried fruits, as a

whole, are quiet. Prunes show no change, there being virtually no buying from the coast and the local demand being entirely on the hand-to-mouth order. There is still a great scarcity of two or three sizes, 40-50s and 60-70s being the ones in most request. Reports from the coast state that the crop of prunes in California this year will not be more than 40 to 50 per cent. of the 1900 crop and that the crop will run to large sizes. Raisins are selling in a small way at unchanged prices and there is some little demand for seeded. The confirmations of damage done by frost in the northern part of California, particularly in the large peach districts, have awakened considerable interest in this article, which is selling much better and at more satisfactory prices. There is also considerable speculative buying on apricots, as it is quite certain that new goods will not be obtainable at anything like the low figures that are named for spot goods. Trade in currants, while still small, shows some slight improvement. Prices are firmly held. Markets throughout the country are carrying light supplies and holders are confident present supplies will be worked off without difficulty before the arrival of the new crop. Dates are a trifle lower. There is some anxiety to sell Hallowi, owing to their non-carrying qualities. Figs are in fair demand and prices are unchanged.

Rice—Trade in rice is rather slow, but holders are very firm, and, with light supplies throughout the country, a better trade is expected, in which case prices will advance. Spot stocks of most grades are moderate, but the scarcity of fancy head rice is becoming more evident every day. From the South reports in reference to the new rice crop are that preparations are being interfered with or suspended in many sections because of the wet weather. Where planting has been completed low temperatures have checked germination or growth of grain.

Tea—A slightly improved demand was noted for teas during the past few days, and a better feeling prevailed among buyers, with aggregate sales showing a slight increase over those of the week previous. Prices are firmly held and, importers being sanguine that prices have touched rock bottom, there is no disposition to shade the same.

Molasses and Syrups—The molasses market is very firm and dealers, as a rule, ask an advance of 2@3c per gallon for mixed molasses, influenced by the rising market for glucose during the past week. The statistical position remains strong and prices have an upward tendency. The demand for corn syrup is rather quiet just now. Dealers have sufficient supplies for the present and are not making any heavy purchases. In sympathy with the advance in the glucose market, corn syrup has also advanced ½c per gallon and 1c per case.

Nuts—Trade in nuts at present is quiet, but is about the same as usual at this time of the year. Stocks of almonds are light—much lighter than usual at this season—and high prices are realized.

There are many reports regarding damage to the new crop, but this is something that nobody knows anything certain about as yet. Stocks of filberts are large and they are moving rather slowly. The new crop so far as can be ascertained now is progressing well. Peanuts are in good demand at previous prices.

Rolled Oats—Are in fair demand at unchanged prices.



## KOSHER MEAT.

## Stringent Regulations Observed by Orthodox Jews.

From the New York Sun.

In one of the big slaughter houses in this city a certain proportion of cattle, from 1,600 to 1,900 head, are slaughtered each week according to the Shechitah or Israelitish law. Here can be seen the butcher who is not only a strong man, but also a scholar versed in ancient lore, the Jewish inspector who looks like a professor, gravely meditative, and the rabbi, skull-capped and spectacled, giving approval to the blades with which the work is done.

"It pays us to keep always a supply of kosher meat," said the manager of the business. "The demand for the genuine kosher is steady, and since only the heaviest, finest steers are used for it, the Gentile butchers are always ready to take the wastes and cuts off our hands. And some of the choicest fifteen-pound roasts sold anywhere in the city are from Shechitah-killed bullocks.

"You, see out of the 1,900 cattle butchered for kosher only about 70 per cent. will prove available. Not that there is anything the matter with the meat itself, but some of the fine rules relating to the ceremony of killing may not have been complied with. If the knife trembled in the hand of the shochet butcher when he performed his office the seal of kosher meat can not lawfully be affixed to that carcass. If it proves after a steer is lawfully killed that there is some flaw in its lung tissue or some slight injury in the lining of its stomach—no matter how long healed—that steer would be unavailable as kosher. It would be called terepha, meaning most excellent, sound meat, but not fit for an orthodox believer's consumption.

"The forequarters only of the steers killed for kosher are used by Hebrews. The fifth rib is the dividing line between the sanctioned and the unsanctioned. The porterhouse steaks, tenderloin and all the hindquarter parts, so much prized by the Gentiles are not wanted by the Jews.

"We get a cent a pound more for the forequarters—generally considered an inferior portion—if killed according to the Shechitah, than we would get if the animal was slaughtered in the ordinary way; so it is just as cheap to us to adopt that method. Come up to our refrigerated compartments," he added, "and I will show you the different assortments."

Admitted to the great refrigerator floor, the visitor is amazed that anything so commonplace as dressed beef can be made into so pleasing a picture. The compartment is so cold, being at 36 degrees, that wraps are needed to enable one to stand the change of temperature. But the rows of regularly hung sides of beef stretching off in symmetrical evenness down the long enclosure with barely walking room between them are a sight to see. There are hundreds of great halves of animals suspended neck downward, each from its own hook, hanging with such orderly precision that hardly a deviation of outline shows.

"This is kosher," says the manager, stopping before a specimen. "A beauty, isn't it? The fat clear, white and firm like marble, and the lean an even, wholesome pink. See, this is the tag," indicating a label fastened to the forequarter by a wire.

"This label has set down in Hebrew the date of the killing and the fact that the Shechitah in the case of this particular animal was legally followed. The signature is that of the chief assistant of the rabbi, who is authority for the Jewish law in this respect for the whole United States. Up to thirteen or fourteen years ago there was no official in charge of the matter. Each slaughter house that catered at all to Jewish trade employed its private shochet or Jewish butcher, but there was no one in authority over him, no supervision of his actions. The customers had no guarantee that the meat they purchased as kosher was genuine.

"The increase of Hebrew population in New York prompted the importation

of an official trained in the supervising of such matters in Russia, and the consumers of kosher meat have since felt safe in relying on the official seals he instituted. There are even now numerous butcher shops about town, with mystical letters put up in their windows signifying that kosher meat is in stock, which are not always to be trusted. These shops have customers because the customers are ignorant that the lawful ceremonies have been omitted. But those Hebrews alert enough and able to pay for a guarantee in this, which they hold a most important domestic matter, will not be put off with any sharp practice.

"Apart from all prejudice, the forequarter of an animal known as the chuck meat really contains the most nutritious, life-sustaining elements. It is meat that requires long, skillful cooking to be at its best; but when properly prepared it is immeasurably finer, more nutritive than the cuts and joints usually thought so much of and selling for a higher price.

"I think it will be conceded that portions which can be cooked in a hurry, like steaks, etc., are not so toothsome or life-giving as those that take a long time and much skill to make ready, but that is a matter of taste. Another thing, if kosher meat has been killed more than seventy-two hours it is unsalable as kosher and has to go at the usual price to people who don't care whether the steer was killed by one method or another.

"They are killing by the Shechitah this morning," he added. "I will show you our shochet. He has been with us ten years and is a learned man as well as a man of big stature. He must not only be strong, but also must not know the meaning of nerves so that his hands may not tremble in performing his office and cause suffering."

The big, rough-walled inclosure where the slaughtering goes forward is an impressive place. From the stairway going down to it, which stairway looks out on the East River, can be seen the cattle yard full of big steers just taken in from the flat boats at the pier. Nobody sees the killing, which goes on behind the heavy barred partition in one corner, a corner which opens by a chute onto the cattle yards and into which the brutes are forced one by one. But there is continually the sound of scrambling hoofs behind that wall and the tussle that must inevitably ensue when any powerful creature gives up its life.

"The rabbi there on the bench is a great scholar. See him examine the knife," the manager whispers.

The rabbi looks like a scholar. He is lean and pale and wears a student's cap pushed back off his forehead. He

## Promptness

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

They will be shipped on the first train.

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

Therefore, prompt shipments.

BROWN & SEHLER.

Grand Rapids,  
Michigan.

## Butter and Eggs Wanted

Write for Cash Prices to

R. Hirt, Jr.,

34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.

## The Imperial Gas Lamp

Covered by U. S. Patents

Admittedly the best light on the market and the most economical.

The Imperial

burns common stove gasoline and gives a 100 candle power light at a cost of one cent per day.

One gallon will burn 60 hours

The needle keeps the burner clean, so it will not clog, and the generating tube being in center of flame, insures a light that will not go out. There is no odor, no smoke and no flicker. The light can be raised or turned down just as with a gas jet or lamp. The Imperial is the most perfect light on the market and everything pertaining to it is the best to be had. IT WILL PAY TO INVESTIGATE. Agents wanted.

THE IMPERIAL GAS LAMP CO.

132-134 Lake St., Chicago, Ill.



## National Electric Runabout



Style A. \$750

Can furnish wood wheels with solid rubber tires in place of wire wheels and pneumatic tires—if wanted.

The lightest, neatest and most efficient electric vehicle in the world. Send 5 cents in stamps for the handsomest Automobile Catalogue ever published.

Correspondence solicited.

Adams & Hart, 12 West Bridge St., Grand Rapids, Mich.

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



runs his finger critically over the gleaming blade of the shochet's knife. It is satisfactory. He gives it into the hands of the shochet, who retires within the boarded inclosure, where his skillful and religious act is to be performed.

There is renewed scrambling and tussling behind those boards. Another bullock dies. The shochet again brings the blade to the rabbi for inspection. But this time it must be sharpened, so another knife is selected.

Meanwhile an archaic-looking, long-bearded Jew of powerful frame, but of delicate touch and seemingly much perception, stands at a long table examining the condition of the newly slaughtered animals outspread before him. He has come upon some symptom in a carcass that requires investigation.

He leads his long fingers again and again over the membrane of a suspected lung and finally dislodges it. Then he examines the under part by pouring warm water on it to discover if an aperture has been made in the lung by the separation of the tissue from it. The water leaks through. The animal has at some time had inflammation of the lungs. It had recovered from the malady and was seemingly in splendid condition when killed, but it can only be terepha, not kosher. Israelites may not partake of its succulence.

"The skillful operation of Shechitah depends on two things," says the manager, "the fitness of the shochet and the fitness of the knife. The shochet must be careful, active and brisk. He must not only be a believer in the Mosaic law, but he must be expert in examining the inner structure of an animal.

"If he breaks the Sabbath he is no longer a shochet, but his name is nabal, a miscreant. An animal, no matter how wholesome and fat, if killed by such a man, is called nebelaha, or dead of itself. The shochet must have a good knife, of the required length, sharpness and smoothness, without the least indentation, in order to cut the animal's throat without stopping and without pressing down the knife in the least. In this way the two bodies of the animal, the exterior body containing the brain and the interior body containing the heart, are separated from one another in the speediest and best manner.

"There are five rules relating to the immediate fact of the killing and the violation of any one of them would condemn that particular animal as unavailable for kosher. In the ancient Hebrew writings the most painful and the most painless kinds of death are described. In the most painful the spirit is said to depart from the body with the same difficulty that wool is taken out of thorns or burs. In the easiest dissolution body and spirit part with the same ease that a hair is drawn out from milk.

"The Shechitah is supposed to precipitate a much easier death than that caused by blows inflicted on the animal's head. The flesh of a beef killed by the Jewish method looks more uninviting than that butchered in the usual way simply because the beast has bled freely. Occasionally coagulated blood is found on the ribs of an animal killed by blows on the head, or blood adheres to the inside of the spine and the clots can not be removed by washing. For this reason some of the choice retail butchers who have no interest in the religious functions of the Shechitah like to get hold of beef so killed.

"The flesh of an animal killed by blows is heavier than the flesh of one killed by Shechitah, because the blood has been absorbed by the members. The blood is the life and spirit and is forbidden to the orthodox Hebrew, who believes that if a man eats blood he partakes of its properties and qualities and transmits those qualities to his children after him. 'Only be sure that thou eat not the blood, for the blood is the life,' is a mandate set down in Deuteronomy.

"What is the trouble with that beef?" he asked, seeing the examiner shake his head doubtfully over a portion of lacy-looking membrane which he held and then consult with the shochet.

"A nail had penetrated the lining of the stomach," came the answer. "No,

it had not injured the health of the creature. The wound was healed long ago, but the meat is not kosher. How does a steer get hold of a nail? Oh, frequently, nails and other foreign substances are found in the stomach. Of course not so much in the range cattle, but the larger portion of the kosher meat must come from cattle that are stall fed. The Western buyers take them thin and in poor fix for butchering from the range and then fatten them in barns."

As much care is exercised in the killing of poultry for the use of Hebrew families as in the killing of beef. Hundreds of dealers in the uptown districts where prosperous Hebrews live and others on the East Side downtown keep only Shechitah-killed geese, ducks, fowls, and turkeys for their trade.

Some of these have slaughtering establishments of their own, keeping a shochet regularly employed and also a rabbi or examiner authorized to attach the seal guaranteeing that the killing of the poultry was lawful. The more general usage is for the individual dealer to buy a coop of live birds and lodge them at the public slaughter house to be killed at a cent a head after the prescribed manner and according as he needs them.

At the Gouverneur slip slaughter house tier upon tier of padlocked cages on the different floors are leased out to the small poultry dealers for this purpose, much as boxes in the postoffice or boxes in the deposit vaults are rented to customers. At this place 15,000 head of fattened stock a day are put to the Shechitah; eighteen sichts at \$15 a week are on the staff of employees.

The chicken or goose to be executed is swung by the legs from a hook overhanging a trough. The gullet and wind-pipe are severed by a special blade exactly as in the case of steers. The knives are kept steeped up to the handles in a solution of lime to prevent their rusting. Even after the Shechitah has been lawfully performed if the bird proves to have an enlargement of the crop or an injured leg or wing, it is condemned for orthodox eating. It is then terepha, good for outsiders' consumption, but under the ban for its original purpose. If killed properly and no fault found the victim is taken to an ingeniously contrived machine where the Hebrew seal of approval is in a twinkling affixed to the legs.

During the winter season from 6,000 to 7,000 geese are sealed and guaranteed thus in a single week.

**Stages Through Which Stale Bread Passes.**  
From the New York Tribune.

A Long Island man who was showing a friend a couple of hunting dogs at his place the other day looked up as he heard the sound of approaching wheels. "Here's the bread man," he remarked, and as his friend gazed in surprise at the open cart laden with bulging sacks, thinking it the strangest baker's outfit he had yet seen, the owner of the dogs bought a barrel of the merchant's stuff.

"It's for the dogs, you know," he explained as the wagon drove off. "Broken up and mixed with other things it makes good food for them. That man does very well with his stale bread business. He buys the bread at a low price in the city when it is too old to sell to customers there. But it hasn't reached the dog food stage, then, by any means. He first retails it as long as he can to the Italians who work on the roads and do all the hard labor hereabouts. I believe they wash it down with beer of about the same state of freshness. Well, when the bread gets so stale that even the Italians can't eat it, it is ready to be peddled around among the villages in the neighborhood. The farmers buy it to feed their pigs and chickens, and a good many people use it, as I do, for their dogs, so there is no loss or waste to cut down the dealer's profit."

The Indian smoking his pipe of peace  
Is slowly passing away,  
But the Irishman smoking his piece of pipe  
Has certainly come to stay.

**The Short Skirt.**

Fashion may have its whims, but when the iron-clad law begins to interfere fashion has to submit. The edict went forth some time ago that short skirts were to be sacrificed at the shrine of grace, and the trailing long skirt to return.

But in Germany this edict has been met by a counter edict from Kaiser Wilhelm, forbidding women to wear trained skirts on the street. The interests of health is the excuse His Majesty gives for interfering in such serious matters as feminine dress. Why should the short skirt go out, anyway? If a vote were taken, every nine women out of ten would say: "Hang onto the short skirt."

Are women to have no voice in their own affairs? Short skirts are a boon and a blessing, and the women who sneer at them are the women who never wore them, and are thus unable to appreciate their advantages. However, it is likely that it will take two or three edicts to do away with the walking skirt now that women have grown attached to it.

**Trying to Shake Off Trading Stamps.**

Retailers of Lima, Ohio, have become so thoroughly disgusted with trading-stamp experiences that a paper has been circulated among them and has been signed by 103 of them. The paper mentioned reads as follows:

We, the undersigned merchants of Lima, O., hereby agree that from and after the expiration of the contracts we

have with the Lima Trading Stamp Co. we will discontinue the giving of stamps with purchases, and also agree not to enter into any advertising schemes, such as lottery or gift schemes, or games of chance of any kind, and we further agree to refuse to advertise in programmes of any kind.

**OUR GAS AND GASOLINE MANTLES**



Are the best.

Glover's Wholesale Merchandise Co.,

Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries.

Grand Rapids, Mich.

Traveling Men Wanted.

**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.

**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.

**Fans for Warm Weather**



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

**Tradesman Company**

Grand Rapids, Michigan





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 1, 1901.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, de-  
poses 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 24, 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 twenty-seventh day of April, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,  
Mich.

#### TWENTIETH CENTURY VANDALISM.

The learned men of modern times, in  
every country, have never ceased to de-  
plore the destruction of books, the  
records of the literature, history, science  
and other gathered knowledge of earlier  
times, in burning and pillage by savage  
conquerors of the great cities of the  
ancient world.

The so-called prehistoric ages are  
prehistoric, not because there were no  
records of them, but because those re-  
cords have been lost in barbarous war-  
fare. The remains of cities dug out of  
ruins show that the people who built  
and dwelt in them possessed high de-  
grees of civilization and had developed  
commerce and industries and cherished  
learning, a knowledge of which to-day  
would be of the greatest interest and  
importance to reveal mysteries and un-  
fold facts which are now utterly lost to  
us.

The Romans, who conquered and  
plundered every nation, carried not only  
the stolen treasure, but all the wealth  
of books, pictures and sculpture to their  
great capital. There were gathered in  
libraries and galleries all the world's  
treasures of art and letters. But three  
times was the Eternal City captured and  
pillaged and twice burned by the cap-  
tors. It was taken and burned by the  
Gauls in 387 B. C.; it was captured by  
the Goths in 410 A. D., and by the  
Vandals, who, in 455 A. D., made a  
finish of what had been left by Alaric  
and his Gothic hordes.

The stores of the world's history, sci-  
ence and literature that perished under  
those frightful conditions are beyond  
computation, and when it is considered  
that all books and records were in man-  
uscript, written by hand, and that,  
therefore, the only copies extant of many  
books were thus irretrievably destroyed,  
some idea of the loss to after ages can  
be realized.

After the last sacking of Rome, there  
still remained the Alexandrian Library,  
in Egypt. The successors of Alexander  
the Great had gathered in the city named  
for him records of all the learning of  
the East, and, indeed, of the civilized  
world. Many copies of the various  
books of the Holy Scriptures had been  
destroyed in the ravaging of the Roman  
Empire and capital, but there were  
doubtless not a few stored up in Alex-  
andria, whose library was the foremost  
in the world.

That city was stormed by the hordes  
of Mohammed in 640 A. D. When it  
was reported to Amron, the victorious  
commander, that there was in the city a  
great building filled with books, he is  
said to have given the order to burn  
them, since, if there were any valuable  
information there, it was already em-  
bodied in the Koran, and whatever was  
not in their sacred book must be bad  
and should, therefore, be destroyed.

The European soldiers now in China,  
it appears, have enacted in this Twen-  
tieth Century of enlightenment the ou-  
trages and crimes against civilization  
of which the barbarians of antiquity  
alone were capable. In the midst of  
their outrages upon women and murders  
perpetrated on children, they have  
burned all the great libraries in the  
Chinese capital. Dr. Herbert A. Giles,  
professor of Chinese in the University  
of Cambridge, England, says:

If the siege of the Pekin Legations  
had no other claim to be remembered,  
it would always be associated in the  
minds of those interested in Chinese  
studies with one of the most appalling  
literary catastrophes the world has ever  
seen. The utter destruction by fire of  
the entire book quarter, containing not  
only vast stores of modern books with  
their wooden blocks (stereotype plates),  
from which fresh issues are printed, but  
also large numbers of rare old editions  
long since out of print and almost un-  
procurable, would alone form a very  
sufficient disaster. Even this, however,  
is a small matter compared with the  
burning of the Han-lin College and all  
its priceless contents.

It appears that the origin of the Han-  
lin College is lost in the mists of an-  
tiquity. With the first rude efforts in  
the domain of Chinese historiography  
this department of state may be said to  
have come into existence. Its modern  
name dates only from the Eighth Cen-  
tury A. D., sometime between 713 and  
738. For more than four centuries and  
a half the college has been always upon  
the same spot, its members, chosen  
from the most brilliant among China's  
rising graduates, occupied, among other  
duties, in compiling the "Veritable  
Record" of each sovereign's reign,  
which may become public property  
only after the final extinction of the  
dynasty.

Without doubt the losses in history  
and other records resulting from the  
destruction of the Chinese libraries are  
not only most serious, but also irrepara-  
ble. The fact remains that so-called  
civilized warfare is not largely different  
from that waged by barbarians and sav-  
ages. It all means, simply, kill, burn  
and destroy.

The amount of news print paper man-  
ufactured in the United States is esti-  
mated at upwards of 2,000 tons a day,  
which makes the daily newspaper cir-  
culation about 30,000,000 copies. The  
people of the United States are the  
greatest reading people in the world.  
The circulation of 30,000,000 newspaper  
copies every day in the year is an av-  
erage of two copies for every family in  
the United States.

#### NO EVIDENCE OF SOCIAL DECAY.

A lady writer in the Nineteenth Cen-  
tury, in an article entitled "The Mod-  
esty of English Women," sees in the  
manners of the present time decided  
evidences of the decay of social purity  
and morals.

As the charge is a very serious one,  
because any decline in the standard of  
female virtue means corresponding un-  
dermining of the entire social fabric,  
it is worth most careful consideration.  
But since any deterioration in female  
purity can not exist in England with-  
out affecting society in all the English-  
speaking countries, it follows that the  
people of the United States have a great  
interest in the determination of the  
question. Women are the salt that pre-  
serves the purity and honor of human  
society, and if the salt have lost its sa-  
vor then society is in a bad way.

The writer referred to finds three  
evidences of the decay of modesty in  
English women: One of these is the  
theater. "What," she asks, "are the  
sort of plays that please the modern  
women?" If the stage is to hold the mir-  
ror up to nature, it must deal with the  
crimes and vices of mankind as with  
their noble and virtuous acts; but vice  
must be made hideous and abhorrent  
and it must be punished in the end to  
meet the demands of poetic justice and  
the unities of art; but too often vice is  
glossed over by "humorous" situations  
or tricked out in a false sentimentality;  
men, and especially women, are contin-  
ually represented as condoning immor-  
ality under the assumption that pas-  
sion, and not honor, reason and duty,  
ought to be the ruling impulse; inde-  
cency is purposely saved from its na-  
tive sordidness and ugliness by the con-  
summate art of an actor or an actress,  
by splendid dresses, sparkling music  
and superb mounting in general.

The writer then cites, as an example,  
a certain play as it was recently pro-  
duced in London, in one scene of which  
a woman undressed herself to a very  
considerable extent in full view of the  
house, and pretended to undress herself  
more completely than she actually did,  
while thousands of refined-looking and  
well-dressed women calmly and com-  
fortably watched this performance in  
the company of their brothers and sweet-  
hearts and others. But all this is noth-  
ing more than has occurred in the lead-  
ing theaters of the United States. If  
the best people, and particularly the  
women, had once for all frowned on  
such exhibitions they would at once  
have been withdrawn from the stage,  
since managers have only a desire to  
please their patrons and thereby fill  
their own pockets; but the questionable  
plays were those in the highest favor,  
and it is on record that "Sapho" was  
one of the most successful presentations  
placed upon the boards in Grand Rap-  
ids.

