

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, MAY 8, 1901.

Number 920

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.

Merit Wins

Once you try them, you'll always buy them.

Royal Tiger 10c

A SMOKER'S SMOKE

Tigerettes 5c

They please your customers and increase your trade.

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.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

EGG Baking Powder

Nearly every dealer who has corresponded with us has bought from us and every dealer who has bought is satisfied and so are his customers.

EGG BAKING POWDER

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

BOUR'S COFFEES MAKE BUSINESS

Ask us for quotations

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

Walsh-DeRoo Milling Co., Holland, Mich.

BETTER THAN EVER
SOLD BY ALL JOBBERS
50 CIGAR

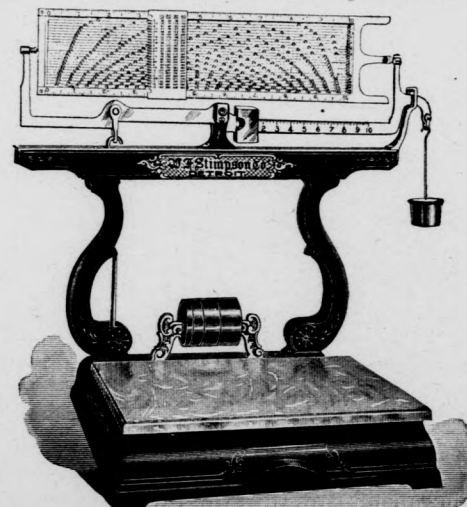
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MAY 8, 1901.

Number 920

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 dependencies wanted. Address

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

13 ONLY

13 Genuine Bargains

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

BARLOW BROS.

Grand Rapids, Michigan

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids. Collector and Commercial Lawyer and Preston National Bank, Detroit.

Tradesman Coupons

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GENERAL TRADE REVIEW.

The sharp reaction which occurred near the close of last week was of such a character that under ordinary conditions it could hardly have failed to bring a disastrous panic. As it is, while the reaction was considerable, the recovery is prompt and the course of prices is again upward. Observers are congratulating the dealers that the setback puts off the probability of a more serious reaction soon. Indeed it is quite likely that the decline was the result, largely at least, of the cautions that have been given by financiers and of the cautionary measures of the banks.

All records of the average of transportation stocks, and of many of the industrials, were far exceeded before the reaction Friday. The average of railway shares went up to \$102.56. Since the reaction the recovery is rapid and promises to make more new records before stopping. As a cautionary measure the banks are demanding broader margins in securities, arguing that stocks which have advanced so rapidly must be considered of less value as proportioned to the price. Money rates have advanced to 10 per cent. as a result of the pressure of demand. It is evident that the banks propose to put on brakes as far as opportunity is given. Money seems to be plenty for all needs. Notwithstanding the British loan gold is going out in less quantity than is usual at this time of year and the amount of circulation for each inhabitant is constantly increasing.

There has never been a time in the history of the country when building operations were being pushed to the extent now seen everywhere. In some localities there is serious embarrassment on account of the avalanche of orders, for which it is impossible to obtain materials. Dealers in structural steel, lumber, builders' hardware, glass, etc., are doing a rushing business. As an indication of the confidence in the situation, the wages of 17,750 glass workers have been voluntarily advanced 15 per cent. Prices are firmly maintained in the iron and steel industries and the works are assured activity for months to

come on the orders already in hand. Shipments of boots and shoes from Boston show a good gain over the corresponding week of last year. In some lines it has been found difficult to get supplies for the shops fast enough to meet the demand. Retail dry goods trading is reported satisfactory, but there is poor feeling among jobbers and manufacturers. Raw wool is 5c lower than last year at this time, which naturally discourages the growers. Silks are in better demand and prices are well maintained.

A GREAT NEGRO.

Self-educated, handicapped by the heaviest social and political weights, Booker T. Washington has taken the leadership of his race and of race thought by sheer force of intellectual and moral character.

His school at Tuskegee, Ala., is the model and marvel of its kind. His addresses, essays and books command the attention of the English-speaking world.