Another point in the decline of mod-  
esty is mentioned in the avidity with  
which the sensational accounts of mar-  
ital infelicities are scanned and the read-  
iness with which men and women marry  
those of the opposite sex who come out  
of divorce trials smirched and tainted  
with scandals. But a third point in the  
decline of modesty is thus stated:

It is impossible to be blind to the  
fact that the molestation of women, and  
particularly of young girls, in the streets,  
is too often due to their own immodest  
and provocative behavior. It is true,  
no doubt, that some part at least of their  
reckless levity is due to the fact that  
natures of an adventurous and daring  
temperament the element of danger is

fatally alluring. But altogether there  
is a most unhealthy sentiment on this  
subject among girls, even among girls  
whose behavior and bearing are not of  
a sort to provoke insulting notice. Such  
episodes are not looked upon with the  
disgust and repugnance which they  
ought to inspire.

The writer in question attributes the  
change of manners which she deplors  
to the scarcity of men in England. The  
military and civil services in the nu-  
merous colonies have carried off great  
numbers of men, while emigration and  
England's far-reaching commerce have  
absorbed as many more, so that there is  
a great dearth of young men in the  
United Kingdom. From a variety of  
causes, women are in an enormous ma-  
jority in that country, a majority which  
has been constantly on the increase for  
many years past. What wonder, then,  
if the old bad idea of the mental and  
social inferiority of woman should have  
merged into a new and not less mis-  
chievous estimate of her superfluity in  
the social machine?

It must be admitted that this change  
in female manners has been very  
marked since the days of our grand-  
mothers. The larger scope given to  
women in the business of the world  
largely accounts for this. When our  
grandmothers ruled society there was  
no employment possible for women  
save in domestic service, in dress-  
making and in teaching. To-day there  
is not a trade or profession that is not  
open to the fair sex. This fact must  
make a vast difference in manners; but  
manners and morals do not necessarily  
mean the same thing. The real ques-  
tion is as to social purity. Is there any  
real decline in female virtue apparent  
in the past quarter of a century?

In Europe, the standard of social  
morality is in the tone and manners of  
royal courts. At the present time they  
are above reproach. In England, the  
late venerable Queen kept a jealous eye  
upon the behavior of all around her,  
and she sternly and most uncompromis-  
ingly excluded all women, no matter  
how high in rank, if they had been  
mixed up in any scandals. In the courts  
of Russia, Germany and Italy a great  
degree of strictness as to manners and  
morals is enforced, and in the republi-  
can court of France like conditions ob-  
tain. Those are the great nations which  
have the greatest influence, socially and  
politically, in the Old World, and their  
social influence is thrown in behalf of  
morals.

One has only to look back a century to  
see the most rotten social corruption in  
all the courts of Europe and a corres-  
ponding license in the literature and the  
drama. Certain it is that conditions to-  
day are vastly improved. It may be that  
the moral pendulum is swinging back  
to the low standard of the Eighteenth  
Century, but the movement is slow.  
There is always a reaction from one ex-  
treme to another, but it must be remem-  
bered that in the straight-laced times of  
fifty years ago there were moral lapses  
and social scandals, just as there are  
to-day, and there always will be as long  
as human nature remains as it is.

After a survey of the entire situation,  
the Tradesman is convinced that, de-  
spite the great changes in the conditions  
created by the exigencies of modern  
life, the mothers are as devoted to the  
care of their children; that the daughters  
are as lovely and pure, and that the  
wives are as honest and true as ever  
they were in the days of the strictest  
social regulations. If this were not so,  
true love would no longer have the  
highest place in human sentiment and  
marriage would be universally voted a  
bad bargain, if not worse.



**THE DESTRUCTIVENESS OF WAR.**

War is the most costly business in which men can engage. It means destruction—the destruction not only of human life, but of property, and that on an enormous scale. At successive periods, all the civilization acquired by the human race and all the great works constructed by human labor are extinguished and given over to destruction in war.

We know little concerning the most powerful nations of antiquity, save from the ruins of their cities, of their great public works and their temples of worship. Only fragmentary relics of those great monuments of dead nations remain to give some dim idea of the grandeur of the civilization that has wholly perished from the earth.

Some faint notion of the power and progress of the ancient Egyptians can be obtained from the pyramids, the Sphinx and the ruins of temples. Those structures, built to resist the tooth of time and the force of the earthquake, are all that remain of a people who dominated the globe in their day. The site of Babylon, one of the world's greatest capitals, is covered by ruins so utterly decayed that it was only when some remarkable fragments were dug out that it was possible to realize that such a city ever existed. So of all the most powerful peoples of antiquity and their works.

It is impossible to compute the human lives and the works and wealth that were the product of human labor that have been destroyed in the wars which periodically devastated the face of the earth and blotted out entire nations and their works. If all the cities, all the interoceanic canals, all the other great public works which have once represented the dwellers upon earth had been preserved, as they would have been if there had been no great destructive wars, the accumulated wealth of the nations would be so great that no imagination, no matter how fertile and vivid, could picture it.

Astronomers tell us that there are canals upon the planet Mars from 200 to 500 miles in width and thousands of miles in length, and there is every indication that they were constructed by the inhabitants of the planet. The telescope has revealed that Mars is greatly deficient in water, not more than one-fourth to one-third of its surface being covered by the sea, while on our earth only one-fourth is land, and the balance is water.

The idea has been suggested that, on account of the scarcity of water, the inhabitants of Mars have excavated the vast system of immense canals that checker the surface of their planet in order to make its immense land areas cultivable and habitable. Of course, such titanic works would only be possible if they had been in course of construction by many successive generations operating through thousands of years, each set of workers taking care to preserve what was done by their predecessors and to add to it.

Such a state of affairs would prove in the most convincing manner that the inhabitants of Mars are remarkably peaceable and never engage in destructive wars. Mars got its warlike reputation from its red color, which seems to be the hue of its land, the water being green or otherwise dark, while the snow at its poles is white. The red planet, so far from being a world full of warriors, seems to be distinguished by the peaceful and industrious character of its in-

habitants, who are the constructors of public works so grand that the people of our globe, working with all the appliances of modern machinery and science, would require enormous lapses of time and complete immunity from war as the conditions necessary to construct them.

To give some idea of the cost of warfare in our own time, a few figures may not be out of place. A writer in the Chicago Tribune, speaking of the recent war between the States of the American Union, characterizes it as the costliest of which any reliable information is attainable. He estimates that the war of 1861-65 cost the Northern States a total of \$6,200,000,000, while the South spent more than \$2,000,000,000 in addition. And this does not consider the enormous expense of the pensions which have been paid for the last thirty-five years.

The estimate appears to be far short of the reality, for it does not include the loss in the labor of half a million men who were killed in battle or died from wounds and disease. The services of each would have averaged not less than \$600 yearly for a period of thirty years, which would be the immense sum of nine thousand million dollars, doubling the estimate made.

Writers on the subject claim that every war of any consequence directly affects practically all peoples on earth, no matter how far distant they may be from the scene of the conflict. Thus, during the Civil War, for instance, the cotton mills of England were cut off from their supply of raw material, and, as a result, there was a "cotton famine" in Lancashire, which took on the proportions of a national calamity. As a direct result of the Civil War, it has been estimated that 100,000 workmen in England, Germany and France were kept out of work continuously for more than three years, with much misery and starvation as the result.

The brief statement of a single war which lasted four years can give but a faint idea of the terrible destructiveness of war in every age, and it brings to mind the well-known expression of General Sherman on the subject, that "War is hell." And still the destruction goes on, since the nations of the earth have not yet reached the idea that the peacemakers are blessed.

As this is the maple sugar season, at least in the city markets, the suggestion is offered that maple sugar does not taste as it used to; that it has not the same flavor. The general idea seems to be one of criticism rather than commendation, and it is reckoned a change rather than an improvement. The real reason for the difference is that the old-time maple sugar was made out in the open, getting its dark color and its peculiar flavor from the smoke, the cinders, the leaves and the bark and various other kinds of dirt which fell into the boiling sap. Now the work is carried on much more scientifically and great care taken to prevent impurities, and the result seems unsatisfactory to those old-timers who recollect how it used to taste forty years ago. They seem to forget that the trouble may be quite as much with their taster as with the taste. To a man past middle age everything tasted better forty years ago than it does to-day, maple sugar included.

The wife that fumes and frets only hastens the time she may have a successor.

**WOMEN AND BUSINESS.**

Women might as well be frank with themselves on one point—they can not make the success in business that their husbands, fathers and brothers do. There is only one Hetty Green, and she can hardly be ranked with the Carnegies, Rockefellers and Morgans of the great world of affairs. It is all very well to allude to the superior physical strength that enables men to undertake tasks which women are constitutionally incapable of fulfilling; but the truth seems to be that women are not fitted for success along the same lines that men are, and it is a waste of time for them to aspire in that direction. There is a constantly growing agitation which aims to impress women with the necessity of being independent and self-supporting. Of course, there is, unfortunately, always a large number of women who have to earn their bread, but they should be pitied, rather than held up for the admiration and imitation of the remainder of the sex. An impression seems to be abroad that girls should not remain under the protection of the family roof any longer than their brothers, that they are under the masculine necessity of getting out and seeking their fortunes in the great world at about the same age.

One feminine characteristic which stands in the way of women's success in business is her inability to judge things in an impartial and impersonal sort of way. This is one of the things that a man learns at the very outset of his career. But the average working woman considers every man she meets in the course of the office routine from the point of his possible like or dislike for herself. Does her employer, in an absent-minded moment, stroll into the room with his hat on, she considers that it is a deep-laid plot to affront her delicate sense of the proprieties. If, in the course of a sultry noon, he should feel compelled to lay aside his coat and make himself cool and comfortable, it is because he has taken a sudden distaste to her presence and desires to make known the change in his sentiments. Moreover, the little courtesies which men pay to women—yes, even to business women—are too often construed as evidences of personal liking. It seems almost beyond the range of women's intellect to conceive of a state of things in which her business associates are absolutely neutral with regard to her personality; neither like nor dislike her, but regard her simply as one of the necessary features of the establishment.

There is, also, another point which is worth while mentioning in this connection: Woman has her distinct field, as has often been said, and that field is the home. But did it ever occur to a woman how much training she requires before she is competent to administer a household? If she devotes herself diligently to the acquisition of what she ought to know in order to manage even a very simple home, she has little time left to engage in the occupations which ought to be left to men. Think of the large number of young girls who know how to do stenography, typewriting, keep books and preside at the cash register! Then think how few there are who have any knowledge of the simple art of "first aid to the injured" (something that is indispensable in the home); how few know anything of the chemistry of foods or the nutritive values of the different cuts of beef or how to repair a man's wardrobe or drive a nail or—to come down to something

which implies a still greater deficiency—to keep an account book of the daily domestic expenditures? When women know these things, it is time enough for them, unless driven by stern necessity, to think of going into business.

**THE LAWS OF TRADE.**

Every period of wild financial speculation and extravagant expenditure is followed by a corresponding commercial and industrial depression and financial stagnation. These vicissitudes of business depend on laws of trade and public and private economy, which operate invariably in the same way under like circumstances. Financial and industrial revulsions are not confined to the nations which use the same methods of commercial and financial exploitation and development such as the Europeans and Americans, but they operate in like manner in every country where commerce and money are used.

As an example, the financial conditions in Japan may be cited. Consul General Bellows for the United States at Yokohama reports upon a commercial and industrial depression from which business in Japan is suffering. It appears that the large indemnity fund secured from China at the close of the successful Japanese war with the great empire led to the exploiting of many public and private undertakings which caused money to be unusually plentiful among the coolie or laboring classes. This induced extravagant methods of living, and is assigned as a potent factor in the large increase of imports. The amount of indemnity paid by China proved insufficient for the enterprises projected, and many millions were diverted from the customary channels of trade to carry forward these undertakings.

There has been a large increase in imports from foreign countries to keep up extravagant styles of living, and corresponding decline in exports, and the result was that in the past year 50,000,000 yen (\$24,900,000) passed out of the country to settle Japan's balance of trade. This large outflow of specie led the Bank of Japan to raise its rate of interest, produced a glut of merchandise in the hands of the importers, and caused a pronounced depreciation of stocks, bonds and securities.

The scarcity of money for commercial and industrial purposes is all the more keenly felt because of the steady rise in price of all living expenses, which have increased during the last few years over 75 per cent.

Foreign capital declines to enter the Japanese market, although tempted by flattering rates of interest. The government's recent effort to float a foreign loan has not proven a success, while school and municipal bonds, based upon safe security, are rendered undesirable to foreigners because of the peculiar regulations and conditions attending their issue.

All commerce and finance are subject to laws that operate as surely in Asia as in Europe and America. Every spasm of undue financial speculation and expansion is sure to be followed by a reaction as great as was the excitement at the period of the highest pulsation in the money market.

A recent trial at Fort Myer, Va., was to test the relative merits of khaki colored and the blue flannel shirts for soldiers. While no decision was reached, it was found that the khaki shirt is well adapted for field service similar to that in the Philippines.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—In looking over the market for staple cottons, it is evident that, take it altogether, there have been more yards of goods bought this week than for several weeks previous, although a portion of this business has been gained at the expense of price; some of it, however, has been taken at a very slight advance. Four-yard sheetings, for instance, have seen more business in 56x60 makes, because the price was made four cents. Brown sheetings and drills, on the other hand, show no special change as a rule, but in one or two cases an eighth of a cent advance has been made. Ducks in both heavy and light weights show no change. Bleached cottons are selling in limited quantities, but only for immediate or near-by requirements. Cotton flannels, blankets, etc., are without change. Denims show a moderate business, but other coarse colored cottons are quiet and rather easy.

**Prints and Gingham**—There is very little change to report in regard to printed fabrics of any kind. A moderate number of orders have been placed, but it is difficult to interest buyers in anything beyond goods for immediate delivery in either staples or fancies. Prices are irregular for narrow prints. Stocks of fancy calicoes have been reduced to almost nothing, and in several lines of staples the market at first hands is well situated. Napped fabrics are quiet, and gingham show no change.

**Dress Goods**—The dress goods market is not the scene of much life just now, and it becomes more strongly apparent that the majority of buyers have practically completed their initial selections. The piece dye mills are generally very well situated as to orders, and it is on plain goods that the greater part of the business that is coming in is placed. The season has presented some difficult problems for the fancy goods manufacturers, whose machinery is not adapted to the production of plains and staples. Their opportunities have been few. In looking for a fabric which holds out promise of business they appear to have generally decided upon the waist fabric, and the fact that they have all hit upon the same fabric promises to be unfortunate. There are many mills who are reported to have secured good orders on waistings, and some good orders are still coming in, and in some instances repeat orders have been reported. There is no doubt, however, that there are too many fabrics available at widely differing prices for the good of the market.

**Underwear**—The hope of the market lies in the duplicate season. The buying was so very light during the initial season, that with any kind of business at all, all present stocks would be cleared off and the buyers forced into the market for duplicates. Will they get them at initial prices? Probably not. At least those who come in late probably will not. The first in the field will get the benefit of present prices undoubtedly, and then, look out. The agents are taking a bright view of the situation, and say that the duplicate season will begin early; in fact, two or three have stated to the writer that they have already booked some duplicate orders. Whether they really are duplicates or simply some additional initial orders is uncertain. Fleece goods show little life. The total amount ordered

this year, as compared with last, is exceedingly small. It has been a great disappointment to the manufacturers, although they were warned many times, not only by trade journals, but by their customers as well, that there were many chances that they would not be in specially good demand this season. A number of the mills heeded these warnings, and a curtailment of production followed. This can not help being of some benefit to the market, but even then, without demand, it must mean that many goods will go begging for customers. On the other hand, there are optimists who say that the duplicate season will increase the fleeced goods business very largely, and that there is every chance of the buyers going short of goods and having to hunt for stock to replenish. Ribbed goods for fall are in a better condition, and prices have strengthened materially. There seems to be every reason to expect a good business in these goods this season. The duplicate spring goods business shows balbriggans to be in by far the best condition of any. The mills are quite generally sold ahead, they report, but here and there there is a moderate stock to be found. It is the larger mills that are in best condition, while the smaller mills occasionally report that they are not as well sold as they would like to be.

**Hosiery**—There is a brighter aspect to the hosiery market this week, for more orders have been received, and it has helped to revive the spirits of the agents. Jobbers are doing a very good business, and on certain lines have been obliged to replenish. The orders have not been large individually, they report, but have been fairly numerous so that the total is reasonable.

**Carpets**—Body Brussels are beginning to show a decided improvement from buyers who want a first-class carpet that will outlast some of the other grades, which, although offered at a lower price, are more expensive in the end.

**Smyrna Rugs**—Sales are increasing with the advance of the season. Some large houses have been laying in a supply at present prices for fall business. Wool Smyrnas are in most demand, mainly in bright colors. Some jobbers report that they have sold ahead in the larger sizes, which are to-day more difficult to obtain. The outlook is favorable. Increasing competition is reported each succeeding season on Smyrnas, as manufacturers on ingrains in some instances have taken them up, while other lines were slow.

#### Making a Man.

Hurry the baby as fast as you can,  
Hurry him, worry him, make him a man;  
Off with his baby clothes, get him in pants,  
Feed him on brain-food and make him advance,  
Hustle him, soon as he's able to walk,  
Into a grammar school; cram him with talk.

Fill his poor head full of figures and facts,  
Keep on a-jamming them until it cracks;  
Once boys grew up at a rational rate,  
Now we develop a man while you wait,  
Rush him through college, compel him to grab  
Of every known subject a dip and a dab.

Get him in business and after the cash,  
All by the time he can grow a mustache;  
Let him forget he was ever a boy,  
Make gold his god and its jingle his joy,  
Keep him a-hustling and clear out of breath,  
Until he wins—nervous prostration and death.

#### Would Keep Her Busy.

"After I am dead," sighed the rejected lover, "you may look into my heart and see your image graven there."  
"Tut, tut," said the frivolous female who had just given him the sister talk, "you men would keep me busy holding postmortems if I took you all at your word."



Don't buy an Awning until you get our prices

Send distance 1 to 2 or height 2 to 3 or projection, 3 to 4 or width.  
(SEE CUT)  
and we will send samples and bottom prices.

CHAS. A. COYE,  
11 Pearl Street, Grand Rapids, Mich.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.  
99 Griswold St. Detroit, Mich.

## Awnings, Tents, Flags

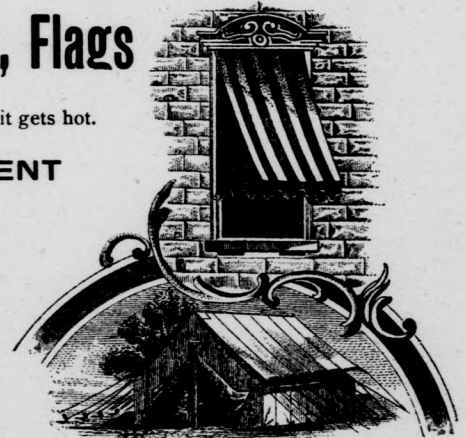
Order your Awnings before it gets hot.

### TENTS TO RENT

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

THE M. I. WILCOX CO.

210 TO 216 WATER STREET, TOLEDO, OHIO

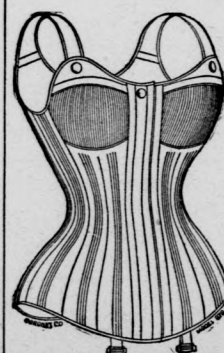


# WE SHOW

**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.

## 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. Stekete & Sons,  
Wholesale Dry Goods, Grand Rapids, Mich.



## Clothing

### Avoiding Senseless and Demoralizing Methods of Competition.

Here is an ingenious and amusing advertising scheme that is being revived by some clothing dealers in the West: A clothier advertises that on a specified day he will throw from the roof of his store into the street below a number of suits and overcoats, which may be picked up by anyone who wishes them. Of course every man and boy in the country around immediately determines that here is his own particular private donation party, and when the time for the distribution arrives the street is filled by a seething, struggling mob. As soon as a garment falls within reach of the crowd it is seized by every person within arm's length as his own personal property. There is a yell and a rip and one leg of the trousers or one arm of the coat becomes one gentleman's property, while the other leg or the skirts of the garment are divided up among half a dozen others. After the distribution is over, liniment applied to barked shins and black eyes, and an inventory taken, the fortunate possessors of the garments find that they have ruined their own clothing to become the possessors of a varied assortment of trousers' legs, coat tails and garment linings that are chiefly valuable as souvenirs of an occasion in their lives when they made fools of themselves to advertise another man's business.

Such an advertising scheme puts ginger into the life of a town. It develops unsuspected "scrapping" powers in the inhabitants. It stirs them up and causes them to display a degree of agility and energy that is well-nigh miraculous. Varied collections of scraps is a poor reward for so much industry.

Yet the very merchant who laughs in his sleeve at the folly of his townsmen is often perpetrating exactly the same folly on a broader scale. He is fighting with other merchants of his town in a foolish and senseless competition for business that, when secured, will be of no more advantage to him than the scraps of garments in the hands of the fellows in the street. Between his methods and the methods of his rivals, the business of his town is being reduced to such a demoralized condition that it will be valueless even to the survivor who escapes bankruptcy.

Competition for a prize is laudable and sensible, provided the prize is worth striving for and that it is not being destroyed in the effort to secure it, but when competition assumes such a character that the victor is no more fortunate than the vanquished, it is time that a halt were called and that competition is put on a sensible basis. Nothing contributes more to demoralizing methods of doing business than the desire to make money rapidly. Men become so absorbed in present gains that they fail to take thought for the future, and in their efforts to make all they can for the time being they fail to lay the foundations for a profitable business for time to come. Nay, more, they make profitable and legitimate business impossible for themselves and other people. In their desperate efforts to make present gains they offer inducements that compromise them sooner or later and oblige them either to do business at a loss or to resort to methods of deception that lower the tone of their business and destroy that confidence that is absolutely

necessary to the man who hopes for a continued and permanent success.

"Competition is the life of trade," but only up to a certain point, and that point is reached and is clearly distinguishable when goods are either sold at a loss or a profit is made by imposing upon the confidence or ignorance of people. If a man finds that he is doing business at a loss or that he is being forced into tricks that are unscrupulous it is time for him to pull up short and consider the situation.

When houses that should be doing a high-class business are seen pushing and loudly advertising cheap clothing, when extravagant inducements are held out to purchasers, and an effort is made to swell the volume of business done, at no matter what cost to the general tone of the trade, a business policy has been adopted that sooner or later will react upon its originators, as well as upon everyone who is in the same line of trade.

There is only one way in which senseless and demoralizing methods of competition can ever be successfully avoided, and that is by doing everything to-day with reference to its effect on the business of to-morrow and next year. A readiness to wait for results, combined with a willingness to give the best possible value at a living profit, and to avoid anything that comes in conflict with these principles will insure a success that can never be hoped for by the man who pays attention to nothing but the profit of the present moment.—Apparel Gazette.

### Why Men Fail.

Few men come up to their highest measure of success. Some fail through timidity or lack of nerve. They are unwilling to take risks incident to life, and fail through fear in venturing on ordinary duties. They lack pluck. Others fail through imprudence, lack of discretion, care or sound judgment. They overestimate the future and build aircastles, and venture beyond their depth, and fail and fall. Others, again, fail through lack of application and perseverance. They begin with good resolves, but soon get tired of that, and want a change, thinking they can do much better at something else. Thus they fritter life away and succeed at nothing.

Others waste time and money and fail through ruinous habits; tobacco, whisky and beer spoil them for business, drive their best customers from them and scatter their prospects of success. Some fail for want of brains, education, and fitness for their calling; they lack a knowledge of human nature and the motives that actuate men. They have not qualified themselves for their occupation by practical education. Still others are unsuccessful because circumstances are against them; through no fault of theirs, death or the failure of others causes losses and expenses which no effort on their part can make up or repair.—Great Thoughts.

### An Early Shirt-Waist Movement.

Richland, Mo., April 22—Twenty-four of the business men, bankers and professional men of this town have signed an agreement to enlist in a men's shirt waist club and to make their appearance May 1 in that article of apparel. They will give a parade in the afternoon and an entertainment in the evening. The originators of the movement desired to become shirt-waist men, but fearful of the guying which might attach, enlisted a sufficient number of others to forestall gibes and jeers. Further applications for membership are being received.

Ask to see Samples of

## Pan-American Guaranteed Clothing

Makers

Wile Bros. & Weill, Buffalo, N. Y.

## No More Dust



Our Reservoir Floor Brush

Will not raise a particle of dust.

Write for descriptive circular.

WIENS BRUSH CO., Milwaukee, Wis.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



COTTRELL & CO., HUDSON, MICH.

Send Us Your

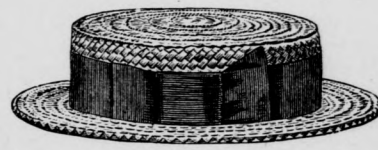


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Prices Right

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.

## Pants and Overalls

Direct from Manufacturer to Retailer

No middlemen's profits. No traveling men's expenses. Samples sent express prepaid. Prices will interest you. Write to-day.

Morris W. Montgomery

Successor to

The Voorhees Manufacturing Company

LANSING, MICHIGAN



**Shoes and Rubbers**

**How to Make Money on Findings.**

What is to be done when a person comes into the store saying: "I would like a pair of laces, please?" Is the dealer going back where he keeps his findings, get a cheap lace, hand it to the customer, receive a "thank you" and in a few days have the same thing happen again simply because he gave him a lace which was too poor to give any service? Before that pair of shoes have been worn out the dealer has given away four or five pairs of laces. The dealer thinks, because he pays only two-thirds of a cent a pair for these laces, that he gets them cheap, but he does not. A fine double-thread lace costing you 1 1/4 cents would have worn as long as the three or four pairs given the customer of the cheap, 50 cents a gross lace. It does not pay to buy the cheapest lace to either give away or sell.

The lace which has flooded the market for the past year is a coarse-glaced cotton lace, made of a loosely-twisted, single cotton thread. This lace, costing 50 cents a gross, is thought by the shoe men to be a cheap lace. It is cheap in one way, but for 10 or 15 cents more may be bought the lace woven from two tightly-twisted threads laid side by side. This lace will outwear two or three pairs of the other patent tubulars and is certainly the cheapest in the end for everybody.

To return to the customer who has asked for a pair of laces: Instead of showing only one lace, show this customer two laces, saying, "This lace (showing a 'give away' lace) we can give you, but this (showing a good grade 5c spiral-tag tubular) we would offer you for 5 cents; the 5 cent lace will give you much better service, will you not try it?" The average customer will buy the 5 cent lace rather than accept the "giveaway lace" gratis.

If you try this plan for one month, and have a special account kept of the shoe lace money, we can see the look of surprise on your face at the end of the month when you see how large will be the amount; but this is only the first step in increasing the profits on the laces. Insist that each clerk tries to sell rather than give away laces. To do this divide one-quarter of the profits among the clerks for a few months; it will form a habit in them which they will never forget.

Always see that each pair of shoes sold contains laces long enough to lace them and leave a good bow. If a customer has a high instep or large ankle, always give an extra pair of laces with the sale, 5-4 long if for a man's shoe and 6-4 or even 7-4 for a woman's shoe. If the new shoes contain a good pair of laces and those laces are long enough to lace the shoe, do not give another pair.

If some of the systematic shoe men knew how some other shoe men kept their laces they would smile. There are shoe dealers to-day doing quite a flourishing business who keep their laces all in one or two large drawers, all grades, all lengths and colors, jumbled up together. A salesman wants a pair of 4-4 tan laces; he hauls the contents of the drawer over until two laces of the same color appear; then he measures them and finds one 4-4 and the other 5-4. He puts the 5-4 back in the drawer and begins the search again. After wasting from three to five minutes' valuable time, he finds his laces. The reader may think I am stretching the truth,

but I am not. I have witnessed this many times. But the proprietor of a store run in this manner does not take his cash discounts, usually means negligence in other things.

Two grades of laces must be carried: One line complete in all lengths, to sell for 3c, two pairs for 5c, and one very complete line to sell for 5c, six pairs for 25c. Let us see how many kinds of 5c laces should be carried in stock to supply the needs of an average sized store:

An oxford lace in black, tan and chocolate comes first. This should be carried in two lengths, 27 and 30 inches. It must be a good width or a wide imitation silk. This lace may be bought for less than two cents a pair. It must be a wide lace, so that it may be sold for men's as well as women's oxfords. Always sell a man a 30-inch lace, as a 3-4 lace is rather short.

Next come the 4-4 laces; these should be spiral tagged, done up in single pairs, and should cost from \$1.50 to \$1.80 per-gross list. This price must be paid to get five cents' worth of wear in a lace. A success can never be made of selling findings unless the dealer is satisfied with from 75 to 100 per cent. profit. A one dollar per gross lace will not give five cents' worth of wear. A stock of 4-4 laces must be carried in black, chocolate, tan and a few light tans.

Next come the 5-4 tubulars. These laces must have a place with the rest; only a small stock is required, as they are only needed when a person has a high instep or a large ankle.

The 6-4 lace is the hardest of all to arrange for. Some women like a heavy lace while others won't have it; some wish the laces spiral-tagged while others wish black tin tags; this necessitates carrying a No. 12 medium-weight lace, which will usually suit everyone. This lace is halfway between the width of a woman's and a man's lace, and should be carried in black, chocolate and tan.

The manufacturers using so many 6-4 mohair (or ribbon) laces calls for a flat lace, so this must be added to the stock of women's laces.

The next lengths required are the 8-4 lace for the 10-inch boot and the 10-4 lace for the knee boot. These last two laces must be bought in bulk. Have them nicely tied in single pairs in a box by themselves. Black and dark tan are the only assortment necessary in these lengths.

The most important part of all regarding the 5c laces is: How they may be shown so they will sell themselves. It will be necessary to have a case just inside the door for showing findings. Have the laces nicely arranged in this case so they will attract the eye of every one entering or leaving the store.

We must not forget the 10, 15 and 25 cent silk, oxford laces. When customers ask for a pair of silk laces show them the three grades. Always sell the extra wide 15c silk lace to a woman and the 25c heavy silk lace to a man if possible. If they once use the good heavy silk lace they will never buy a thin 10c lace again.

Don't advise a leather lace; they soil the hands and are not always perfect.

The laces should be tied in pairs and the boxes filled from stock every morning. This keeps the laces nice and clean and never mixed up. With a boy's cheap shoe give a pair of the two-cent cord laces, when necessary; with a men's or women's medium shoe give a three-cent tubular if the lace in the shoe is not a good one.—Shoe Retailer.

**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.



**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 1/2 to 2.....	1 00
Stock No. 2277—Childs' Chrome Kid Lace, low heel 8 1/2 to 12.....	90

This line has solid sole-leather insole and counter. Always in stock on widths E, N and EE. 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



**How to Conduct a Shoe Department.**

One thing equal to any other as to the success of a shoe department is the location. In a good many stores the shoe department is considered of second importance and is shoved off to an obscure corner or on a second floor. One thing which should be borne in mind is that there is just as much money made in the shoe department, if you have the trade, as in any other.

The first thing to do is to get the confidence of the people, and then you will have their trade. Nobody will have confidence unless they try your goods, and then, if pleased and suited, they will in all probability come again and also recommend their friends. Where the rub comes in is for them to make their first purchase.

There are a few people you can count on to make a purchase, the dissatisfied ones, those that change from place to place; and even if you were to give them a good article they are apt to not call again; consequently you can not rely on them. The customers you want are the ones that stick to you.

They, for instance, are dealing with M. — for years, and are well satisfied, and, of course, it is hard to get them to change. So the only thing to do is to throw baits to them; to have a special sale once in a while, fill a window full of a certain shoe which must be a big bargain. At other times have a continual display of shoes and change it constantly so the people will see you have a big assortment of shoes and may notice something they want or for what they have been looking. Have the shoe department in a conspicuous place with a display of nice shoes and vary with specials.

Where the department store has an advantage over the ordinary shoe store is this: in the former establishment, having everything which a person desires, there certainly should be a continual flow of people seeking one thing or another, or some may be simply spectators. The shoe department being in their line of travel they are bound to pass it. They may not purchase the first or second time, or even the third, but they probably will bear you in mind. They may just ask the price of an article, and if they receive a courteous reply they will be tempted to make a trial purchase or make one at their next visit.

Have your stock nice and clean and in case there are any old or dirty boxes on the shelves take them out and put new ones in their places. Do not give the impression that your stock is a mixed one or a junk shop.

By having your stock in first-class order, and by being polite and obliging, and having the right goods at the right price you will make a good impression. The trade will say or think: "There is an up-to-date concern who seem to do a good business and would appreciate my patronage. I think I shall give them a trial." As there is one there are many others who will think the same and then, if they are suited, you will gradually notice an increase in business which can be increased to enormous or unlimited proportions, provided you keep abreast of the times. Another important thing should not be overlooked: After trying hard to suit a customer and they should not make a purchase, do not become angry or say they did not wish to buy, for even if that were their intention, which is not probable, they would think a great deal more of you if they were told that you were sorry that

you could not suit them, but hoped to be able the next time.

Never speak aloud while there are customers around, or pass remarks about the peculiarities of a customer who has just left, for the people will think you do the same of them. If you have any communications to make on that score wait until there is no one around and then you can talk to your heart's content.

Another point should not be overlooked: In case you have not the size that fits the foot, don't, above all things, give them a shoe that is too short and say that it will stretch, nor give one that is too large so that you have to slip in an insole on the sly and stuff the toes with cotton so that when they walk they walk twice and have the heel jumping up and down, which feels like a suction pump. It is far better to lose a sale under such conditions and have the people come again than to make it and have them dissatisfied, for not only will they not come again, but will run you down to other people, and you know bad news travels very fast.

Every locality is different, therefore the first thing to do is to study your trade and buy accordingly, also notice what sizes and widths sell the most rapidly and order very strongly on them if indications make you believe that the shoe is a go. Staple goods, with medium sizes and medium and wide widths, are sure sellers. Order small sizes and narrow widths with care, also apply the same rule to new or fancy articles, which may take for a while and suddenly cease and so instead of having your money and investing in other goods your profit and investment are standing on the shelves in battle array ready to charge when a signal is given, which may not be a physical defeat, but it certainly will be a pecuniary loss. Above all things remember that the first loss is the best.

When you notice that a line of goods is not moving rapidly as it should, it is advisable to put a P. M. on it, that is, to the person who sells any of that certain lot should be allowed to or 15 cents or more according to its undesirableness. By making this allowance the salespeople will constantly bear it in mind and dispose of a great quantity.

After a certain length of time put the remainder on a conspicuous stand or table with a large sign marked, say, at half the former profit, and if there be a remainder mark it at cost. Thus you will be making a profit and, besides, getting rid of objectionable stock. I do not think that with half prudent buying you should reduce an article below cost, and very rarely at cost. There is a great misrepresentation by unscrupulous dealers in the shoe business, and the opportunities for deception are as great, if not more so, than in any other line.

When a new style, of the finer grade, comes out and seems to make a hit it is immediately duplicated in a cheaper quality, and seeing them neatly displayed in a window a person is apt to be deceived as to their merits. For instance, A may have a French patent leather oxford made with extension edge on the mannish last, with welted sole, marked \$2 or \$2.50. B may have the same style, made of oil cloth or some other imitation of patent leather displayed with a large sign marked 98 cents. This is where the deception comes in.

Another way a person is deceived is the misrepresentation of an article when

sold. Some houses will sell a common machine sewed shoe as a hand sewed one and will also advertise it to that effect just to draw the crowd. Right and truth walk hand in hand; although their tread may be slow and heavy they will reach the goal sooner or later, and when once reached they can not be swerved from their destination.

The people may bite the first time, but they become wiser as the comfort, wear and looks are tested and come to the final conclusion that they can not get something for nothing.—Milton G. Jelenko in Boot and Shoe Recorder.

**Let Their Creditors Guess.**

Briggs—It's past understanding how some people live.

Griggs—Especially those persons who tell you there is no money in their business, but who keep on working at it with all their might just the same as if it were paying them 100 per cent. profit.

**It Really Seems**

As if men positively dislike to hand back a borrowed lead pencil!

As if women will never learn how gracefully to alight from a street car!

As if men took a fiendish pleasure in elbowing their way through a crowd!

As if women regard it as an intellectual display to say ugly things!

As if men with a fad think their mission in life is to annoy their friends!

As if women expect every man to take an interest in their personal affairs!

As if men who spread themselves over a street car would never learn what a nuisance they are!

As if public speakers would never discover how easy it is to wear out an audience!

**His Specialty.**

Tourist—Has your city any dealer in relics?

Citizen—Yes, we have one merchant who doesn't advertise.

**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**

**Give the Boy a Chance**



Boys' Vici Bal—Crown toe and tip, stylish last and guaranteed.  
Boys' 2½ to 5½, \$1.50.  
Youths' 13 to 2, \$1.35.

to wear shoes of style and finish. He will appreciate it, and if you sell him a pair of the Edwards-Stanwood Shoe Co.'s shoes he will be proud of his appearance.

**Edwards-Stanwood Shoe Co.**

Monroe and Franklin Streets  
CHICAGO, ILL.

**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.



**Shoe Store Advertising Which Will Not Draw Trade.**

About the best newspaper advertising in this country, and hence in the world, is done in Chicago and about the worst in New York. It is impossible to say why this is so, unless it is that space rates in New York papers are so stiff that the shock of being separated from so much money all at once leaves the merchant in such a state of stupefaction that he can't think of anything to say.

In the shoe line, Cammeyer is the biggest thing in New York, and he cuts the widest swath of any of the exclusive dealers in the newspapers. He takes a section about the size of the "home plate" in the Sunday papers, and he, or his hired hand, tries with great strenuousness to fill it with something dazzling.

It would seem that a store that sells a million and a half annually would produce something in its advertising at least passable, but about all Cammeyer does is to set a horrible example.

In the particular "advertisement" in question the only good, strong thing is the name "Cammeyer" at the top. This is strong, because it is distinctive and a trade mark. But then just think of using up one hundred agate lines, worth at least fifty dollars, with such meaningless balderdash as this:

Language is one thing and our boots and shoes for Spring and Summer is another. We can not adequately describe these wonderfully beautiful goods—we can not put our shoes into language, no matter how strong or beautiful the language may be, for language still fails to picture to the mind the combination of strength and exceeding grace of our boots and shoes. They are boots and shoes and can not be transposed into mere words—they must be seen, handled, examined and worn to be ap-

preciated; and not only so, but the marvelously low prices at which we sell our wonderful goods is not the least thing that will astonish the purchaser.

Now, not being able to adequately describe these shoe wonders through the medium of written language or by thought transference or any other common or occult method of communication, Mr. Cammeyer proceeds to do a few pictorial stunts in black and white, and if his shoes look anything like the cuts they are "wonders" and no mistake. These cuts look as if they had been carved out with Carrie Nation's hatchet after it had desiccated the cast iron fixtures of a Kansas saloon.

It is of course impossible to get anything out of a half tone cut on ordinary newspaper, but there are outline cuts for this purpose which give a fairly good idea of the shape and pattern of a shoe and these, with the aid of a little simple description, convey an intelligent notion of what the shoes really are.

We have no objection to Mr. Cammeyer using all the space he wants for nonsense of this sort, because he has plenty of money to spare, but we trust our friends in the country, who are sometimes prone to follow blindly the advertising methods of great city temporaries, will see the folly of this sort of work and cut it out.

We do not object to "talk" in an advertisement. If it is done well it attracts, but the mere multiplication of words to say, for instance as in this case, that you are unable to say what you are trying to say is an atrocious waste of space and money. The retail shoe dealer, by the way, who will carefully study to produce descriptive advertisements illustrated with good outline cuts and will stay right down to the

work has a great field, for there is mighty little competition.—Shoe and Leather Gazette.

**Bargain Days and How Conducted.**

The first consideration is when to have a bargain sale. Suppose an establishment is doing a fairly good business in a regular way, with regular space advertisements, etc. Well, then, there is always one day in the week when there is less business done than on other days of the week. This day varies according to locality. But we will suppose this dull day is Friday. Then that's the day for your bargain sale. You have enough regular business on other days to keep your help going. That point being settled we must now select your bargain or bargains. Take one department at a time. Let your managers or buyers know in advance they are to have a certain Friday. Give them time to prepare for it. And when a buyer knows he is to have a certain day for bargain sales he can often pick up a line of goods for the occasion or else save a line already in stock.

Next, the advertising. If you don't want to disturb your regular advertisement take extra space for Thursday night and Friday morning, with a good display, not too much matter, however, for one or two special items are better than a whole catalogue. This done, let your manager go through his entire stock. First, let him get ready the advertised lines. And, mind you, they must be "special values." Then take odd goods, remnants, etc., and have them arranged conspicuously, with good plain price tickets on them in such a manner that they will sell themselves.

For example, we will suppose it is the day set apart for the cloak depart-

ment. You have advertised a line of figured silk dress skirts at cost, say \$4.75. Bargain day price, \$5.10. There's your foundation! Then probably you have five or six dozen wrappers that have been slow sellers. If so put them on a table with a big ticket, say 59c or 79c, as the case may be. You have also turned out a lot of odd sizes in shirt waists. Put them on another table at a price. In fact, you can pick out slow sellers in every line in children's jackets, ladies' suits, etc. Have them all unearthed and attractively displayed and ticketed cheap.

Have none but polite and attentive sales people. If you find any of them that are not so, or that are careless, or inattentive to customers let them go. There are always others. Next, let your sign painter make several large signs, calling attention to the fact that this is your bargain day in the cloak department. Have the signs placed in conspicuous places in every department of the store. And then you are ready for the fray!

Keep this up systematically for a few weeks, or months, always meantime taking care to keep faith with the public. And then you will have transformed your dull Friday into the busiest day of the week. Harry Beckton.

**A Question of Diet.**

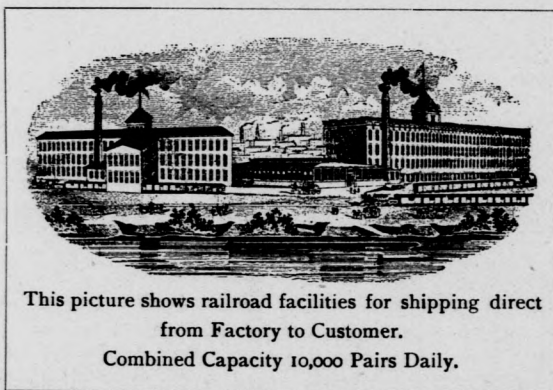
He ate pork chops and sausages,  
And candied sweet potatoes,  
His soups were full of onions and  
Of garlic and tomatoes.

He ate salt mackerel and cheese,  
And pastries and bananas;  
And after having finished these,  
He smoked a few Havanas.

And yet he oft, in mournful tones,  
Was heard to ask this question:  
"Why is it that I just can't find  
A cure for indigestion?"

# It's the New Century Method

It was all right twenty years ago to buy shoes from jobbers. We are manufacturers of shoes and sell only our own product. The advantages in this method are—NO MIDDLEMEN, NO JOBBER'S PROFIT and WE STAND BACK OF EVERY SHOE WE SELL.



This picture shows railroad facilities for shipping direct from Factory to Customer.  
Combined Capacity 10,000 Pairs Daily.

While in market take the opportunity to investigate these claims. Write us to put your name on our "Helpful Hints" list. It will help your business.

By concentrating your purchases you can sort up often. We have the goods manufactured ready for prompt shipment.

**C. M. HENDERSON & CO., Market and Quincy Streets, Chicago**



## Window Dressing

Seasonable Goods Which Should Receive Particular Attention.

What lines of goods should now receive particular attention from your window trimmer? Golf goods, clothing and haberdashery for bicycling, spring shirtings, gloves, umbrellas for rainy days and a little later lightweight underwear. Of course, you won't forget to make a good display of neckwear, for it gives life and beauty to your windows. Spring suits will be given a prominent place because they, with lightweight overcoats, are the backbone of the clothing business of the season, and you will give a delicate spring tone to your windows, not a heavy dark color effect suitable for the days when snow is on the ground.

\* \* \*

Now is the time for the dealer to bring to the foreground all kinds of goods for sporting purposes. Golfing, bicycling, tennis (for it seems to be coming again into popularity) and all other kinds of outdoor sports should receive a full and adequate treatment at the dealer's hands. People are accustomed to seeing trims of goods for street and dress wear. Therefore the dealer should make especial efforts to push his sporting goods to the front. He may not have a large stock of them, but when they are well displayed he advertises the fact that he is prepared to take care of more than one kind of business, that his stock is varied in its character, and that he is able to supply the needs of all classes of trade.

\* \* \*

Suits for golfing can be introduced into mixed trims and should be given a prominent position in the window. When it is not thought best to put the suits themselves into the windows it is well to introduce a golf stick or two as an accessory, just by way of a hint that golf clothing now needs refurbishing. A window display of golf haberdashery can have, interspersed among the units of display, stands of golf sticks and the leather bags and golf balls used in the game. Another plan is to use the golf sticks themselves as bars for the display of golf goods. The background of the window is covered with green and red cloth puffed and is divided diagonally, one-half being covered with green cloth, the other with red cloth. Hooks with long arms are then screwed into the background and on them as racks the golf sticks are hung, widely spaced. From these bars golf shirts are hung by the shoulder, interspersed with golf caps and stocks. At either side of the

window stands of different heights are arranged behind each other; rising to the back, and on the top of each stand different colored golf caps are placed. The center of the window floor is occupied by a pyramid or cone made up of the gloves, stocks, caps and other articles used by golfers. If there is a golf club in the place trim the window as far as possible in the colors of the club and on the price cards used for the articles in the window sketch neatly the device of the club. A plain white price card bearing the price in black letters and the neatly executed device of the golf club in colors in one corner would be in excellent taste. A trophy formed of golf sticks arranged prettily makes a very effective decoration for the back of the window. The device of a golf club painted on silk and draped among the goods in the window will attract the attention of the class of people whom the merchant wishes to reach.

\* \* \*

Now that artificial vines and flowers have become so cheap and easily available, they are introduced into many spring trims where floral effect is desired. A simple and pretty effect can be obtained by the use of them in the following manner: On the floor and ceiling of the window corresponding intersecting half circles are marked and at regular intervals on these half circles screw hooks are driven in. From the top to the bottom of the window, lengths of stout wire are made taut and straight by means of these hooks. Vines are then twined about the wires, or artificial morning glory vines, with the flowers, lilies, bunches of violets or roses, are twined about and attached to them. The floor and back of the window is draped in white cloth laid in loose puffing on the floor, and puffed on the background. The wires are parallel to each other and from six inches to a foot and a half apart. The curved background formed by them occupies the middle of the window, or is set back three-quarters of its depth. Behind, as well as in front of these wires so arranged, the goods displayed are arranged on floor stands well spaced. One or more doves can be suspended from the ceiling, so that they appear to be darting in and out among the vines. Care should be taken to leave sufficient space between the vines to permit of the goods behind them being seen. Instead of arranging the wires in a semi-circular figure they can be arranged in one or more straight rows, according to the depth of the window, or only a few wires need be stretched at different points in the window. The white background is advisable, as it throws out the colors of the flowers and gives a brilliant background for the display of spring and summer goods. A few pots of natural flowers in blossom arranged about the floor of the window will give a touch of natural beauty to the trim.—Apparel Gazette.