In a sense he is a theorist. That is, he is treading an unknown way. But in the same sense all pioneers of thought and action are theorists. So far Washington has kept his bearings. So far fruitful and flowering fields spring up in his track.

There may be other and better ways of negro advancement than the Washington way, but they have never been pointed out. Certainly his way is plain—it is the way of industrial usefulness, good citizenship, sound morals and pure religion. Unless all history is at fault and all philosophy is false, this way will lead to higher and happier ground.

At the moment, statistics of morality, insanity, health, etc., according to the statisticians, are not encouraging to the cause of negro education, but we are inclined to the opinion that the negro education of the past was not the best adapted to the negro's case. It was a very different sort from the Washington system. Anyhow, such a character, such a force, such a light as Booker T. Washington can not pass in a generation. Something must remain to better and to bless, for such greatness of mind and purpose can not be wholly wrong.

Indian Territory, which increased in population from 180,000 to 1890 to 391,000 in 1900, is an aspirant for the same territorial representation in Congress as is now given to its neighbor, Oklahoma, formerly a part of it. The white population of the Indian Territory is largely increasing.

That Pennsylvania merchant who has remained in jail seven years for contempt of court ought to have made the court feel mighty small by this time if it is as sensitive to contempt as it appears to have been.

China has been charged with about \$250,000,000. All that remains to be done is to collect it.

Some men have a gallon of words to every spoonful of thoughts.

NOT ALL ONE-SIDED.

The outside indications for a couple of years have been that all Buffalo and Buffalonians are stirred from center to circumference with enthusiasm about the Pan-American and have with difficulty contained themselves during the dreary months of waiting. One reads the excellent papers of that city thoroughly without finding a line indicative of discontent or even suggesting a possibility of local uneasiness. It would appear, however, that the natives talk the matter over among themselves and that visiting reporters for other papers have heard some of this gossip and have set it in printed circulation. A New York paper the other day published a letter from a correspondent who had been looking into Pan-American matters and quotes a Buffalo lady as saying: "Two years ago all Buffalo was teasing for an exposition. We have got one now, and now that we have got it, we wish the Pan-American was in Borriboola-Ghaa." That will be criticised in public by the Buffalo papers as showing lack of local patriotism and public spirit, but perhaps in many homes it will strike a responsive chord.

Buffalo is a big city and, as is always the case with every city, its population is made up of people who have friends and relatives distributed all over the country. That is an unusual community of any size which in 1893 had no relatives near or remote who lived in Chicago, and who in 1901 will have none living in Buffalo. Already the mails from all sections are bringing into Erie county friendly letters, expressing interest in its residents and hinting at an intention to make a long delayed visit this summer. The Buffalonians see themselves playing the role of individual hosts ten thousand times repeated. The prospect is not altogether pleasing, it would appear, indeed it is already decidedly appalling. Rents this year took a big bound, for, the boarding house business promising to be brisk, everybody wanted to engage in it. All summer long the cars, steam and electric, will be crowded and the citizens of Buffalo must stand up and be jostled in the jam or walk to and from their business. Then, after the exposition is over, the forced and artificial prosperity will fall with a dull and sickening thud. They are already beginning to think about that and the prospect is not pleasing. The number of old acquaintances and friendships which will be renewed with Buffalo residents this season promises to be something prodigious, and far off relatives are coming to eat a good people out of house and home. This is a phase of the case which Buffalonians did not consider two years ago when they were crying for the exposition, but they can be depended upon to meet the situation bravely and make the best of it.

Now a fugitive from justice has been captured in Chicago. It will soon be the fashion in the Windy City to ask the stranger within the gates "What was your name before you came to Chicago?"

Getting the People

Some Merchants Should Write Their Own Advertisements.

Probably the most subtle difficulty the writer of advertisements has to contend with is that of putting himself in the place of the reader.