A Trade Maker

# Fanny Davenport

5c Cigar

Trade Supplied By:

B. J. Reynolds, Grand Rapids, Michigan.  
Phipps, Penoyer & Co., Saginaw, Michigan.  
Moreland Bros. & Crane, Adrian, Michigan.



**THE PUTNAM CANDY CO.,**  
GRAND RAPIDS, MICH.

## BOYS WILL BE BOYS!

Don't forget this when you send us an order for

### FIREWORKS

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

**B. W. PUTNAM, President**      **R. R. BEAN, Secretary**

## Combination Show Cases

Are our specialty. We have been manufacturing them for ten years. Our cases are made by skilled workmen in a factory which is fully equipped with modern machinery and as we are making our cases in large quantities we are able to offer

### At Reasonable Prices

a line of goods the design, finish and construction of which cannot be excelled. Our catalogue shows a very complete line and we have cases suitable for the display of any line of goods. Write us for catalogue and discounts.

## Grand Rapids Fixtures Co.,

South Ionia and Bartlett Streets, Grand Rapids, Michigan

# SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS  
INDEPENDENT FACTORY      DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT	SMOKING	PLUG
UNCLE DANIEL.	HAND PRESSED. Flake Cut.	CREME DE MENTHE.
OJIBWA.	DOUBLE CROSS. Long Cut.	STRONG HOLD.
FOREST GIANT.	SWEET CORE. Plug Cut.	FLAT IRON.
SWEET SPRAY.	FLAT CAR. Granulated.	SO-LO.

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



## The Meat Market

### The Outlook For Supplies of Hogs.

It is well understood among the pork packing interest that it is not possible to foretell with reliability the relative number of hogs that will be marketed during a period of months to come, and that calculations made in the spring as to probable supplies for the period up to November 1 must necessarily be liable to prove more or less at variance with ultimate records. Observers in the same locality, with seemingly equal facilities for information and of careful judgment, are often at important variance in their estimates concerning the outlook for supplies of hogs in the same region. The statistician who collates replies to enquiries can not always judge as to the merit of such returns—he can only take in all the evidence he receives, and reach conclusions accordingly, more or less influenced by previous experiences and observations in such work and comparisons of what such returns have pointed to with the records following.

Referring to the information obtained recently from live stock merchants and prominent packing concerns in the larger markets, it appears that the prevailing expectation at Chicago is that there will be little or no decline in marketable supplies for the season, and that the number from the first of April to end of June will be about the same as last year. At Kansas City the information suggests as many and probably some increase at the end of June, and 5 to 10 per cent. increase for the season. At South Omaha the prevailing expectation is about 10 per cent. below last year for the early part and entire portion of the season. At St. Louis there is considerable variation in views, the average indicating a probable moderate decrease up to end of June and for the season. At St. Joseph a moderate decrease early and about the same as last year for the season is indicated. At Sioux City the supply is expected to be enlarged 10 to 15 per cent. At Milwaukee about the same number as last year are looked for, with recognition of a possible moderate increase for the season. Taking all these returns into consideration, with a large number from other points throughout the Western hog supply regions, the result points to a summer season supply about the same as last year, probably falling a little behind for the period ending with June, and correspondingly increased later. Under inducements of remunerative prices there has been continued stimulus to maintenance or increase in production of hogs, in the West, during the past year. While corn has been realizing good prices for shipment it has afforded much better returns from feeding operations, in conjunction with utilization of other feeding material. The past winter has been mild, and losses of animals have been smaller than usual. Conditions attending young pigs as a rule have not been unfavorable this spring. These influences will count in favor of maintenance of future supplies, if no unusual adverse conditions arise.

In some of the recent correspondence it has been noted that an enlarged number of sows were kept over from last year, for breeding purposes, and it is thought that with continuance of attractive prices for hogs such stock after the pigs are raised will be fattened for market, which will have a tendency to keep up the marketings, as the season advances,

beyond June. There is more or less prevalence of a belief that prices of hogs will be lower in the later months of the season and opening of the winter season, and this will likely serve to induce a steady preparation of all stock for marketing that can be brought into condition prior to the expected decline in prices.

As a matter of fact there are no seasons now in the marketing of hogs, so far as demand from packers is concerned, for curing operations are an all-the-year business—enlarging or decreasing in compliance with supplies of hogs and demand of product. For the five years ending March 1, 1886, the summer packing operations represented an average of 41 per cent. of the total; for the next five years, 50 per cent.; the following five years, 55 per cent.; the past five years, 59½ per cent.; the past year, 60½ per cent., of the year's total.

The Department of Agriculture has heretofore been accustomed to estimate the relative number of swine in January of each year, but this year and last no such estimate has been submitted. In past years the January estimates have not served as a guide concerning the relative marketings during the following summer season. This is illustrated in the following compilation by the Price Current, showing the official estimates for twelve packing states, the recorded number of hogs packed during the summer season, and the percentage of the January total represented by the packing figures:

	Dept. Agr.	Packing	Per ct.
1890	33,026,000	9,540,000	28
1891	33,353,000	6,696,000	20
1892	35,059,000	7,757,000	22
1893	29,232,000	6,720,000	23
1894	27,576,000	8,812,000	32
1895	25,636,000	8,195,000	32
1896	23,278,000	9,980,000	43
1897	21,148,000	11,760,000	55
1898	20,813,000	13,931,000	67
1899	19,963,000	15,525,000	68

Each year since 1892, according to official estimates, has shown a reduction in number of hogs, while packing operations have in most instances enlarged. In 1892 the summer packing record in the West represented a number equal to 22 per cent. of the January supply of hogs as officially reported; in 1898, with a decline of over 40 per cent. in the indicated supply, the summer packing was nearly 80 per cent. greater than in 1892—representing 67 per cent. of the January number. In 1899 the two quantities were more nearly consistent than previously, in the comparison.—Price Current.

### Trailing Skirts and the Begging Industry.

From the Philadelphia Record.

"Strange as it may seem, the trailing skirts that women are now wearing have almost ruined our business," confided an intelligent street beggar yesterday. "That sounds queer, doesn't it? One not acquainted with our business might fail to see the connection between professional begging and women's skirts. And yet what I say is true. The greater part of our revenue ordinarily comes from women, but since they've taken to these long skirts for street wear they are forced to hold them up, and that keeps one hand constantly occupied. It takes two hands to open a purse, and I have often seen women stop as though about to give something, but this would necessitate letting go of the skirt, and they have passed on again. Yes; we have to study all these things. The trailing skirt has already driven a lot of us out of the business."

Worry has driven more people to insanity or suicide than work ever did. Physical labor is more healthful than too much brain work.

# 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.

## 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.

## 20000 Cords Hemlock Bark Wanted

We pay cash. Write us for quotations.

Michigan Bark & Lumber Co.

Manton, Mich.

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





**Poultry**

**Peculiarities Pertaining to the Handling of Poultry.**

"These people that have been trying to have a law passed to compel shippers to draw their poultry before marketing it claim that the flavor is affected in poultry which is held any length of time with the entrails in," said a receiver recently. "I have been on the New York market a great many years and my experience has been just the opposite. I remember a lot of poultry we had on hand some time ago which had been held in cold storage for four years. We had enquiries from Europe and shipped it over together with a quantity of stock held in freezer only a short time and we were agreeably surprised when our returns came back to find that the older stock brought the more money. I took a couple of the fowls home to try them as I was curious to see how they had varied during the four years and I can assure you the flavor and quality as far as I could detect had not deteriorated a bit."

\* \* \*

"I see another shipper who has been handling his own stock here on the market has given it up and is dividing his poultry among the commission men again," remarked another receiver. "A great many shippers have tried this of late years and always with the same result. The commission for handling is so small that a man is foolish to go to the expense of store rent, clerks and other items, including bad debts, for the sake of saving the commission charged. It seems strange that they all have to learn by experience instead of profiting by the experience of others, but they soon get tired and come back to us commission men, which is some consolation. Speaking of the commission for handling poultry, did you ever notice how some shippers hate to pay the commission? The rate for handling is certainly low enough, but some shippers are always looking for some house to handle their goods at a cut rate. Every once in a while the shipper loses an entire shipment or two by the failure of the concern and invariably he is worse off financially than if he had paid full commission and sent his poultry to a reliable house. Even where these firms keep on doing business they find some way of making up for any cut in the commission and the shippers who stick to the reliable houses are better off in the end, although it is not always easy to convince them of this until they have been bitten."

\* \* \*

A writer in Poultry Herald states that squabs weighing from 9 to 12 pounds per dozen are the most profitable squabs to raise as they fetch on the market \$2.40 to \$3.25 per dozen. Now I don't know what market he refers to, but here in New York squabs weighing in average lots 9 to 12 pounds to the dozen are a rare thing and would bring as high as \$3.75 if not more. The average weight of most of the good squabs seen on this market is 7@8 pounds to the dozen and these sell at present writing in range of \$2.25 to \$2.75 or \$3. I talked with a large squab dealer the other day and he said he very seldom had in any quantity of squabs that would weigh as much as 9@10 pounds to the dozen.

"Frequently we receive a lot of squabs," said he, "in which we can find some weighing as much as 9@10 pounds to the dozen, but we do not like to pick these heavier squabs out of a lot, as it

injures the sale of the lighter ones. This morning I picked out three dozen squabs from a lot we had in for a buyer who wanted them large; these weighed 27 pounds, and he paid me \$3.75 per dozen for them. It is very seldom that we get any number of squabs that will weigh as much as 9@10 pounds, and we get some of the finest lots of squabs that come to this market. Yes, I think it would pay squab raisers to breed for weight, especially for fall and winter markets, as it is then that demand is best. During the summer many of those who pay high prices for heavy squabs are out of the city and the demand from boarding houses and hotels is for the cheaper birds."

\* \* \*

A writer in The Poultry Herald states that there is little danger of Belgian hares becoming a drug on the market, because it requires too much work to raise them. While the outlay in money to raise a pound of hare is very small, yet the work, he says, is considerable and consequently he thinks the market will never be more than scantily supplied with hare meat.

\* \* \*

"Some of the boys, noticing the activity of Swift and Armour in the poultry field, seem to fear that the business is rapidly passing into the hands of these big packers," said a dealer last week, "but it will be a long time, I think, before they will dominate the market, if they ever do. When one stops to consider how scattered the poultry raisers are, and the magnitude of the business, he certainly ought to realize that the percentage of this business transacted by these two big concerns is very small. We will, I think, continue to enjoy our quota of shipments."—N. Y. Produce Review.

**Sending Letters by Express.**

Wm. E. Curtis in Chicago Record-Herald.

The Government reserves as a monopoly the right to carry the mails. For the convenience of the public letters may be transmitted by express upon the payment of the regular express charges provided they are enclosed in Government stamped envelopes. It is a violation of the law for an express company or individual to transport mail upon which the postage has not been paid in that way. An adhesive postage stamp will not do. Imprinted postage stamps can not be cut from one envelope and used upon another. Should a Government stamped envelope be defaced any postmaster may redeem it if it bears no mark of having been previously used.

Express companies are not authorized to cancel imprinted stamped envelopes which they are permitted to deliver, but it is expected that the receiver will in opening the envelope render it unfit for further use. It is apparent that wholesale frauds could be practiced were it permissible to cut imprinted stamps from envelopes used in forwarding mail through express companies and use them in paying postage upon mails transported by the Government.

**Home-Seekers' Excursions.**

On the first and third Tuesdays of each month the Chicago, Milwaukee & St. Paul Railway will sell round trip excursion tickets from Chicago, Milwaukee and other points on its line to a great many points in South Dakota, North Dakota and other Western and Northwestern States at about one rate. Take a trip West and see the wonderful crops and what an amount of good land can be purchased for a little money. Further information as to rates, routes, prices of farm lands, etc., may be obtained by addressing Robt. C. Jones, Michigan Pass'r Agent, Detroit, Mich.

**Grand Rapids Cold Storage Co.,**

Grand Rapids, Michigan.

Citizens Phone 2600.

We do a general storage, and solicit your patronage.

Season Rate on Eggs to Jan. 1, 1901:  
400 case lots, per doz. .... 1½¢  
600 case lots, per doz. .... 1½¢  
1000 case lots and over, special rate on application. Thos D. Bradfield, Sec.

Ship your

**BUTTER, EGGS and POULTRY**

to us and we promise fair treatment and prompt returns. Write for Weekly quotations. Will buy outright, or sell on your account (in which case goods are yours until sold). Write us.

**Bush & Waite,**  
Commission Merchants,  
353 Russell Street, Detroit, Mich.

References: Home Savings Bank and Commercial Agencies.

**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.

**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.

**VINEGAR**

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

**CIDER**

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

*Barrett & Barrett.*

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

**WE GUARANTEE**

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

**ONE 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.



**Butter and Eggs**

Observations by a Gotham Egg Man.

In my visits to the egg stores during the past week I have seen many a load of eggs backing up to the curbstone to unload—not from the railroad docks, but from the stores of dissatisfied customers who were sending the goods back because of their very unsatisfactory quality. Many a mark of eggs that has previously been giving satisfaction to a good class of trade, upon being again turned to regular channel of outlet, has come back as unsuitable. The market is getting filled up with these medium or ordinary grades of Western eggs and there is a lot of stock here and arriving that will make a loss on current country cost if sales are to be insisted upon. The goods are known by several suggestive names—"rubber," "tar" and others more expressive and less elegant.

It is early to find so much defective stock among our egg receipts, especially in a season when the weather has kept so cool as it has this spring. We hear various interesting explanations of the matter. Stock from far Southern points—particularly from Arkansas and Oklahoma—is weak in the whites, owing to age and warm weather, and we are getting a good deal of stock from that section as the storage buyers don't flock quite so far down. One receiver suggested as a reason for the preponderance of small eggs in the stock from Southern sections that farmers are now setting their hens and picking out all the big, fine eggs for hatching purposes. From more Northern points the "hens" who are getting the big eggs to sit on during the summer are probably the cold storage men, for many a shipment from Northern points looks as if the chickens had all turned to Bantams. And dirty eggs!—there seem to be no end to them. When packed separately they find a place, but the worst is that more come mixed in the "regular packings" than are packed alone.

It has been an exceptionally bad market for under grade regular packings and I am much inclined to think they are going to make a heap of trouble with the storage situation before we get through with them. The trade here is divided between "first class" and "cheap" customers; the former want first-class stock, showing good size and reasonable cleanness; the latter go for cheapness first and quality next and for their purposes dirties and checks answer well enough. In between these grades there is a very dull trade and the liberal receipts of off grade regular packings have a very hard row to hoe. Thousands of cases of just fair eggs—rather small in the average size, rather dirty, and not salable to a good class of trade at the current price of Western firsts—have been seeking for customers at any moderate concession, with very little success in finding an outlet. The worst of it is that these goods cost high; their first cost is affected by the rampant speculative buying in the West and to force them to sale now means a loss—perhaps quite a serious one. It is my opinion that the first loss on them

will be the lightest, but I have little idea that shippers will accept it as a rule. Doubtless they will hang about for a while, perhaps be sold two or three times for good eggs and returned as often, and then be ordered into store. This is the way it worked two years ago and very probably the same results will again follow the same causes. We must expect trouble with poor quality eggs from now on and there is every probability that the storage houses will be filled with them during the next three months. Of course these under grade eggs could be sold freely at a price; at 12 or 12½c they would go like hot cakes now, and later, during the hot weather, we could probably sell almost unlimited amounts of pretty poor goods at about 10@11c. But there is little prospect of getting much stock in the country to sell at these prices. We suppose collectors will go on paying whatever anybody will pay in order to "hold their trade" (pretty expensive thing to hold sometimes) and order the stock to store unless it can be sold for enough to break even at least.—N. Y. Produce Review.

**Not Volunteering Information.**

"Uncle," said the dusty pilgrim, "how far is it to Sagetown?"  
 "'Bout a mile and a half," replied the farmer.  
 "Can I ride with you?"  
 "Sartin. Climb in."  
 At the end of three-quarters of an hour the dusty pilgrim began to be uneasy.  
 "Uncle," he asked, "how far are we from Sagetown now?"  
 "'Bout four mile and a half."  
 "Great grief! Why didn't you tell me we were going away from Sagetown?"  
 "Why didn't you tell me you wanted to go thar?"

A man was being tried recently in New South Wales for stealing a watch. The evidence was conflicting and the jury made up their minds to retire, but before they left the hall the judge remarked that if there were any points on which they required information he would be pleased to assist them. Eleven of the jurymen had left the box, but the last was standing, with his eyes fixed downward, as if absorbed in thought. "Well, sir," said the judge, "is there any question you would like to ask me before you retire?" "I would like to know, my lord," came the reply, "if you could tell us whether the prisoner stole the watch."

**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

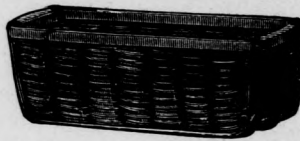
**Butter and Eggs**

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.

**Balloo Baskets Are Best**



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

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich.

**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.

**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.

**EGGS WANTED**

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

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

RETTING & EVANS, Grand Rapids, Mich.

Reference—Peoples Savings Bank.

Mention Michigan Tradesman.

**FIELD SEEDS**

All kinds Clover and Grass Seeds.

**FIELD PEAS**

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

**MOSELEY BROS.**

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

**SELL POTATOES**

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

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

MILLER & TEASDALE CO., Saint Louis, Mo.

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 New York Market

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

New York, April 27—The coffee market has a good turn. Cables have reported that the growing crops promise to be 750,000 bags less according to somebody, and this sent the French market up a franc and this, in turn, affected the market here, so that No. 7 Rio, in an invoice way, gained  $\frac{1}{8}$ c and closes firm at  $6\frac{1}{8}$ c. But it won't do to scramble for coffee even if the supply falls short all this amount. There is certainly enough to go around, and he who monkeys to any great extent in trying to corner the market is not wise. In store and afloat the amount aggregates 1,241,091 bags, against 984,992 bags at the same time last year. The actual volume of business is rather larger than last week and orders have come from many points, taking, in the aggregate, a fair amount. West India sorts showed some sympathy with the better feeling in Brazil and Good Cucuta advanced a fraction of a cent.

The sugar market has shown a fair degree of activity and the better weather we are finally experiencing will tend to give a still better tone to the situation. Refiners are firmly holding to the seven days' contract and, altogether, the sugar market favors sellers.

A good many little orders for teas are coming in and greens are, perhaps, a trifle higher. Blacks are steady and, altogether, the market shows some improvement over last week. There is room for improvement, however, to a still greater degree without taxing shipping clerks to any great extent.

While a fair number of small orders for rice have been received from nearby points the weather has been "agin" much activity in rice and the whole amount of business done is nothing to brag of. Prices are quite firmly sustained and, as stocks are not large, it is likely we shall soon see a mending market in this staple. Prime to choice,  $5@5\frac{1}{2}$ c.

Cloves are firm and prices show some slight advance. Pepper and ginger are unchanged, but the market is firm and, altogether, the tone shows improvement over last week.

Offerings of molasses are light. The demand is good and prices are firm. The feeling all around is a very confident one for this season of the year. Blackstrap is firm, but with little call. Good to prime centrifugal,  $17@30$ c; open kettle,  $32@42$ c; fancy Ponce,  $32@36$ c.

Syrups are rather quiet, neither exporters nor home traders showing any interest. Quotations are without change.

While the canned goods market is quiet, it is strong. Quotations are well sustained and, altogether, the feeling is more cheerful. It seems that through some source packers are obtaining cans cheaper than those offered by the trust and this will, perhaps, have some effect on quotations of the goods. The trust price for No. 3 is  $\$24.50$  per thousand. New factories are being started and there is promise of a merry war. The  $\$24.50$  rate is an advance of  $\$1.50$  since the trust began work. Further advances are outlined until July, when  $\$27$  will be the figure. Tomatoes are worth  $75$ c for spot New Jersey goods, and  $80@82\frac{1}{2}$ c for futures. Peas are in good request at  $90$ c. Sifted Early Junes of well-known brands,  $\$1.10@1.15$ .

Lemons and oranges are now taking a new lease on life after a time of lifelessness and orders have come in in a fairly satisfactory manner. Quotations have been well sustained for the past few days and, with warmer weather, the "spring rush" will soon be here. Ban-

anas are in better request, although not quotably higher than last week.

Dried fruits are rather quiet and a tour through the entire market fails to show any interest in the situation. A rumor prevailed that a sale of 20,000,000 pounds of prunes had been made by the Association, at  $2$ c, but it is now denied, although many still think it true.

Best Western creamery butter is not quotable at over  $20$ c, although it is well sustained at this and, with arrivals moderate, the chances are that it will not immediately be less than this. Firsts can be found in good supply at  $19@19\frac{1}{2}$ c; seconds,  $17\frac{1}{2}@18\frac{1}{2}$ c; imitation creamery,  $15@17\frac{1}{2}$ c, as to quality, with trade quiet; rolls, choice,  $13@13\frac{1}{2}$ c.

Receipts of eggs are liberal and with a demand of only limited character quotations are reduced to  $14$ c with here and there a lot bringing a half-cent more and some very good stock selling at a half-cent less.

Some old desirable cheese, full cream, has been sold at  $12$ c, but this is top rate and  $11@11\frac{1}{2}$ c is nearer the right mark. Considerable new cheese is coming in and the quality is generally fair, although not quotable at over  $8\frac{1}{2}$ c.

The bean market is strong and choice marrows are worth  $\$2.45@2.50$ , choice medium  $\$2.05@2.07\frac{1}{2}$ , choice pea  $\$2.10@2.12\frac{1}{2}$ .

### Maple Sugar Scarce in Canada.

Montreal, April 25—There will be a maple sugar and syrup famine in Canada during the coming summer and the prices of these peculiarly Canadian delicacies will be very high. The maple sugar season in the Eastern townships, the principal field for the product in Canada, is now at an end and the result is disappointing to the farmers, as the crop has been very poor as compared with previous years. In fact the maple tree in many parts of the country seems to be losing its vitality. In old times two to three pounds of sugar could be made from one tree, but that time is evidently past, as this year the trees would not average more than a pound for each tree. In some parts the quality of the sugar is not up to the standard, the result of the injury caused to the maple trees by worms feeding on their foliage for several years in succession. The failure of the maple sugar crop is a serious matter for the Canadian farmer, as it is a valuable asset.

The maple tree from which sugar is made finds its natural habitat over a wide area on the American continent, but nowhere does it seem so perfectly at home as on the hills of the Eastern townships. Its magnificent foliage in midsummer and its blaze of color in autumn have led to the naming of that portion of the Province of Quebec the "Highlands of Canada." While the larger portion of the product of the maple tree is used for home consumption, some export trade has been built up, especially to Great Britain. Some of it also goes into the United States. The sugar season is generally regarded as one of festivity in the country and large parties of amateurs are daily formed to assist the professionals in the production of the article.

### A Queer Woman.

First Prison Missionary—That Mrs. De Goode is the most eccentric person I ever saw. You remember Mr. Brutie, in Cell No. 500, under sentence for killing his wife?

Second Prison Missionary—Yes, poor fellow!

"Well, I gave her a lot of flowers marked 'Brutie,' and she went off and put them on the woman's grave, instead of bringing them here to cheer the poor husband."

### Crushed Cereal Coffee Cake.

Better than coffee.  
Cheaper than coffee.  
More healthful than coffee.  
Costs the consumer less.  
Affords the retailer larger profit.  
Send for sample case.  
See quotations in price current.

### Crushed Cereal Coffee Cake Co.

Marshall, Mich.

### 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.

### TO THE TRADE:

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

**AJAX DYNAMITE WORKS,**  
Bay City, Mich

# 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

# 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.

## 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 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



## Woman's World

### Weeping Weapon Abandoned by the Modern Woman.

To me one of the most interesting and significant phases of the evolution of woman is that she is ceasing to weep. I don't know how science explains it, but it is a self-evident fact, that every observing person must have noted, that as women have developed backbone their tear ducts have dried up.

Time was, and not so long ago, when the very name of the feminine sex was synonymous with crying. It was woman's hereditary destiny to weep, just as it was man's to work, and she did what was expected of her by sitting down and howling whenever she came up against any of the hard propositions of life.

More than that, it was considered proper and elegant and womanly. All the heroines in old-fashioned novels bedew every page with their tears, and the real women of the period seem to have been no better, but to have existed in a kind of sodden condition. Their tears were always on tap and they were ready to turn the waterworks on whenever anything was to be gained by doing it.

The modern woman has changed all that. You hardly ever see a woman weep now. There are—God help us—just as many things to wring a woman's heart to-day and just as many causes for tears as there ever were, but if she weeps, she weeps in private. It is almost as unusual and startling to see a woman now give away publicly to emotion as it is to see a man do so, and I can think of no other one thing that so emphatically marks the progress of my sex. It measures all the distance between hysteria and reason. It marks the immeasurable difference between the spoilt child crying impotently for forbidden sweets and the strong adult who takes what life gives with unflinching bravery and cheerfulness.

It seems likely that women always overvalued the effectiveness of tears anyway. Tears were supposed to always be an unanswerable argument, so far as men were concerned. Unfortunately, few women can weep effectively. In poetry a pearly drop that makes a blue eye look like a violet drowned in dew gathers slowly and rolls gently down the alabaster cheek and the man goes down before it. In everyday life the woman who weeps gets red-eyed and her nose swells and she looks purple and apoplectic and the man gets up and slams the door behind him and goes downtown until the water-spout is over. In these prosaic and common sense days weeping has played out as a fascination and tears are a fizzle. No man wants to be salted down in brine as if he were a dried herring.

Tears were always a coward's weapon. It was playing upon the best and tenderest in other people for your own selfish ends. I heard a woman say not long ago that she always got her way in the family by crying. "When I want a thing," she said, "I just go to bed and have hysterics until I get it." One understands, of course, how a man gives in to that kind of a woman—his very manhood makes him powerless to deal with her as she deserves, but what a withering and blighting contempt he must have for her. How he must despise the little soul that trades on his pity, his chivalry, his very reverence for womanhood.

In an humble rank of society I have

seen that kind of a woman permanently and instantaneously cured by a sound thrashing and when I have observed other hysterical and unreasonable women in a more exalted station of life, it has occurred to me that perhaps we are unduly prejudiced against wife-beating and that there may be times and occasions when it makes for peace and righteousness.

The trouble with women's tears in the past has been that they wept too much, and in the wrong way. A tear as a tear is as ineffective as any other drop of salt water, yet people make the mistake of reverencing it as if weeping over a thing was going to perform some kind of a miracle. You might weep over a starving family until you shed an ocean of tears, yet it wouldn't keep them from perishing of hunger. It is only when you begin to sob with your pocket-book that you do any good. It isn't the people who come to weep with us when we are unfortunate and poor and downcast who help us. It is those who have learned to sympathize with their bank book and personal interest and assistance. Nothing else on earth is so plentiful and cheap and useless as tears,

but until they are backed up with good deeds and money nobody has a right to attempt to sustain a reputation for charity on them. Plenty of people do. I have seen women sit up in a fashionable church and sniffle into a point lace handkerchief all through a charity sermon and then drop a plugged nickel into the contribution plate.

Then there's poverty. If all the tears women have shed over being poor had been brought to account it would make a water power that would turn the wheels of the machinery of the world. And it's all been wasted. Tears toll back no vanished dollars. Nobody ever heard of a woman lamenting herself into a fortune, yet they go on making themselves perfect Niobes over their spilt milk. I had a friend once who lost her money and who thereafter did nothing but weep. "What shall I do?" she demanded. "I shall starve." "If you would put in as much time and energy mopping a floor as you do in mopping your eyes, you could make a fortune as a charwoman," I answered, brutally. She never forgave me. People never do when you tell them the truth, but it is a fact, nevertheless, that the only tears

that can conjure back prosperity are the tears we weep with our hands at some good, honest labor.

Sometimes I amuse myself by speculating on what the state of affairs would be if mothers wept less over their wayward children and spanked more. Every

## 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 President of the United States of America,

To

**HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

REETING:

**Whereas**, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

## ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

**Now, Therefore**, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

**Witness**, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk



woman speaks of her children when they turn out badly as a mysterious dispensation of Providence. It's a sneaky way of trying to get out of her responsibility. She has been too weak or too selfish or too lazy to raise them right. Then the day comes when she discovers that the girl is meeting fast young men on the sly or the boy comes home staggering drunk. It is one of the tragedies of life when the young lives that are dearer than her own and the young souls that she would give her own to save hang trembling in the balance and the mother can meet the situation with nothing but impotent tears.

Sentimentalists have embalmed a mother's tears in song and story and made them sacred, but I tell you the tears a mother sheds over an ill-raised son or daughter are shameful. There should be no cause for them and there would be no cause for them once in a million times if she had done her duty. When I hear of a heart-broken mother trying to float her son out of the penitentiary on a stream of tears, I don't pity her half so much as I pity him for having his life wrecked by an injudicious mother. In strict justice, the mother ought to be indicted as an accomplice before the crime. Weep with strict authority, mothers, sob with a switch while your children are little, and when they are grown you will not have to shed salt and bitter tears over sons and daughters who have brought shame upon you.

It has also always appeared to me that women have wasted quite an unnecessary amount of tears on their husbands. For a thousand generations wives have clung to the theory that a man could be wept into all the virtues of the Beatitudes. When a woman had a drunken husband she opened the door for him in the early hours of the morning and bedewed him with her tears. When she had a brutal one she wept when he mistreated her, but she forgave him and let him go on doing it. Men don't weep any over women. They make their wives behave themselves or else they haul them up before the divorce court, and that's why the percentage of good conduct is so largely in favor of the fair sex.

Any way you look at it, it is a hopeful sign women have abandoned doing the baby act. It was always weak and useless. We owe it to the world to give it smiles and sunshine, not showers, and we best do our part in it when we meet the misfortunes of life with that brave attitude that nothing can daunt.

Dorothy Dix.

**Ultimate Outcome of the Family Jar.**

We never so plainly indicate that we are but children of a larger growth as when we indulge in those pettish half-way family quarrels that we euphoniouly describe as "spats." Prompted by nervousness, or ill-temper, or irritation born of the moment, they bloom into just such a condition of affairs as makes one child say to another, "I hate you! I'm never going to speak to you again. I'm going to take my doll rags and go home."

The child returns in an hour all smiles, and, oblivious of the unpleasantness, takes up the thread of the intimacy again. With a grown person there is no such thing as forgiving and forgetting. We may cease to be angry and to cherish animosity—we may keep up all the outward forms of friendship—but the beautiful thing itself lies dead

upon the altar and never again can the spirit of life be breathed into it.

Nor is this less true in the more intimate relations of life. In a moment of anger a parent reminds a child of a defect or an affliction, or the child turns on the parent with some reproach that is like a knife thrust in the heart. The moment passes; the little squall of anger is over, and the family relationship goes on as before, but between the parent and child has opened up a chasm that nothing on earth will ever bridge again.

With husbands and wives it is the little spat that undermines all domestic happiness, just as the constant jarring of a piece of machinery out of gear can shake the strongest building until it topples into ruins. It begins in a childish exhibition of unreasonableness, and one or the other says nasty, little mean things which haven't the dignity of a real grievance, but which smart and sting, nevertheless. A woman will flash out: "I wish I had never married you!" The husband will retort: "You can't possibly regret it as I do!" Neither means it, and after a bit they kiss and make up, and think, as diplomats say, the matter is closed, and that a spat amounts to nothing, anyway.

Fatal mistake! The cruel words, although spoken in anger, live in the memory. Love has been wounded and, although the hurt may heal, it leaves a scar. Day by day these wounds multiply and the time surely comes when it can bear no more; it has been slowly tortured to death.

There is nothing more pathetic in life than that we should all go ceaselessly searching for love, as the one great treasure. Yet when it is given us we recklessly throw it away. For less than the mess of pottage—for the poor privilege of exhibiting a fish wife's tongue and temper—we barter that which would have made all our days sweet and beautiful.

Cora Stowell.

**Checkers on the Farm.**

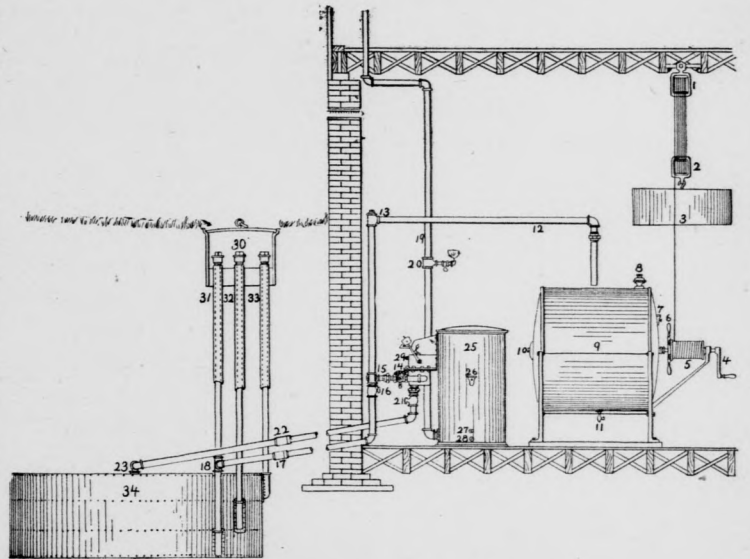
The checker board is all worn out  
From use each winter night;  
The checkers have become begrimed,  
Which once were shining bright;  
But still the game goes straightway on,  
Altho' the squares are blurs,  
While Cynthia pens up Reuben's men,  
Or Reuben captures hers.

Sometimes the old man takes a hand  
To show his practiced skill,  
And then the farm hands circle round  
While every one is still;  
They would not say a single word  
That would distract his play;  
So breathless they observe him drive  
Young Reuben's men to bay.

Ah, what would winter evenings be  
Without the checker board,  
With double corners, jumps and moves  
And fun which they afford;  
Our dissipation oft consists  
In too much checkers here,  
Which makes the gossips tell about  
Our checkered life's career.

Don't be a grumbler. Some people contrive to get hold of the prickly side of everything, to run against all the sharp corners and find out all the disagreeable things. Half the strength spent in growling would often set things straight. You may as well make up your mind, to begin with, that no one ever found the world quite as he would like it, but you are to take your share of the troubles and bear them sturdily. You will be very sure to have burdens laid upon you that belong to other people unless you are a shirk yourself; but don't grumble. If the work needs doing, and you can do it, never mind about the other person who ought to have done it and didn't. Those workers who fill up the gaps, smooth away the rough spots and finish up the job that others leave undone—they are the true peacemakers and worth a whole regiment of growlers.

# Michigan Gas Machine and Mixing Regulator

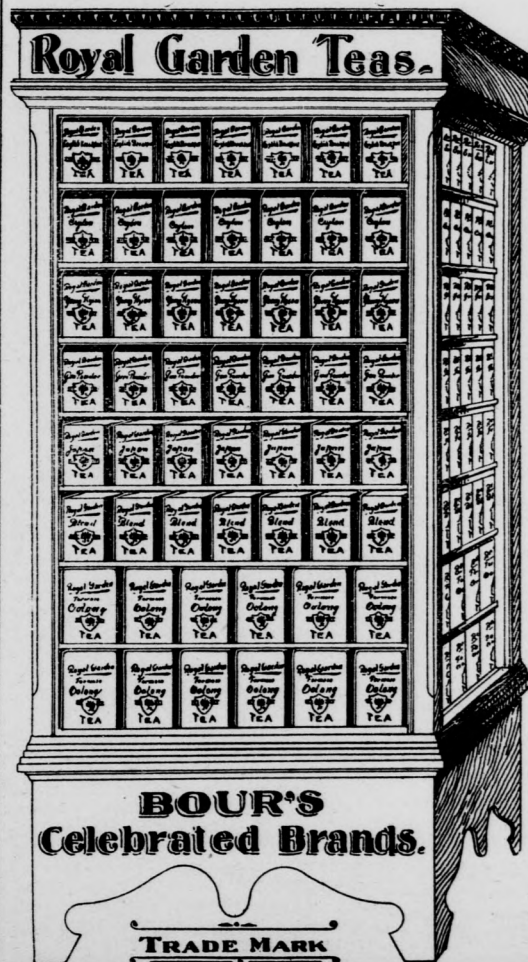


MANUFACTURED ONLY BY

## 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.



# Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

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

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

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

Write for particulars.

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



**Hardware**

**Cardinal Principles of Business Which Bring Success.**

It is estimated that 95 per cent. of those engaged in commercial vocations fail in their pursuit. This does not imply that all such become bankrupt, or make assignments with a lack of assets to pay their liabilities. An individual or firm may have been in business for forty years, but if he has made no progress, if it is the same old corner store, dirty, unkempt, and uninviting, his business life has been a failure, and, if he is not already, he soon will be relegated to the past. This is a progressive age, and the man in any line of business who does not keep fully abreast of the times can never catch the spirit after a Rip Van Winkle sleep. It is much easier to keep up than to catch up. The country is full of live, active energetic men, who are pushing on in the world, and who will soon crowd out those who still pursue the methods of the past.

The successful mechanic uses the gray matter in his brain more, and his muscle less each year, that he may meet competition. The publisher is a back number unless he has typesetting machines. And so all around us, and in our midst, are evidences that the world moves, and the people therein are vying one with another for supremacy.

The retail hardware dealer belongs to the genus homo, is both human and humane, has red corpuscles in his blood, and some gray matter in his brain. You may see some evidences of his energy in his soiled clothes and hands, and, occasionally, a dark spot on his face, but he is here in full force to-day, and can be seen, so that a further description is unnecessary. He is undoubtedly influenced and governed by the same conditions which prevail in other industrial lines.

The qualifications necessary for the conducting of a successful retail hardware business are many and varied, and call for the best efforts of every individual who makes a success of it.

Location and the necessary capital are no small factors to be considered, but do not constitute by any means all of the essentials needed, in fact, they may be classed among the minor considerations when compared with the other qualities that go to make up success.

Among the first requisites to success is absolute honesty with the customer, first, last and all the time, even at the expense of losing a good sale. Your reputation for honest and fair dealing will grow in the community, and, as a result, you will get the trade of many a newcomer in your locality. Strangers in a community ask their neighbors where is the best place to trade, and will they not always point out the most reputable house, knowing that their own reputation for truth and veracity will not suffer thereby?

Again, you should always have your goods priced as low as your competitors'. This will inspire confidence in time, and customers will learn that they do not have to watch the markets so closely for protection. It is not so much the size of the margins on sales, but the volume of your business that will contribute the largest per cent. on your investment. People buy in a hurry these days, and do not like to learn they have paid too much for goods later on.

Do not hesitate to follow the market

down if goods decline, as the newspapers spread the report rapidly, and your competitor may do so first. It is hard to submit gracefully, but I have never found occasion to regret so doing. It will enable you to advance prices when goods go up, as the public realize you do not control the markets, and your competitor will surely do likewise when he is convinced of your doing so.

A cheerful manner toward the public on the street as well as behind the counter will do much toward helping you along, as every one likes a cheerful person and dislikes a grumbler. Personal attention to the details in filling an order counts not a little. See that locks and butts are fitted with screws. Have your goods well wrapped, make deliveries promptly, set the stove up properly, and do not have to be asked to correct mistakes of careless employees. Spare no expense in giving satisfaction. If complaint is made, investigate at once, and rectify the same, even if you submit to some injustice with unreasonable people. You have gained a point in having the crankiest man in the community say that you do his work to his satisfaction. This will constitute one of the best advertisements you can have.

This careful attention to details is absolutely necessary to permanent success. For example, observe the care, or so-called "red tape," of the large institutions of the country, sparing no trouble nor expense with the most minute detail.

Do not despise the little things, such as small sales, customers with little money, children with their penny purchases, bargain hunters and pricers. They all add their quota to your business, and represent as strong an influence for or against your place as the wealthiest man in the community, perhaps more, with their lack of other multitudinous duties that harass the lives of men of means.

In looking after detail, care should be taken not to overlook the main lines and definite objects one has in view. It is well to place the detail work in the hands of a subordinate where possible, thus giving more time and opportunity to broaden out in every direction. Business, like mankind, must either grow or retrograde.

There is no limit to the side lines of hardware a dealer may handle. It is much like the famous poker game Bill Nye speaks of with "No limit but the ceiling." Each and every line should add a profit or be cast aside and that same energy spent on something else. It is well directed energy and enthusiasm that makes things go, and, having them, no one can surpass you.

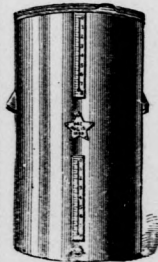
Employ good help and pay them liberally. They will reciprocate. An employe who is paid what he earns is not watching the clock, but is watching the interests of the house. They will explore new fields, and, under your direction, may make revelations that will be of value to you. Advise with them and help them. Do not make the mistake of trying to hold them back from learning. You can use their energy to your own and their profit. Push these young men out. Give one of them charge of the advertising, another the stoves another paints, and so on. If your business is small, combine one or more of these, and hold him personally responsible for the success of this or that branch. With an occasional word of commendation from you, he is sure to make it win. Expand your business in every legitimate way possible. Your patrons like to trade with an energetic and progressive man.

W. A. McIntyre.

**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.



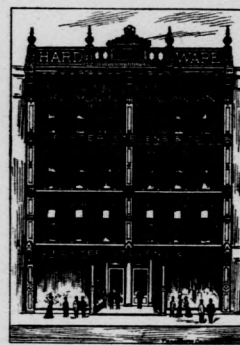
Patented August 15, 1899

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



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

**Foster, Stevens & Co.,**

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

10 & 12 Monroe St.

Grand Rapids, Mich.

QUICK MEAL



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

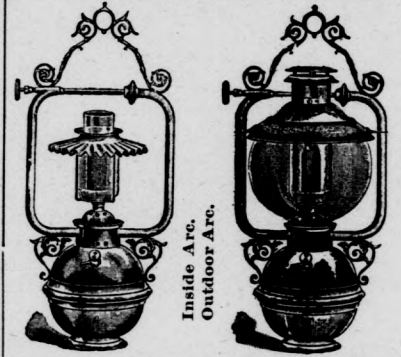


QUICK MEAL



**THE NULITE**

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



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

They darkness into daylight turn, And air instead of money burn. No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

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

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



**PROVED HIS POINT.**

**Ten Cents for Tobacco and Fifty Cents for Dentistry.**  
Written for the Tradesman.

"Anything you'd like to buy to-day, Uncle?" asked the new clerk, as Mr. Johnson slouched through the store toward the fire.

"Hay?"

"I say, is there anything you'd like to get?"

"Waal, an' sposin' the' is, what of it?"

"Why, if there is I want to sell it to you. You see, I'm the new man here and, of course, I want to sell all the goods I can."

"Do, hay? Funny, too. Say! where'd ye git that air necktie?"

"I bought it here."

"Hain't paid fer it, I reckon?"

The young man blushed, but managed to say that he had.

"Ye paid fer it, did ye? Didn't pay much I reckon, hay? No, I 'lowed ye didn't. That air necktie o' yourn 'minds me o' my little gal's red caliker apron. Every time she goes outen the house, either the bull or the turkey gobbler takes a run at her. That there necktie yo' got on 's enough to give a feller the jimjams. Yo' hain't got no more on 'em, hay? No, I thought not. The' couldn't be only one like that air anyhow. The feller what made that necktie ought to make one more and then quit. Say, you hain't got no chewin' tobacker, hay? Oh, ye have. Got any fine cut? I do' want no poor stuff. The last fine cut I got down here jess about et the mouth offen me, the' was so much copperas an' stuff into it. I want some fine cut that's good fer suthin' an' I don't care how much it costs. Eighty cents a pound! D'you pretend to ask eighty cents fer that air fine cut? A feller'd nachelly s'pose that when a chap had jess got a new job an' wanted to sell a lot o' goods by the first o' the year so't he c'd git a bigger sal'ry, that he'd be kinder obligin', an' 'd sell stuff fer somewhere nigh what it's wuth, an' not charge an old man like me three prices. Say, boy, I'm honest, I be. I work fer my livin'. Every cent o' money what I git to spend I worked like a cuss fer, an' what little the' is left I calc'late to hang onto, too, an' not let some duffer with a red necktie flim flam me outen it the first time I happen to come into his neck o' timber. That air tobacker tastes pretty good, but what I want is suthin' fer 20 cents a pound like what we youster git. I want the reg'lar terbacker, without any licorice or merlasses or any them fancy fixens what hurts the quality an' makes the terbacker cost more. It don't seem to be the terbacker they charge fer anyhow, it's the stuff what it's doctored up with. Terbacker don't cost only six cents a pound, nohow, an' how yous fellers kin have the nerve to p'tend to charge eighty cents a pound fer it's more'n I un'erstand."

"Yes, but you see the revenue is what makes the price high on tobacco. The Govern—"

"Oh, ye can't tell me nuthin' about that. I take the papers an' keep posted. The' hain't no reverer on tobacker no more'n the' is on red neckties. That air was a bluff. A lot o' merchants jess got together an' said the' was a reverer an' us fellers has had to pay it. I was talkin' that air over in the Grange meetin' t'other night, an' I guess we'll declare a reverer on pitaters an' wheat to kinder keep even. That's what we

call 'retaliation' in the Grange. Where's yer twenty cent fine cut?"

"We haven't any at that price. It costs us a good deal more than that to buy it at wholesale. You see, tobaccos have all raised and the last we ordered—"

"Yas, I know all about it acostin' more, the last plug I bought cost me sixty cents, an' it wa'n't much fer chewin' nuther."

"You didn't get it here though," ventured the new man.

"Didn't git it here? DIDN'T GIT IT HERE? How in Sam Hill d' you know I didn't git it here I'd like fer to know."

"Why, you see, we haven't any plug tobacco that we sell at that price."

"Well, Mr. Red Necktie, that's where you're off. I did git it right here an' I bought it f'm you, and ef you've be'n achargin' me more'n what the boss allows, blamed if I don't have ye cashiered. Ye wanter git at it an' explain yer conduc'."

"I suppose you mean you got sixty cents worth of tobacco of me. Is that it?"

"No, that ain't it. You heard what I said, an' what I said I mean 't. I don't tell no lies ef I be old. Now whacher gotter to say, Mr. Man?"

"Was it the plug you bought day before yesterday morning?"

"Wouldn't wonder a mite ef that air was the exactly minute."

"Yes, but I only charged you ten cents for that. I remember it perfectly."

"That air mem'ry o' your'n 's a peeler. Ef I was you I'd put it on ice till some shos come along an' then I'd sell it to 'em fer a freak. Mebbe ef you was to put it into a glass case now, an' git a good feller to holler fer ye, ye might git two shillin' admission fer farmers to take a peek at it. What I said was that that air plug cost me sixty cents, an' I c'n prove what I said."

"I know better," snapped the new man, losing his patience at last. "You can prove anything you like, but that plug tobacco cost you exactly ten cents and no more. I can tell the truth, too, even if I ain't a hundred years old."

"That's the way to talk, young feller. I like to hear a man with a prize mem'ry stick up fer it," said Mr. Johnathan with a grin. "I do 'no but ye could git more'n two shillin' fer a look at yer thinker. I paid you ten cents fer that air plug all right, but the blamed thing was so dry an' hard I broke this ere tooth abitin' of it off, an' it cos' em half a dollar to git the roots dug out!"

Then followed a wild storm of applause from the loafers, which subsided not until the new man with the red tie had set out a box of very dark colored and extremely vile smelling cigars.

George Crandall Lee.

**The Children at the Gate.**

I say that the world is bitter-sweet,  
And its fortunes come too late;  
But twilight falls, with the pattering feet  
Of the children at the gate.  
And I know, whatever my toil may be,  
Their arms, in the evening, will necklace me!

I say that the world has stormy skies,  
And faintly the sad stars shine;  
But night brings stars when the children's eyes  
Look tenderly into mine.  
And I know, whatever my toil may be,  
Those eyes are welcoming lights to me!

And the world is green, and the world is wide,  
But never the world is ill,  
If after the stress of the storm and tide  
The children love us still!  
And I know, whatever my grief may be,  
Voices of children sling rest to me!

As we grow older, we learn to pity where once we blamed.

**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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Importer and Jobber of Polished Plate, Window and Ornamental

**Glass**

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,  
Resident Manager.

**NEW SWEET GOODS**

- Maple Cake . . . 10 cents
- Dainty Sweets . . . 15 cents
- Chocolate Dainties 16 cents
- Orange Slices . . . 16 cents

The very finest our skill and good material can produce.  
Others are enjoying a fine sale on the above.  
Why not you?  
Sample for the asking.

**SEARS BAKERY, GRAND RAPIDS.**

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.



## Village Improvement

How Civic Beauty May Become Contagious.

It is in the extreme east and west parts of the United States that the town and village improvement idea most flourishes. On the Atlantic coast these societies are numbered by the hundreds, from Bar Harbor, Me., to somewhere near the southern boundary of Georgia. In the series of articles written on this subject last year, I described the effort the Seaboard Air Line Railway was making to organize a village improvement society in every town and village along its road. This is the only case of which I know where a corporation is far-sighted enough to see the material advantage certain to accrue to a company which offers its passengers the pleasurable view of a cultivated lawn and flower garden a thousand miles long.

California has some dozens of these societies, all in active working order. I have not heard of any north of California, but no doubt they exist. Petaluma, in Sonoma county, has an exceedingly active organization, composed of ladies, which has transformed the town parks and squares from the untidy affairs—with which, alas! we are all of us too familiar—into places of beauty and pride.

Petaluma is a town of four thousand inhabitants, two hours from San Francisco by rail. The progressive character of the people is attested by the large variety of manufactures, and their religious sentiments and culture by the fact of their having ten churches, a public library of ten thousand volumes, and an exceedingly fine school system. In 1896

the two plazas and the streets of Petaluma were in the usual unkempt condition of the ordinary town. The townspeople were ashamed of the condition of the plaza, but, in our happy-go-lucky American way, what was everybody's business was nobody's business, until after much private discussion a public meeting was called at the office of Miss Rena Shattuck, editor of the Petalumanian, who was the promoter of the plans for improving the plazas and other parts of the town.

The call was responded to by the ladies of Petaluma, who formed an organization called the Ladies' Improvement Club. Officers were elected and committees appointed to raise funds. Mrs. Reed says:

Our roll-call numbered fifty-two, and at our first entertainment we cleared over \$181, and from that time on we have made money and expended it. I think we have spent about \$3,000 on both plazas. The one known as the Hill Plaza was nothing but a lot of clay with a few neglected trees upon it. I can not tell you what a terrible looking place it was, right in the heart of the town. No one thought we could do anything with it, but we have; and to-day, although most of the palms and trees are young, the grass is green, the walks graveled and there are iron seats where one can rest and enjoy a beautiful view of the broad Sonoma Valley.

The other plaza, known as Walnut Park, is beautiful, too, and on a warm day one is grateful for the shade of its many walnut trees. There you will find plenty of iron seats, all donated by two good citizens. These seats are occupied most of the time, as it is a favorite place for children.

The city trustees of Petaluma have treated us with due respect, and have always done all they could to aid us in our good work. They now give us an allowance of \$50 dollars a month for la-

bor and other necessities; for they had promised that when the plazas were in good condition they would take charge of them. Instead of that they give us the allowance and let us manage them. Of course, it is not very much, but we make it do. The board of trustees allows us to hold our meetings in the city hall, where we have a pleasant room with lights and fires furnished us.

We have made other improvements, such as asking the electric light company to paint all its poles white, and to see that all poles were good, straight ones. We have had the water company paint the hydrants at the street corners red, adding a little to their appearance. We caused a street to be opened that others had tried to have opened for the last twenty years without success. It is by these little things that strangers judge a community, and if people only realized that by beautifying their property they are increasing its value, what lovely homes we would have.

It does not make a bit of difference whether your house is a modern one or just a little, old-fashioned one, if there are a pretty lawn, a few trees and some flowers, all well kept.

Women of Petaluma, I salute you! I might paraphrase and say, "Out of sweetness came forth strength," for from the nobler side of civic pride came forth the organized strength which conquered the especial lions in your way, and won you the respect and confidence of your city officers. To raise the standard of municipal taste and tidiness is not an easy matter, but it is well worth trying for. Organization, perseverance, and common sense in spending the money on one object until finished are what are needed in these societies. For, behold, while you are setting in order the most needed reforms, the spark of your enthusiasm is burning in the remotest corners of your town, and when you have finished your especial work

and are looking for other work, you will often find but little left to do.

The work of the Petaluma Club has resulted in at least twelve clubs being formed in towns in California and Arizona. Physicians tell us that health is contagious. The Ladies' Improvement Club of Petaluma has proved that civic beauty also may be contagious. May they continue to spread the epidemic!

Jessie M. Good.

### Steady and Stick Do the Trick.

A rush is good in its place, lad,  
But not at the start, I say,  
For life's a very long race, lad,  
And never was won that way.  
It's the stay that tells; the stay, boy,  
And the heart that never says die;  
A spurt may do, with the goal in view,  
But steady's the word, say I.  
Steady's the word that wins, lad,  
Grit and sturdy grain;  
It's sticking to it will carry you through it,  
Roll up your sleeves again!

Oh! Snap is a very good cur, lad,  
To frighten the tramps, I trow,  
But Holdfast sticks like a burr, lad—  
Brave Holdfast never lets go.  
And Clever's a pretty nag, boy,  
But stumbles and shies, they say:  
So Steady I count the safer mount  
To carry you all the way.

The iron bar will smile, lad,  
At straining muscle and thew,  
But the patient teeth of the file, lad,  
I warrant will gnaw it through.  
A snap may come at the end, boy,  
And a bout of might and main,  
But Steady and Stick must do the trick,  
Roll up your sleeves again!

### Reflections of a Bachelor.

A woman can always find some flaw in a man's story—unless it isn't true.

For the first three weeks after it gets born a baby looks 'most as red and uncomfortable as its father.

It takes a smart woman to make a man out of a fool, but any fool woman can make a fool out of a man.

No girl over 16 can be expected to be satisfied with the idea of kissing that she gets out of Sunday school books.

A girl's way of flattering a new man is to insinuate that she has heard the other women talking a lot about him.

## Grocers Will Please Commit to Memory

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

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

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

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.



**Commercial Travelers**

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

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

**United Commercial Travelers of Michigan**  
Grand Counselor, 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.

**Sudden Death of Samuel B. Taylor, of Lansing.**

From the Lansing Republican, April 24.

The many friends of Samuel B. Taylor will be shocked to learn of his sudden death last evening, at his home in the Holmes terrace, 306 Capitol ave. north. The immediate cause was heart failure.

Mr. Taylor had been in ill health all winter, but would not listen to the solicitation of his friends that he give up his duties for a time and rest. He had worked the past winter unceasingly, on the road night and day for C. W. Inslee & Co., wholesale grocers, of Detroit. Where trains were not convenient he would drive across the country, paying no attention to snow or wind, often traveling in this manner 100 miles a week. His desire to attend to business permeated the delirium of the two days prior to his death, and last evening about 9:30 he insisted upon leaving his bed to telephone for a carriage to take him to the station. He turned from the telephone, staggered, and would have fallen to the floor had not his nurse caught him and laid him back upon his bed. He looked up smilingly at the nurse, saying:

"You had your hands full, didn't you?"

Then his head dropped back upon the pillow and he was dead.

Samuel B. Taylor was born in Canandaigua, N. Y., Nov. 7, 1854. Here his boyhood was spent, and after being graduated from the Canandaigua academy, a famous old Eastern school, he came to Lansing, with John Sidway, in 1873. Mr. Sidway opened a grocery store on the southeast corner of Washington avenue and Allegan street. Mr. Taylor was his chief clerk. This store was afterwards moved to 107 Washington avenue south, where J. W. Edmonds' Sons are now located. In 1883 Mr. Taylor established a grocery store in the north half of the building occupied by the Mapes Clothing Co. The firm was Porter & Taylor. Last fall he sold a grocery which he owned at 513 Ionia street west.

For fifteen years Mr. Taylor had been engaged upon the road selling groceries, and no traveling man in the State was better known nor more generally loved and respected. The last twelve years he had been with the firm of C. W. Inslee & Co., of Detroit. Although far from well he insisted on making his usual trip last week and did not give up until Sunday. He returned with a severe attack of tonsillitis and a high fever, and the heart was unable to bear the strain of so much exertion under such conditions.

Mr. Taylor became a member of the Grand River Boat Club at the time of its organization in 1882, and was closely identified with everything that made for the prosperity of the club. He was one of the organizers of the Michigan Knights of the Grip at the Hudson House twelve years ago, his membership being No. 2.

March 4, 1885, he was married to Miss Dora Cooper, of Lansing, who, with an 8-year-old daughter, Norma, survives him. His mother is living at the old home in Canandaigua, and is expected here to-morrow. Mrs. Taylor, his widow, is not in good health, and is

completely prostrated by her sudden bereavement.

**Consigned to the Tomb.**

From the Lansing Republican, April 26.

The friends of Samuel B. Taylor gathered this morning at his late home, 304 Capitol avenue north, to pay their last tribute of respect and affection. The casket containing the dead was completely hidden, except about the placid face, with blossoms symbolic of life. A corner fire-place formed a verdant screen of foliage and feathery white flowers, while over the casket twined and fell a complete cover of roses, carnations, tulips, lilies, jonquils and smilax.

Flowers were sent by the Grand River Boat Club, ladies of the Church of Our Father, and the Knights of the Grip, and by many individual friends.

The music was appropriately chosen, and sung by a quartet, consisting of Miss Bailey, Mr. and Mrs. Harry Stone and Howard Truxell. Rev. Bard, of the Universalist church, spoke from the words, "Take no thought of the morrow," and unfolded the necessity and beauty of a belief in a reunion beyond the valley of the shadow to those living in a world of tragic uncertainties.

**Gripsack Brigade.**

S. J. Thompson, formerly on the road for the Worden Grocer Co., has accepted a similar position with the Freeman Mercantile Co. He will cover the towns along the Northern divisions of the G. R. & I. and Pere Marquette.

No virtue is more calculated to advance the condition of a young man on the road than that of punctuality. Let your customer understand that you are always prompt to keep your dates and promises and you will always have the advantage of your trade over the unreliable opponent.

Kalamazoo Gazette: Fred M. Caldwell, who has recently been employed on the reportorial staff of the Detroit Tribune and in the business office of the Detroit Journal, has secured a position as traveling representative of the J. B. Ford Co., of Wyandotte. His territory includes practically all the large cities of the United States.

Kalamazoo Gazette: John Van Brook, of the carpet department of Olin, White & Olin's store, has severed his connection with that firm to take a position as traveling salesman for the French Garment Co., of this city. His territory will comprise the State of Illinois, with headquarters in Chicago. He expects to be gone away from home on his first trip, which will commence about May 1, four or five months.

Portland Observer: Miss Clara Albro was married at 10 o'clock Thursday morning to Wm. G. Hawkins, of Grand Rapids, by Rev. W. E. Stevens, of the Congregational church, and the couple took the noon train for Grand Rapids, where they will keep house. Mr. Hawkins is a traveler for the Worden Grocery Co., and has been making Portland for several years. He first met Miss Albro at Dehn's, where she held the position of cashier. He is well known among the traveling fraternity and among the grocers of this part of Michigan. Miss Albro is the daughter of Dr. and Mrs. O. O. Albro, and has always been a general favorite among her associates.

Mrs. D. A. Warren, millinery and notions, Ewart: Enclosed please find draft for \$1 in renewal of my subscription to the Michigan Tradesman. When I say that the magazine has been a help to me, it nowhere near tells the story. Your paper gets at the true inwardness of things, which is very gratifying, and the article in last week's issue on "Securing Discounts" is worth far more than the price of subscription.

**GONE BEYOND.**

**Death of D. E. McVean, the Well-Known Salesman.**

Monday morning the Musselman Grocer Co. issued the following sorrowful announcement to the customers of their Southern Michigan salesman:

It is with sincere sorrow that we announce the death of David E. McVean, which took place Sunday evening, at 8:30 o'clock, the immediate cause of his death being abscesses of the liver, which were supposed to have caused blood poisoning.

Mr. McVean had been connected with this house for the past seven years, and had many friends among the trade who will deplore his untimely demise.

The funeral will be held from the family residence, 187 South East street, Wednesday afternoon, at 2:30 o'clock, under the auspices of the Masonic order. Musselman Grocer Co.

Mr. McVean's unexpected death was a great shock to his family and friends, as he had of late been in better than his usual health. For many years Mr. McVean was a great sufferer from frequent attacks of rheumatism, but since last fall, after a severe struggle with the jaundice, in which he almost succumbed, his general health had greatly improved and the rheumatism had entirely disappeared. Mr. McVean's territory was Southern Michigan and Northern Indiana. He had attended faithfully to business, as usual, only laying off a day about two weeks ago in Indiana. He finished his route as fully as possible, but came home a week ago Tuesday far from well. He took a carriage at the depot and, on arriving at his residence, was obliged to be assisted in. He immediately retired to what proved to be his deathbed. His illness, which was abscesses of the liver, was not looked upon seriously by either himself or others until Sunday morning, but at 8:30, the same evening, Mr. McVean crossed the Dark River. The second son, Will, who lives at Big Rapids, was telegraphed for at 7:30, but too late to reach here before his father's death. He arrived to comfort his mother on Monday morning. The funeral was held this afternoon. Mr. McVean favored the Episcopal belief and the Rev. Charles Donohue, of St. Paul's Memorial Church, officiated at the services, which were under the auspices of Doric Lodge and the local members of the Michigan Knights of the Grip. He was buried in Fulton street cemetery, by the side of his only daughter, Lucy, who died four years ago.

\* \* \*

David Ellery McVean was born at Scottsville, Monroe county, New York, September 16, 1842, making him 59 years of age at the time of his death. In 1846 his parents moved to Michigan, settling in Kent county. His father was a surveyor of this county for a number of years and was one of the pioneers. The son learned civil engineering and took up his father's business as a pursuit. He was married on November 15, 1866, to Eunice Parker, of Lowell, Michigan, and in 1872 came to Kalkaska, with a view of locating there, being promised the office of county surveyor upon becoming a resident of that county. The following spring he moved there, and was county surveyor until 1882. Soon after his change of residence he purchased a building begun for a hotel, which was afterwards the Manning House, and finished it. He kept the hotel a few months and then sold it. About 1878 Mr. McVean began to deal in pine lands and other real estate, and for some time continued in

that business, selling within a few years upwards of \$700,000 worth of pine lands. In the summer of 1879 he went into the grocery business on the corner afterwards occupied by the bank. The following spring he was burned out and later bought the grocery stock of R. S. Abbott. During the year 1880, in company with A. C. Beebe, who for a short time was partner in the business, he built one-fourth of the large brick block in which his store was afterwards situated. In 1882 he bought out Mr. Beebe and carried on the business alone, doing a large wholesale and retail business and being regarded as one of the successful men of that portion of the State.

For the past fifteen years Mr. McVean has resided in Grand Rapids, being a traveling salesman all of that time. For two years he was with the then firm of Clark, Jewell & Co., being later identified with Arthur Meigs & Co. Then Hawkins & Perry claimed his allegiance, and for the past seven years he carried the grips of the Musselman Grocer Co., covering, as mentioned, Southern Michigan and Northern Indiana.

Mr. McVean was of Scotch ancestry and inherited many of the sterling qualities of that sturdy race. He was a man of few words, quiet and unostentatious in his bearing, wholesouled, a gentleman in every meaning of the word. During the Civil War he responded to the call of his country, being in service over three years—from the summer of 1862 until December, 1865. He went into service with Company B, Sixth Michigan Cavalry, and at close of the war was sent to the Western Frontier, where he remained until mustered out in December. He ranked as Quartermaster Sergeant. Mr. McVean was a great lover of Masonry, being the founder of Kalkaska Lodge, No. 332, of which he was First Master. His name was enrolled on the membership list of the Lakeside Club, of this city, and the Knights of the Grip saw him one of their charter members. His face was a familiar one at the social gatherings of the latter organization, and he will long be missed among his brother knights.

Besides the son already referred to, Mr. McVean leaves a widow and an older son, Dan, the latter residing in this city. Both of the sons are married, and both are railroad men. The Tradesman and a host of friends extend sympathy to the family in their great bereavement.

An open mind, an open hand, an open heart will find everywhere an open door.

**Electric & Gas Fixtures**

As we design and manufacture our own fixtures, and selling to users only, we save you jobbers' and retailers' profits. Our pictorial suggestions for the asking.

**The T. J. Mosher Electric Co.**  
Mfrs. Fixtures, Belts, Insoles, Batteries, General Contractors.  
Grand Rapids, Mich., U. S. A.

**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



## 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.

### Expenses of Conducting a Retail Drug Store.

Many large businesses have been built up from very small capital, but what was lacking in money has been made up for by energy and enthusiasm. Enthusiasm will succeed with little capital, but ample capital will not bring success without energy and enthusiasm, and it may be stated as a truth that no man can attain any great success in a business that he does not like or that he can not feel enthusiasm in pushing.

Expenses are what eat up the profits of a business, and the good business man ever keeps a watchful eye on the expense account, but with this difference between him and the penny-wise business man: he will spend money with a lavish hand—with both hands—if he can see a reasonable chance of getting back a dollar and a half or two dollars for every dollar that he puts out, whereas the penny-wise man will keep his expenses cut down to a point where it cripples the enterprise of his establishment and chokes its expansion and growth.

Caution is a good trait in a business man if it leads to nothing more than a properly conservative business policy. If carried too far it becomes cowardice, the fear of making a venture for fear of loss. It is this excess of caution that keeps many otherwise able business men from rising, keeps their noses to the grindstone all their lives, and offers to the bold and enterprising men the opportunity of building up a business at the expense of the more cautious merchant. Your really great merchant is always a bold man, ready to adopt a new method, plan, scheme, or way of doing things if it seems in his judgment to promise success with a fair degree of certainty.

In modern retail establishments it is considered that expenses should not as a rule exceed 20 per cent. of the gross amount of business done, and should be divided in about this proportion:

Rent, 3 to 5 per cent.  
 General expense, clerk hire, light, heat and sundry expense, 10 to 15 per cent.

Advertising, 2 to 3 per cent.

That is, in a business of twenty thousand dollars per annum, the item of rent would be six hundred to one thousand dollars, general expense two or three thousand dollars, advertising four to six hundred dollars. In a smaller business the ratio of expense will usually exceed these figures, for as a rule the smaller the business is the greater expenses will be in proportion to the amount of business done, and the larger the business the less the ratio of expense.

As a business is built up and increased, expense does not increase in as great a ratio, for many of the items of expense may, up to a certain limit, be

regarded as fixed charges. Thus, rent, light, and heat remain the same until the increased business demands more room, or the growth of the locality makes property more valuable and increases the rent. Expense for help increases, but never in as great a ratio as the business increases. A store doing a business of fifty dollars a day, with the aid of two clerks, may increase its business to sixty dollars a day without taking on more help. If the average gross profit of the business be 33½ per cent., this increase of ten dollars in the daily business means an increased net profit of three dollars and thirty-three cents per day, as the operating expenses have not been increased. Such an increase often just makes the difference between a money-making business and a business that the proprietor is barely making a living at.

It is the endeavor of every good business man to work his plant or establishment at its highest state of efficiency to do all the business that his capital and stock and help is capable of handling. If his capital, stock, and help is sufficient to do a business of sixty dollars a day and he is only doing a business of forty or fifty dollars a day, he ought to look into matters and study up ways and means for securing the full amount of trade that his establishment is capable of handling without increased expense. If the expenditure of one or two dollars a day for advertising will bring the trade, it is a good investment and he should not hesitate to try it.

The amount of business that he can hope to command is only limited by his energy and ability and the limitations of his business field. The one question that should be ever foremost in the merchant's thought should be: "Am I doing all the business that it is possible for me to do; have I all the trade that is to be gotten in my business field?"

W. A. Dawson.

### Insecticides As a Side Line.

Many druggists are on the search for paying side lines. To such of them as do business in the country the words of S. R. Crabtree before the Maine Pharmaceutical Association may not be without value. "In agricultural districts there is a large and increasing demand for insecticides of various kinds, ranging from Paris green to Bordeaux mixture," remarked Mr. Crabtree. "There are standard formulas for the more common sprays and mixtures, and a few carefully conducted experiments will enable one to evolve others, then by doing a little missionary work among the farmers, explaining to them the merits of each kind for particular insects, a profitable trade may be worked up. This class of goods can be handled more intelligently by the druggist than by general dealers, but if the druggist is not willing to anticipate the wants of the farmer in this direction, and attempts to overcharge for what preparations he does keep, he can not justly complain if the trade is gradually absorbed by other lines of business conducted by men of better judgment and business discretion."

### He Keeps Drugs.

Charles Bernstein, 96 Hester street, New York, wants people to know that he "keeps drugs," and informs them by displaying an assortment of crude drugs in his window. The exhibits are arranged in boxes with slips attached telling what each box contains and what the contents may be used for.

### The Preservation of Stock.

The care of a druggist's stock is of much greater importance than is generally supposed, although it is very doubtful if the druggist, who is really the most interested person, at all times appreciates how readily portions of his stock can depreciate so as to be practically worthless. It is never gratifying to the druggist to find spicy drugs being devoured by insects; portions of fragrant roots worm-eaten and practically valueless for selling purposes; vessels containing alcoholic and ethereal products rapidly becoming empty through the use of bad corks; essential oils resinified by being exposed to light and heat in bottles containing more air than liquid; and other equally vexatious losses sustained through inattention rather than ignorance. It is impossible to make agreeably flavored products with oxygenized and resinified oils, yet they are doubtless used quite frequently in many states to avoid a loss sustained by pouring them out as a waste product, which after all would in all probability be the cheaper method in the end.

There is not much excuse for a loss of this character when the ordinary textbook declares that "volatile oils may be preserved without change in small, well-stoppered, amber-colored bottles, entirely filled with the oil and excluded from the light." Losses from other sources mentioned may be avoided by examining stock occasionally and seeing that it is kept dry, clean, and properly packed. The amount of labor involved in attending to perishable stock will be well paid for, not only in the preservation of it, but in the satisfaction derived from the knowledge that it is in a condition to use so as to produce the highest quality of pharmaceutical which can be attained. Care in keeping means quality in making, pleasure in selling, and satisfaction in using.

### The Drug Market.

Opium—Is a trifle easier under lack of demand. Light rains are reported in the growing district and prices are easier in primary markets.

Morphine—Is unchanged.

Quinine—Is dull and unchanged in price.

Alcohol—On account of increase in cost of corn, prices have been advanced 2c per gallon.

Cocaine—Is in good demand and the market is very strong and tending upward, on account of the increased cost of crude material.

Nitrate Silver—Has been advanced, on account of higher prices for bullion.

Citric Acid—Manufacturers have reduced price 2c per lb.

Gum Asafoetida—Has advanced. Prime gum is very scarce. Import cost to-day is about 40c.

Linseed Oil—Has again advanced and is tending higher.

### A Novel Method of Making Suppositories.

Van I. Wittin Bulletin of Pharmacy.  
 I wish to tell you and your readers how I make suppositories. I employ a method which I think better than the use of the old-fashioned mold. The trouble with the metal mold is after you have filled it and allowed the suppositories to cool, there is much trouble in getting the suppositories out in good shape. They are apt to stick to the mold and break. I have therefore found it convenient to make small paper covers of the size I wish to make the suppositories, and these I oil and stand up in a board with holes made in it to receive them. Then I melt the cocoa butter, add the medicinal constituents, stir well, and pour into the paper molds. When cold I remove the papers and

have nice smooth suppositories. It strikes me that if some manufacturer would make these paper molds cheaply there would be a good demand for them.

### Preferred Men to Alligators.

An old tourist was taking a live alligator home from Florida. He had one about three feet long in a box. This was much too large for the road, according to the ideas of the negro porter in the car, and he kept his eye on it all the time. He begged the man to put it in the baggage car, but he would not. The lady passengers were all in the lower berths, and the 'gator was shoved under one of them. It was about midnight and all was serene, when the porter looked in and saw the alligator creeping along the floor. He raised the yell: "Alligator's out, alligator's out!" and broke into the smoking room and shut the door. Everybody was awakened and much confusion reigned. When the conductor appeared upon the scene the women were screaming and scampering everywhere. One of them was climbing into an upper berth.

"Hold on there, madam," he said, "there's a man in that berth."  
 "I don't care," she exclaimed, "I'd rather be in a berth with two men than one alligator."

## 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.

## Your Wall Paper Stock Need Brightening Up?

Running short on any grades? If so drop us a card and we'll gladly send samples express prepaid. Large assortment on hand of good sellers and can ship quick. Prices lower than ever. Write us.

HEYSTEK & CANFIELD CO.

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

## Talk No. 5 Catarrhal Deafness

A very common trouble and a very serious one. It is due to an extension of inflammation to the Eustachian Tubes and often leads to total deafness. It is easily remedied if taken in time, but becomes more difficult to cure as the case becomes of longer standing. It first starts with a sense of fullness in the ears when one has a cold, but passes away soon. The attacks come oftener and stay longer; clicking noises or sounds like escaping steam appear and the hearing slowly becomes dull. Occasionally the attack will come on very suddenly and remain until treated. If you have any trouble take it now. Don't wait until the nerve is impaired.

Go or write to

DR. C. E. RANKIN

Powers' Opera House Block  
 Grand Rapids, Michigan

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

Mail Treatment

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



WHOLESALE DRUG PRICE CURRENT

Advanced—Linseed Oil, Alcohol. Declined—

Table listing various drugs and chemicals with their prices. Categories include Acidum, Ammonia, Aniline, Baccce, Balsamum, Cortex, Ferru, Flora, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, Syrups, Tinctures, Oils, and Miscellaneous. Includes specific items like Menthol, Morphine, and various salts.

Advertisement for Brunswick Brands Cigars. Features the brand name in a large, stylized font. Text includes: 'We are agents for the celebrated Brunswick Brands', 'Wolverine - - - \$55', 'Victorias - - - 65', 'Juniors - - - 35', 'Crane's Cadets - - 35', 'Rainbow - - - 35', 'Hawthorn, 25 in tin 35'. It also mentions 'We also have Our Manager, Quintette And a complete line of G. J. Johnson Cigar Co.'s brands including the celebrated S. C. W., Exemplar, etc. 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

- Niagra Starch
Muzzy Starch
Corn Syrup
Lemons

DECLINED

- Package Coffee
Cheese

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by columns A through Y.

1

Table listing items under column 1: ALABASTINE, AMMONIA, AXLE GREASE, BAKING POWDER.



Table listing items under column 1: Mica, Paragon, BAKING POWDER.

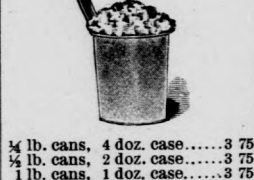


Table listing items under column 1: JAXON, Queen Flake, BATH BRICK.

Table listing items under column 1: BLUING, CONDENSED PEARL BLUING.

Table listing items under column 1: BROOMS, No. 1 Carpet, No. 2 Carpet, No. 3 Carpet, No. 4 Carpet, Parlor Gem, Common Whisk, Fancy Whisk, Warehouse.

Table listing items under column 1: BRUSHES, Solid Back, Pointed Ends, Shoe, No. 8, No. 7, No. 4, No. 3, Stove, No. 3, No. 2, No. 1.

2

Table listing items under column 2: BUTTER COLOR, CANDLES, CANNED GOODS.

Table listing items under column 2: Apples, Blackberries, Beans, Baked, Red Kidney, String, Wax, Standard, Blueberries.

Table listing items under column 2: Brook Trout, Clams, Clam Bouillon, Burnham's, Burnham's, Burnham's, Cherries, White, Corn, French Peas, Sur Extra Fine, Extra Fine, Moyon, Gooseberries, Hominy, Lobster, Star, Picnic Tails, Mackerel, Mustard, Mustard, Soused, Tomato, Tomato, Mushrooms, Oysters, Cove, Cove, Peaches, Yellow, Pears, Standard, Fancy, Peas, Marrowfat, Early June, Early June Sifted, Pineapple, Grated, Sliced, Pumpkin, Fair, Good, Fancy, Raspberries, Russian Cavier, Salmon, Columbia River, Columbia River, Red Alaska, Pink Alaska, Shrimps, Sardines, Domestic, Domestic, Domestic, California, French, French, Strawberries, Standard, Fancy, Succotash, Fair, Good, Fancy, Gallons, Tomatoes, Good, Fancy, Gallons.

3

Table listing items under column 3: CATSUP, Columbia, Carbon Oils, Barrels, Kocene, Perfection, Diamond White, D. S. Gasoline, Deodorized Naphtha, Cylinder, Engine, Black, winter, CHEESE, Acme, Amboy, Elsie, Emblem, Gem, Gold Medal, Ideal, Jersey, Riverside, Brick, Edam, Leiden, Limburger, Pineapple, Sap Sago, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perfume, Sugar Leaf, Yucatan, CHICORY, Bulk, Eagle, Frank's, Schener's, CHOCOLATE, Ambrosia, Household Sweet, Ambrosia Premium, Yankee Premium, Walter Baker & Co.'s, German Sweet, Premium, Breakfast Cocoa, Runkel Bros., Vienna Sweet, Vanilla, Premium, CLOTHES LINES, Cotton, Cotton, Cotton, Cotton, Cotton, Cotton, Cotton, COCOA, Ambrosia, Ambrosia, Cleveland, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOA SHELLS, 20 lb. bags, Less quantity, Pound packages, COFFEE, Roasted, AIC HIGH GRADE COFFEES, Special Combination, French Breakfast, Lenox, Mocha & Java, Old Gov't Java and Mocha, Private Estate, Java & Moc 24, Supreme, Java and Mocha, Dwinell-Wright Co.'s Brands, White House, White House, Excelsior M. & J., Excelsior M. & J., Royal Java, Royal Java & Mocha, Arabian Mocha, Asten Moch, Mocha & Java Blend, Fancy Maricabo, Gavo Blend, Javelo Santos, Ja-Mo-Ka, Excelsior Blend, No. 55 Blend, Rio, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Maracalbo, Fair, Choice, Mexican, Choice, Fancy.

4

Table listing items under column 4: Guatemala, Choice, Java, African, Fancy African, O. G., P. G., Mocha, Arabian, Package, New York Basils, Arbuckle, Dillworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago, Extract, Valley City, Felix, Hummel's, Hummel's tin, Substitutes, Crushed Cereal Coffee Cake, 12 packages, 1/2 case, 24 packages, 1 case, CONDENSED MILK, Gall Borden Eagle, Crown, Daisy, Champlon, Magnolia, Challenge, Dime, Leader, COUPON BOOKS, 50 books, any denom., 100 books, any denom., 500 books, any denom., 1,000 books, any denom., Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives a specially printed cover without extra charge, Coupon Pass Books, Can be made to represent any denomination from \$10 down, 50 books, 100 books, 500 books, 1,000 books, Credit Checks, 500, any one denom., 1,000, any one denom., 2,000, any one denom., Steel punch, CRACKERS, The National Biscuit Co. quotes as follows: Butter, Seymour, New York, Family, Salted, Wolverine, Soda, Soda XXX, Soda, City, Long Island Wafers, Zephyrette, Oyster, Faust, Farina, Extra Farina, Saltine Oyster, Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Macaroons, Coconut Taffy, Cracknels, Creams, Iced, Cream Crisp, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, Large or small, Ginger Snaps, N. B. C., Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Snaps, Lemon Wafers, Marshmallow, Marshmallow Creams, Marshmallow Wafers, Mary Ann, Mixed Plonic, Milk Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzletter, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, XXX.

5

Table listing items under column 5: Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

Table listing items under column 5: SUGAR, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

Table listing items under column 5: SUGAR, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

Table listing items under column 5: SUGAR, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

Table listing items under column 5: SUGAR, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

Table listing items under column 5: SUGAR, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, Citron, Leghorn, Corsican, Currants, California, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 3/4 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Grits, Walsh-DeRoo Co.'s Brand.

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FOOTE & JENKS' JAXON Highest Grade Extracts. Vanilla 1 oz full m. 1 20, 2 oz full m. 2 10, 3 oz full m. 3 15. Lemon 1 oz full m. 1 20, 2 oz full m. 2 10, 3 oz full m. 3 15.



6



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



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

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

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

FRESH MEATS Beef Carcass . . . . . 6 1/2 @ 8 Forequarters . . . . . 6 @ 6 1/2 Hindquarters . . . . . 7 1/2 @ 9

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

MUTTON Carcass . . . . . 8 1/2 @ 9 Lambs . . . . . 9 1/2 @ 10

VEAL Carcass . . . . . 8 @ 9

GRAINS AND FLOUR Wheat Winter Wheat Flour Local Brands Patents . . . . . 4 25 Second Patent . . . . . 3 75 Straight . . . . . 3 55

Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best 1/2s . . . . . 4 50 Pillsbury's Best 3/4s . . . . . 4 40

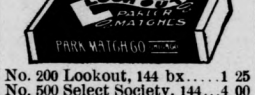
CORN Corn, car lots . . . . . 45% No. 1 Timothy car lots . . . . . 11 50 No. 1 Timothy ton lots . . . . . 12 50

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

7

LICORICE Pure Calabria . . . . . 30 Sicily . . . . . 23 Root . . . . . 14

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



No. 200 Lookout, 144 bx. . . . . 1 25 No. 500 Select Society, 144 . . . . . 4 00 No. 200 Williams Perfect, 144 . . . . . 1 35

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

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

OLIVES Bulk, 1 gal. kegs. . . . . 1 25 Bulk, 3 gal. kegs. . . . . 1 10 Bulk, 5 gal. kegs. . . . . 1 00

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

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

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

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

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

PROVISIONS Barreled Pork Mess . . . . . @ 16 50 Back . . . . . @ 15 50

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

8

3 lb. Pails . . . . . 1 Sausages Bologna . . . . . 5 1/2 Liver . . . . . 6 1/2

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

TRIPE KIts, 15 lbs . . . . . 70 1/2 bbls., 40 lbs. . . . . 1 25 1/2 bbls., 80 lbs. . . . . 2 25

CANNED MEATS Corned beef, 2 lb. . . . . 2 75 Corned beef, 14 lb. . . . . 17 50

SAUERKUTS Church's Arm and Hammer . . . . . 3 15 Deland's . . . . . 3 00

SAL SODA Granulated, bbls . . . . . 80 Granulated, 100 lb. cases . . . . . 96

SALT 100 3 lb. bags . . . . . 3 00 50 6 lb. bags . . . . . 3 00

DIAMOND CRYSTAL Table, cases, 24 3 lb. boxes . . . . . 1 40 Table, barrels, 100 3 lb. bags . . . . . 3 00

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

GEORGES cured . . . . . @ 6 Georges genuine . . . . . @ 6 1/2 Georges selected . . . . . @ 7

HALIBUT Strips . . . . . 10 Chunks . . . . . 12

TROUT No. 1 100 lbs. . . . . 5 75 No. 1 40 lbs. . . . . 2 60

MACKEREL Mess 100 lbs. . . . . 12 25 Mess 40 lbs. . . . . 5 20

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

SHOE BLACKING Handy Box, large . . . . . 2 50 Handy Box, small . . . . . 1 25

SOAP B. T. Babbit brand - Babbit's Best . . . . . 4 00 Beaver Soap Co. brands



50 cakes, large size . . . . . 3 25 100 cakes, large size . . . . . 6 50 50 cakes, small size . . . . . 1 95

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

JOHNSON SOAP CO. brands - Silver King . . . . . 3 60 Calumet Family . . . . . 2 70

ENAMELINE No. 4, 3 doz in case, gross . . . . . 4 50 No. 6, 3 doz in case, gross . . . . . 7 20

SPICES Whole Spices Allspice . . . . . 12 Cassia, China in mats . . . . . 12

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

SUGAR Domino . . . . . 5 95 Cut Leaf . . . . . 5 95 Crushed . . . . . 5 95

TOBACCO Cigars Columbia Cigar Co.'s brands Little Columbian . . . . . 36 00 Columbian . . . . . 35 00

10

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



Kingsford's Corn 40 1-lb. packages . . . . . 6 1/2 20 1-lb. packages . . . . . 6 3/4 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 7/8 6-lb. packages . . . . . 5 7/8

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

Best Corn Starch . . . . . Neutral Pearl Starch in bbl. Neutral Powdered Starch in bbl. Best Confect's in bbl., thin boil. Best Laundry in bbl., thin boil. Chas. Pope Glucose Co., Chicago, Ill.

Common Corn 20 1-lb. packages . . . . . 4 1/2 40 1-lb. packages . . . . . 4 3/4



ENAMELINE No. 4, 3 doz in case, gross . . . . . 4 50 No. 6, 3 doz in case, gross . . . . . 7 20

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

SUGAR Domino . . . . . 5 95 Cut Leaf . . . . . 5 95 Crushed . . . . . 5 95

TOBACCO Cigars Columbia Cigar Co.'s brands Little Columbian . . . . . 36 00 Columbian . . . . . 35 00

11

No. 8 . . . . . 4 70 No. 9 . . . . . 4 65 No. 10 . . . . . 4 60 No. 11 . . . . . 4 55 No. 12 . . . . . 4 50 No. 13 . . . . . 4 50 No. 14 . . . . . 4 45 No. 15 . . . . . 4 45 No. 16 . . . . . 4 45

TEA Japan Sundried, medium . . . . . 28 Sundried, choice . . . . . 30 Sundried, fancy . . . . . 40

Gunpowder Moyune, medium . . . . . 26 Moyune, choice . . . . . 35 Moyune, fancy . . . . . 50

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

Best Corn Starch . . . . . Neutral Pearl Starch in bbl. Neutral Powdered Starch in bbl. Best Confect's in bbl., thin boil. Best Laundry in bbl., thin boil. Chas. Pope Glucose Co., Chicago, Ill.

Common Corn 20 1-lb. packages . . . . . 4 1/2 40 1-lb. packages . . . . . 4 3/4

ENAMELINE No. 4, 3 doz in case, gross . . . . . 4 50 No. 6, 3 doz in case, gross . . . . . 7 20

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

SUGAR Domino . . . . . 5 95 Cut Leaf . . . . . 5 95 Crushed . . . . . 5 95

TOBACCO Cigars Columbia Cigar Co.'s brands Little Columbian . . . . . 36 00 Columbian . . . . . 35 00

S. C. W. Cigar Clippings, per lb. . . . . 26 Lubetsky Bros.' Brands. B. L. . . . . \$35 00 Gold Star . . . . . 35 00

ROYAL TIGERS 50 @ 80 05 Book Filled Tigarettes . . . . . 35 00 Female Tigarettes . . . . . 35 00 Night Hawk, oncha . . . . . 35 00 Night Hawk, navel . . . . . 35 00 Vincente Portuondo . . . . . 70 00

ROYAL TIGERS 50 @ 80 05 Book Filled Tigarettes . . . . . 35 00 Female Tigarettes . . . . . 35 00 Night Hawk, oncha . . . . . 35 00 Night Hawk, navel . . . . . 35 00 Vincente Portuondo . . . . . 70 00



12

Table with 2 columns: Item Name and Price. Includes items like Ruhe Bros. Co., E. M. Schwarz & Co., and various foodstuffs.

13

Table with 2 columns: Item Name and Price. Includes Pearlina, Scourine, WICKING, and WOODENWARE.

14

Table with 2 columns: Item Name and Price. Includes CANDIES, Caramels, and Foreign Dried Fruits.

15

Table with 2 columns: Item Name and Price. Includes AKRON STONWARE, Butters, and various lamps.

Our candy box designs are neat and thoroughly up to date. Write for catalogue and prices. Kalamazoo Paper Box Co. Kalamazoo, Mich.

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.

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 I-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.

Handsone 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 15 cents, and all the large pieces from 15 to 25 cents each.

DEYOUNG & SCHAAFSMA, Manufacturers' and Jobbers' Agents in Grockery, Glassware, China and Lamps. 112 MONROE ST., GRAND RAPIDS, MICH.



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

Earthenware Meat Tubs

15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order.

Advertisement for W. S. & J. E. Graham featuring '20c A MONTH GAS LIGHT' with details on pricing and contact information for the Brilliant Gas Lamp Co.



COZZENS A HOO-DOO.

Why He Should Be Banished From Lansing.

A member of the Senate Judiciary Committee recently made the following statement to a reporter of the Tradesman relating to the garnishment bill now before the Legislature:

"If Cozzens had stayed away from Lansing, a satisfactory law would have been enacted weeks ago. As a matter of fact, Cozzens appears to have the unfortunate faculty of queering everything he touches. Representative Nevins had enough votes pledged in the House to strike out the \$8 arbitrary exemption, but Cozzens back-capped him by placing a circular letter on the desk of every Representative, asserting that the bill was satisfactory to him in its amended form. By thus ignoring the man who had introduced the bill and stayed by it like a father, Cozzens not only showed poor judgment and violated every rule of legislative procedure, but he demonstrated to the satisfaction of everyone that the enactment of a garnishment bill was a matter of personal vanity with him and that when it came to a critical point he was willing to sacrifice the interests of the merchants he pretends to represent for the sake of gratifying his ambition to figure as a successful lobbyist. In other words, it was a matter of no concern to him whether the measure engineered through the Legislature was better or worse than the present law, so long as he could claim the credit of securing its enactment.

"Unfortunately, Cozzens was so indiscreet and shortsighted as to remark that, if he could get the measure through the House, he would then have plain sailing, because he 'owned the Senate.' This boast was repeated by him so frequently that it soon became public property, in consequence of which the Senators were compelled to resent the imputation by informing Cozzens that no exemption legislation would be considered by the Senate if he persisted in remaining in Lansing, because his presence there would be an effectual menace to the measure. We were compelled to take this stand by reasons of the unpleasant personality of the man and his unfortunate faculty of hoo-dooing everything which he undertook to manage or direct.

"So far as the proposed amendment to the bill, granting an exemption to unmarried men, is concerned, I think we can eliminate that from the measure—unless Cozzens insists on banging around the Legislature, in which event he must take the responsibility for what happens.

"Of course, the proposed law is no improvement over the old law except from the standpoint of collection lawyers, justices and constables, who will profit by the legal turns and twists characteristic of the measure.

"If I am in the Legislature next session, and the merchants will send Cozzens out of the State, I will undertake to secure the enactment of a garnishment law which will be such an improvement over the present one-sided statute and the Cozzens jumble that they will never cease to be grateful to the Legislature for the relief thus afforded them—and it will not cost them a cent, either."

Taking a Rest or Playing the Game to the End.

"I have always felt," said Mr. Carnegie in his open letter to the citizens of Pittsburg, "that old age should be

spent, not as the Scotch say, in 'making mickle mair,' but in making good use of what has been acquired, and I hope my friends of Pittsburg will approve of my action in retiring while still in full health and vigor, and I can reasonably expect many years of usefulness in fields which have other than personal aims."

These words of Mr. Carnegie contrast strikingly with what Roswell P. Flower said to a friend shortly before his death: "I don't need to keep at work any longer," he remarked, "I have all the money that I want and much more. I don't care about making any more money simply for the sake of being a richer man. There is no reason why I should not retire, except that I should not enjoy life if I were not in the thick of it. I could not get any satisfaction out of existence without playing the game to the end." No doubt Mr. Flower expressed the prevailing American sentiment.

There is no leisure class in this country, as there is in England. Most Americans want to "die in the harness." As Mr. Flower says, they would not be comfortable if they were not at work.

So long as this feeling exists it is a fact to be reckoned with whether it be altogether approved or not. In many ways the community benefits from it. The great captains of industry are doing immense service to the country in their business. If Mr. Carnegie had retired twenty years ago steel would not have the part in modern life which it takes to-day. The majority of able men in active business are valuable contributors to the material welfare of the country. But the State needs the service of men of ability in other than business relations. A man who retires at Mr. Carnegie's age not only has time for travel, reading and reflection—the "making of the soul," Mr. Carnegie calls it—but he can devote himself to public affairs. A class of able and public-spirited men of leisure would be invaluable to a community. The late Senator Morrill, of Vermont, furnished a striking illustration of this type of citizen. At the age of 38 he decided he had made enough money, and that he could retire from business and devote himself to gaining the education and culture for which he had not had leisure in his youth. Six years later he was elected to Congress and began the long and uninterrupted service of forty-four years which ended only at his death.

It would not be necessary for the elderly man of leisure to go into party politics in order to be of service to his town or state, if such a course were distasteful to him. He might be a force in his community for public improvements and for promoting the public welfare in many ways as a private citizen. He could serve with credit, as Charles Dudley Warner did, on park boards, or he could make his influence felt in municipal leagues. There is abundance of opportunity for a progressive man to make his declining years count for the good of his community while he is enjoying a well-earned rest from the strain of business.

The Ironical Beggar.

"I'm hungry, sir," said the beggar. "Won't you give me enough to get a meal?"

"Here, my good man," said Mr. Pompous, "here's a penny for you."

"Oh! thank you, sir. By the way, have you got a pepsin tablet about you? I always get dyspepsia when I overeat myself."

Hardware Price Current

Ammunition		Levels		
Caps		Stanley Rule and Level Co.'s.....dls	70	
G. D., full count, per m.....	40	Mattocks		
Hicks' Waterproof, per m.....	50	Adze Eye.....	\$17 00..dls 70-10	
Musket, per m.....	75	Metals—Zinc		
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2	
Cartridges		Per pound.....	8	
No. 22 short, per m.....	2 50	Miscellaneous		
No. 22 long, per m.....	3 00	Bird Cages.....	40	
No. 32 short, per m.....	4 95	Pumps, Cistern.....	75&10	
No. 32 long, per m.....	5 80	Screws, New List.....	85	
Primers		Casters, Bed and Plate.....	50&10&10	
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	50	
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates		
Gun Wads		Stebbins' Pattern.....	60&10	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30	
Black edge, Nos. 9 and 10, per m.....	70	Pans		
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10	
Loaded Shells		Common, polished.....	70&5	
New Rival—For Shotguns		Patent Planished Iron		
No. of Drs. of Powder	oz. of Shot	Size of Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 3/4	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 3/4	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 70
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100..				72
No. 12, pasteboard boxes 100, per 100..				64
Gunpowder				
Kegs, 25 lbs., per keg.....				4 00
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....				2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....				1 25
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.....				1 40
Augurs and Bits				
Snell's.....				60
Jennings genuine.....				25
Jennings' imitation.....				50
Axes				
First Quality, S. B. Bronze.....				6 50
First Quality, D. B. Bronze.....				10 00
First Quality, S. B. S. Steel.....				7 00
First Quality, D. B. Steel.....				11 50
Barrows				
Railroad.....				12 00
Garden.....				29 00
Bolts				
Stove.....				60
Carriage, new list.....				65
Plow.....				50
Buckets				
Well, plain.....				\$4 00
Butts, Cast				
Cast Loose Pin, figured.....				65
Wrought Narrow.....				60
Chain				
Com.....	7 c.	5-16 in.	1/4 in.	4 1/2 c.
BB.....	8 1/2	7/8	5 c.	6
BBB.....	8 1/2	7/8	6 1/4	6 1/2
Crowbars				
Cast Steel, per lb.....				6
Chisels				
Socket Firmer.....				65
Socket Framing.....				65
Socket Corner.....				65
Socket Slicks.....				65
Elbows				
Com. 4 piece, 6 in., per doz.....net				65
Corrugated, per doz.....				1 25
Adjustable.....				40&10
Expansive Bits				
Clark's small, \$18; large, \$26.....				40
Ives' 1, \$18; 2, \$24; 3, \$30.....				25
Files—New List				
New American.....				70&10
Nicholson's.....				70
Heller's Horse Rasps.....				70
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....				28 17
Discount, 65.....				17
Gauges				
Stanley Rule and Level Co.'s.....				60&10
Glass				
Single Strength, by box.....				85&
Double Strength, by box.....				85&
By the Light.....				80&20
Hammers				
Maydole & Co.'s, new list.....				33 1/2
Yerkes & Plumb's.....				40&10
Mason's Solid Cast Steel.....				30c list 70
Hinges				
Gate, Clark's 1, 2, 3.....				60&10
Hollow Ware				
Pots.....				50&10
Kettles.....				50&10
Spiders.....				50&10
Horse Nails				
Au Sable.....				dls 40&10
House Furnishing Goods				
Stamped Tinware, new list.....				70
Japanned Tinware.....				20&10
Iron				
Bar Iron.....				2 25 c rates
Light Band.....				3 c rates
Knobs—New List				
Door, mineral, jap. trimmings.....				75
Door, porcelain, jap. trimmings.....				85
Lanterns				
Regular 0 Tubular, Doz.....				5 00
Warren, Galvanized Found.....				00



**Rebate of Taxes on Tobacco Held on July 1**

Arrangements are being made by Revenue Collector Lemon for the rebate of taxes on tobacco, snuff and cigars held by manufacturers on July 1 under the act of March 2, 1901. The Commissioner of Internal Revenue recently sent out to deputy collectors copies of a decision which gives the requirements in regard to the rebates.

An act passed on March 2, 1901, imposes new rates of taxes on cigars and cigarettes and provides for discount on sales of stamps for the payment of tax on tobacco and snuff and for rebates on tobacco, snuff and cigars held by manufacturers and dealers on July 1. Manufacturers of cigars and tobacco will be required on July 1 to furnish the collectors with an inventory of all tobacco material, manufactured tobacco, snuff and cigars, stamped and unstamped, and the value of all unattached stamps held by them on that date. These inventories must be taken in the presence of two disinterested persons. The stock must be inventoried without an adjournment and the witnesses shall count all packages. Goods in transit on July 1 shall not be inventoried either by the consignor or the consignee, but when such goods are received by the consignee he may make a separate claim for the rebate.

The statute provides that no claim shall be allowed for a less amount than \$10. Manufacturers and dealers making claims for a rebate will be required to have on July 1 at least 416 2/3 pounds of smoking and manufactured tobacco or snuff, or 16,667 cigars weighing more than three pounds per thousand, or 21,740 cigars weighing not more than three pounds per thousand, in original and unbroken factory packages, properly stamped, before they will be entitled to a rebate under section 4, act of March 2, 1901. A claim may embrace a less quantity of tax paid, tobacco or snuff than above mentioned, provided the claimant has cigars on hand subject to rebate, when the total rebate on all goods inventoried would amount to \$10 or more. If it is shown that the inventory was not commenced or if commenced was not completed on July 1, this will be regarded as a sufficient reason for rejecting the claim. If it is found that for some reason the claim is invalid or fraudulent, it should be reported to the commissioner for rejection. Collectors of internal revenue will make special investigation relative to the merits of doubtful claims and report to the commissioner for final decision.

Taxes will be imposed on cigars and cigarettes on and after July 1, according to their several classifications, as follows: On cigars weighing more than three pounds per thousand, \$3; on cigars weighing not more than three pounds per thousand, 18 cents per pound; on cigarettes weighing not more than three pounds per thousand, and of a wholesale value or price of not more than \$2 per thousand, 18 cents per pound; cigarettes weighing more than three pounds per thousand, and of a wholesale value or price of \$2 per thousand, 36 cents per pound; all such cigars and cigarettes weighing not more than three pounds per thousand shall for the purposes of taxation be considered as weighing three pounds. A new series of internal revenue stamps will be issued for the above rates. These stamps will not be sold prior to July 1.

**Quantity Prices to Consumers.**

Quantity prices to consumers are sometimes a means of holding trade. In the country many retailers sell soap by the box, canned goods by the dozen or case, dried fruits by the dollar's worth, coffee by the dollar's worth, etc. This is practically wholesaling on a small scale and to hold this trade it is necessary for the retailer to sell his goods on a small margin of profit. He finds, however, that this trade is nearly always profitable, even if the gross profits are smaller in proportion than on small lot sales. The necessity of handling the goods so frequently is reduced and business can be done more cheaply on sales in lot than on small piece sales.

This same principle will apply to the

retailer in the city, although it must be adapted to new conditions. Articles which ordinarily are sold at 20 cents can sometimes be sold three for fifty cents. Ten cent goods can frequently be sold three for a quarter. Eight cent goods at two for fifteen cents and so on throughout the list. Wherever profits will permit, strive for the larger sales and offer quantities at lower figures proportionately than you do the single item. The cost of delivering will be reduced, your sales will be increased, the money invested in stock will turn over more frequently and the few cents concession to the customer in securing the larger purchase will hold that customer's trade many times.

**Lakeview Business Men in Line.**

Lakeview business men to the number of about twenty-five met last Wednesday evening and organized the Lakeview Business Men's Association, with the following officers:

- President—James A. Carlton.
- Vice-President—Wm. Rac.
- Secretary—Carey Vining.
- Treasurer—Eli Lyons.

Owing to the peculiar conditions existing at Lakeview, there are exceptional reasons why such an organization should be created and maintained, to the end that certain existing abuses may be abolished and several needed reforms may be introduced. It is expected that every business man in the place will give the organization the benefit of his support and encouragement.

**An Unfortunate Statement.**

An Oxford professor was giving his pupils a lecture on "Scotland and the Scots."

"These hardy men," he said, "think nothing about swimming across the Tay three times every morning before breakfast."

Suddenly a loud burst of laughter came from the center of the hall, and the professor, amazed at the idea of any one daring to interrupt him in the middle of his lecture, asked the offender what he meant by such conduct.

"I was just thinking, sir," replied that individual, "that the poor Scotch chaps would find themselves on the wrong side for their clothes when they landed!"

M. P. Lenhard, formerly shipping clerk for Geo. H. Reeder & Co., has taken the position of shipping clerk for the Freeman Mercantile 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.**

**FOR SALE—STORE AND DWELLING** combined and small stock of dry goods, groceries and shoes. Two miles northeast of Rochester. Address E. C. Albertson, Rochester, Mich. 835

**DRUG STOCK FOR SALE IN HUSTLING** village; a bargain for somebody; good reasons for selling. Address Lock Box 35, Lowell, Mich. 834

**A FIRST-CLASS MARKET FOR RENT** IN a fine location; fully equipped with all kinds of tools, to rent or for sale; for terms write to Mrs. Ella Coney, 325 State St., Ionia, Mich. 833

**FOR SALE—UP-TO-DATE DRUG STORE** IN one of the best towns in Michigan. Good reasons for selling. Address No. 826, care Michigan Tradesman. 826

**\$300 LOT, BALANCE CASH, FOR HOME** IN village or stock merchandise. 401 Bates St., Grand Rapids. 825

**FOR SALE—SMALL SODA FOUNTAIN,** also steam peanut roaster, cheap. Joseph Hoare, Elk Rapids, Mich. 822

**DO YOU WANT A CLEAN STOCK OF GENERAL** merchandise, doing the largest business in town? I have manufacturing business that takes my attention. Will turn you a good trade from my factory. L. J. Tripp, Mesick, Wexford Co., Mich. 821

**A GOOD LOCATION FOR A PHYSICIAN** and surgeon wanted at once. Enquire of C. J. Anderson, Manistee, Mich. 819

**FOR SALE—A FIRST CLASS BOOK STORE** and news agency in hustling Michigan city of 4,500 inhabitants; price right; terms easy. Address 836, care Michigan Tradesman. 836

**FOR SALE—A SODA FOUNTAIN ALMOST** new. Can be bought at a bargain. Address 132 East Front St., Traverse City, Mich. 832

**\$2,500 STOCK OF CROCKERY, GLASSWARE,** tin and granite ware, hardware, notions and groceries; good reasons for selling. A bargain will be given. Address P. O. B. 15, Tecumseh, Mich. 831

**FOR SALE—AS I AM INTERESTED IN A** desire to devote my entire attention to manufacturing, I will sell my thriving retail general stock of dry goods, groceries, crockery, drugs and bazaar goods; stock clean and high grade; a strictly cash store; I sell in groceries alone as much as any two stores in the county; the business is on a substantial basis; rents are low; location is the best, and no decided competition; stock invoices about \$10,000; can give desirable and easy terms to good parties; stock arranged in departments; located at the county seat and in the Fruit Belt of Southwestern Michigan. Address No. 830, care Michigan Tradesman. 830

**WHY PAY ALL YOUR MONEY OUT FOR** rent of building and high wages when you can get a 2-story building with capacity for 100 men and fitted with power, steam heat and electric lights, for a small price, at Reed City, Mich.? For sale—Forty acres garden land near Port Huron and the beaches; 8 lots opposite tunnel station, and three houses, corner Sixth and Pine Sts., Port Huron. Address E. King, Reed City, Mich. 828

**FOR SALE OR EXCHANGE—AN EXCEL-** lent flour mill and elevator, located in city of 25,000 population, situated on asphalt street, six blocks from business district. Capacity of mill, 80 barrels daily; excellent wheat country surrounding; mill running night and day. Will sell cheap or exchange for stock of merchandise. Owner leaving for the South and must dispose of all business interests here immediately. Address P. O. Box 86, Marion, Ind. 827

**FOR SALE—WHOLE OR PART INTEREST** in a general hardware, tin-smithing and plumbing business, invoicing about \$3,500, in a good factory town in Southern Michigan. Address No. 824, care Michigan Tradesman. 824

**FOR SALE—STOCK MILLINERY AND** fixtures, well selected and up-to-date; best city in Southern Michigan; low rent; splendid opportunity for good milliner. Address No. 837, care Michigan Tradesman. 837

**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—STOCK OF GENERAL MER-** chandise 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

**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 manufacturing town 4,000 population. Reason for selling, other business. Terms easy. Address G., Carrier No. 1, Three Rivers, Mich. 806

**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, inventoring about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a hustling business town of 1,500 population, fifty miles from Grand Rapids; this is a bargain for some one; best of reasons for selling. Address B, care Michigan Tradesman. 777

**FOR SALE OR 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 CORRE-** spond with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 685

**FOR SALE—DRUG STOCK INVOICING** \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

**MISCELLANEOUS**

**WANTED—GOOD SPECIALTY SALES-** man for the only dustless floor brush made; exclusive territory; large commission. See our advertisement elsewhere in this paper. Address Wiens Brush Co., 239 Fourth St., Milwaukee, Wis. 829

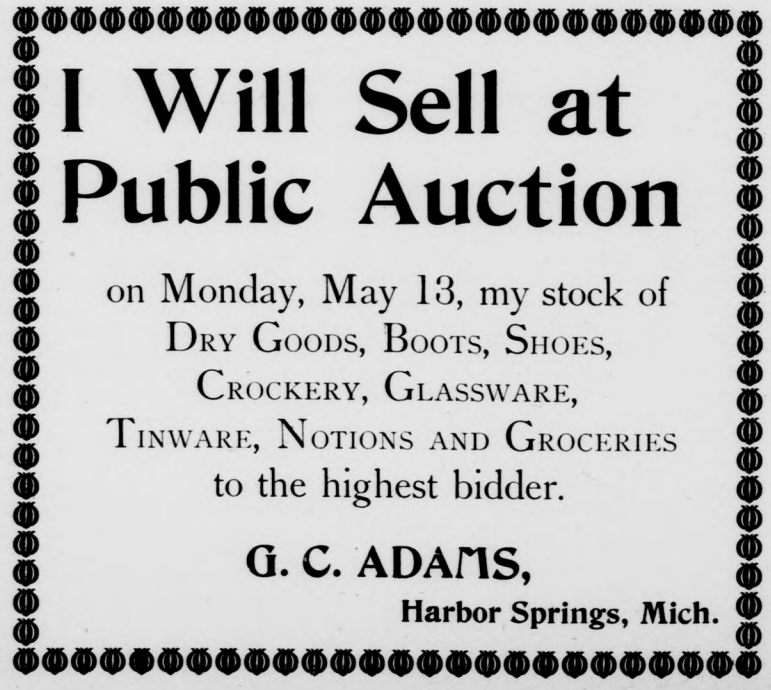
**WANTED—AN AI HUSTLING HEBREW** salesman for dry goods and clothing. No apprentices need apply. Address No. 823, care Michigan Tradesman. 823

**WANTED—A CLERKSHIP. HAVE HAD** three years' experience. Can furnish best of references. Clerkship in general store is preferred. W. H. McRae, Ferrinton, Mich. 820

**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

**REGISTERED PHARMACIST, EXPERI-** enced and attentive to business, desires work. Middle aged; references; fair salary; no dives apply. Address Salol, care Green's Drug Store, Alpena, Mich. 795

**AGENTS ON SALARY OR COMMISSION:** The greatest agents' seller ever produced; every user of pen and ink buys it on sight; 200 to 500 per cent. profit; one agent's sales amounted to \$620 in six days; another \$32 in two hours. Monroe Mfg. Co., X 54, La Crosse, Wis. 793



# I Will Sell at Public Auction

on Monday, May 13, my stock of  
**DRY GOODS, BOOTS, SHOES,  
 CROCKERY, GLASSWARE,  
 TINWARE, NOTIONS AND GROCERIES**  
 to the highest bidder.

**G. C. ADAMS,**  
 Harbor Springs, 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.

WORLD'S BEST

# S.C.W.

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

Are you going  
to the  
**Pan-American  
Exposition?**  
The  
**Michigan Central**  
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### Perfection Coffee Roaster

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

**Milwaukee Gas Stove  
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Milwaukee, Wis.

## MERCANTILE ASSOCIATIONS

**Michigan Retail Grocers' Association**  
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

**Grand Rapids Retail Grocers' Association**  
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

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

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

**Bay Cities Retail Grocers' Association**  
President, C. E. WALKER; Secretary, E. C. LITTLE.

**Muskegon Retail Grocers' Association**  
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

**Jackson Retail Grocers' Association**  
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

**Adrian Retail Grocers' Association**  
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

**Saginaw Retail Merchants' Association**  
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORR.

**Traverse City Business Men's Association**  
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

**Owosso Business Men's Association**  
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

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President, H. W. WALLACE; Secretary, T. E. HEDDLE.

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President, F. D. VOS; Secretary, J. W. VERHOEKS.

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**Grand Rapids Retail Meat Dealers' Association**  
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## Travelers' Time Tables.

### PERE MARQUETTE

#### Railroad and Steamship Lines.

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

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

### GRAND Rapids & Indiana Railway March 10, 1901.

Going North.

	ex Su	ex Su	ex Su	ex Su
Lv G'd Rapids.....	7 45a	2 10p	10 45p	5 20p
Ar. Cadillac.....	11 20a	5 40p	2 10a	9 00p
Ar. Traverse City.....	1 30p	7 50p	4 15a	.....
Ar. Petoskey.....	2 50p	9 15p	6 55a	.....
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.

	ex Su	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids.....	7 10a	1 50p	6 50p	12 30p	11 30p
Ar. Kalamazoo.....	8 50a	3 22p	8 35p	1 45p	1 00a
Ar. Ft. Wayne.....	12 10p	6 50p	11 45p	To Chicago	.....
Ar. Cincinnati.....	6 25p	.....	7 15a	.....	.....

Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.

**MUSKEGON** Except Sunday

	ex Su	Daily	ex Su	Daily
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

	ex Su	Daily	ex Su	Daily
Lv. G'd Rapids (Union depot)	12 30pm	11 30pm	.....	.....
Ar. Chicago (12th St. Station)	5 25pm	6 55am	.....	.....

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.  
11:30pm train has through coach and Pullman sleeping car.

**FROM CHICAGO** Except Sunday

	ex Su	Daily	ex Su	Daily
Lv. Chicago (12th St. Station)	5 15pm	11 30pm	.....	.....
Ar. G'd Rapids (Union depot)	10 15pm	6 55am	.....	.....

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.  
11:30pm train has through coach and sleeping car.

### Take G. R. & I. to Chicago

50 cents to Muskegon  
and Return Every Sunday

ATTRACTIONAL CATALOGUE "SAVE TIME AND STAMPS"

### PELOUZE POSTAL SCALES

THE HANDSOMEST AND BEST MADE

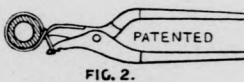
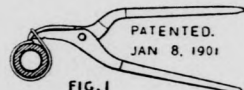
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS, AND ALSO GIVE THE EXACT WEIGHT IN 1/2 OZS.

NATIONAL—4 LBS. \$3.00. UNION—2 1/2 LBS. \$2.50.

THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED

PELOUZE SCALE & MFG. CO.,  
CHICAGO.

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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.

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Dignified  
Design  
or  
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make  
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ENGRAVERS  
GRAND RAPIDS, MICH.**



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## Our Lowest and Latest Special Bargains

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<b>Bushel Baskets</b> Extra Strong Per dozen.....\$0.85	<b>Wire End</b> <b>Wood Butter Dishes</b> 250 in a crate 1 lb., per crate.....\$0.42 2 lb., per crate......47 3 lb., per crate......57 5 lb., per crate......66	<b>Mrs. Pott's Sad Irons</b> Full Nickel Plated Per set (in case lots).....\$0.62 <b>Avon Alarm Clock</b> High grade, nickel plated. Warranted one year Each.....\$0.54
<b>Two Hoop</b> <b>Common Wood Pails</b> Per dozen.....\$1.20	<b>Relief Iron Wringer</b> High grade, rubber rolls Warranted, each.....\$1.58	<b>Diamond Reflector</b> <b>Kitchen Side Lamp</b> With No. 2 Sun Burner and Chimney Per dozen, complete.....\$1.80
<b>Saginaw Double Globe</b> <b>Washboard</b> Per dozen.....\$2.25		

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**H. LEONARD & SONS, Grand Rapids, Mich.**



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CATCHES THE GERM AS WELL AS THE FLY.  
Sanitary. Used the world over. Good profit to sellers.  
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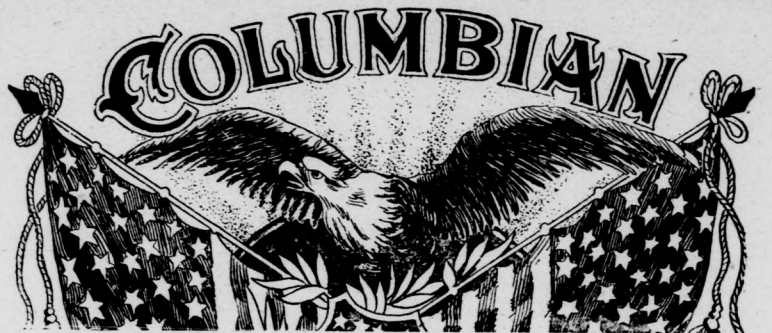
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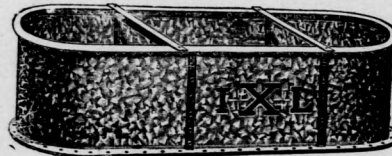
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Steel Mills, Steel Towers,  
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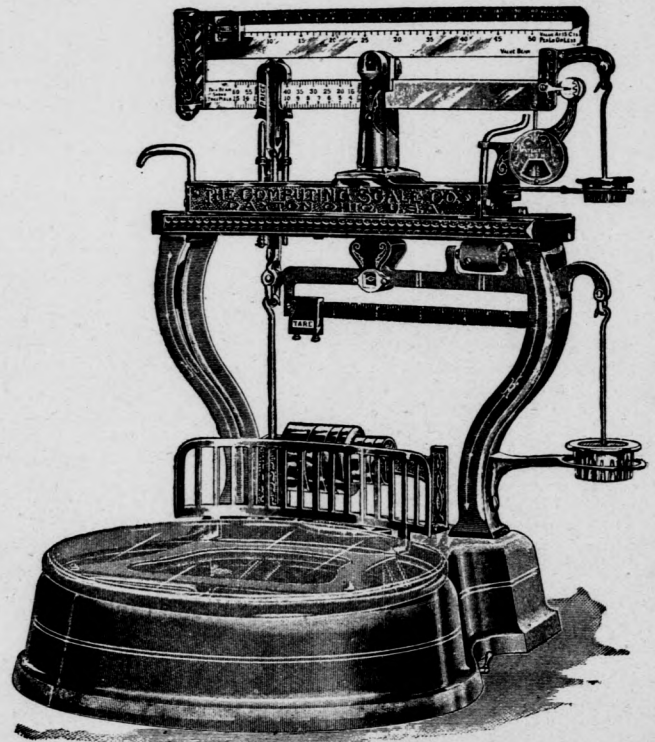
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ADAMS & HART, Local Agents at Grand Rapids.

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