This is a difficulty which militates strongly against the success of those best posted, technically, in the trade concerned. This fact is often adduced as a strong argument in favor of the claims of the professional advertisement writer as opposed to the merchant's doing his own work in that line. I am not prepared to yield to this argument, although there may be other reasons why it is advisable to employ assistance. One fallacy as to this proposition lies in the fact that the merchant—or some one as well posted, technically—must give the writer the points to be considered and, in doing so, as strong technicalities are conveyed unconsciously, and are employed by the writer, as the merchant would naturally use himself. The same care to give the right data to the assistant would eliminate this objection from his own work.

I do not mean to assert that the professional advertisement-writer may not be so drilled in the principles of his work as to be able to obviate this objection. It would be nonsensical to entrust the preparation of matter for the great specialties and proprietary articles to any who is not competent to deal with this problem in the most effective manner. But this sort of assistance is not at the disposal of every country merchant; and the mistake that is made is in accepting any one with a facility for jingling words together and thinking that the quality of the work will be superior to what the merchant could do himself. As I said before, the merchant is apt to convey to his writer all the objectional technicality and the result is not as successful as would be the work from first hands.

The merchant knows best what he wants to sell. If he has given the matter consideration, as he must do more or less if he is his own buyer—certainly more than any outsider—he knows the salient features that will commend the goods to his trade.

There are merchants—successful dealers, too—who can not write advertisements. Of course, these should recognize that fact and secure the best assistance obtainable. But there are many others who could write successfully but fail to discover that fact. These intrust the work often to less competent hands which, in addition, lack his complete knowledge of the subject.

To get rid of technicalities it is necessary to put oneself in the customer's place. In selling the goods the salesman instinctively does this to a considerable extent. The advertisement writer must do the same intelligently. He must ask himself what there is to be described that will interest the customer and create the desire to know more. It may be a matter of quality or novelty or price, etc., or a combination of these.

I wish to emphasize the assertion that many merchants make a mistake in not being their own advertisement-writers—no doubt some make the opposite mistake. Do not trust too much to the amateur word-jingler whose lack of knowledge of the peculiar needs is greater than his modesty as a publicist. Some merchants make the mistake of devoting the few moments they may be

Department Store

How are you?

We represent the GEM GARMENT COMPANY, and are going to show you hereafter regular Gem Garments. Knowing my customers and the Gem Garment Company for years we want you to try JUST ONE of their Ladies' Shirt Waists. I won't take your time here telling you how well they fit, how easy they feel, what nice patterns and how they wear, as you will find out and had ought to know by past experience, they have come to stay and we are the agents. Everything you get from us will fit. If it don't send it back. Remember if you want something fine as to fit, wear, style, ease and comfort try a Gem Garment. Sold only by

...Phin Smith....

WARNE'S PHARMACY

HEADQUARTERS FOR

Fine Fishing Tackle.

BASKETS, BOXES, ETC.

Everything you need for your fishing trip.

F. C. WARNE.

We Should Be Pleased To Prove Our Claims By Means of An Order



FOR SATURDAY.
Fancy Cucumbers, Spinach, Round Radishes, Asparagus, Green Onions, Lettuce, Wax Beans and Tomatoes.
FRESH STRAWBERRIES FOR SUNDAY SHORTCAKE.
TABLE DELICACIES.
Royal Salad Dressing, all kinds of Bottled Olives, Brandied Figs, Crosses & Blackwell's Pickles, etc.
All goods warranted strictly first-class.

GLENN & VAN DEUSEN, Fancy Grocers.
(Successors to C. C. Longstreet)

CARRIAGES...

I have the finest lot of Carriages in Kent County, also



FARM WAGONS, ROAD WAGONS, ROAD CARTS, AND SURREYS.....

Call and inspect them. The prices will astonish you, they're so cheap.

Fred Hubbard,

CEDAR SPRINGS, MICH.

Giltedge Furnaces!

Wood and Coal.

A Few of the users in Allegan:

Judge Philip Paulghan,	J. W. Chaddock,
H. C. Weeks,	H. D. Moore,
Dr. W. H. Bills,	C. E. Wilkes,
John Granger,	Walter Knapp-2
Leonard Stein,	H. Coykendall,
First National Bank,	M. DeWright.

Twenty-four in use in different parts of Allegan and vicinity.

John F. Dryden,
Furnaceman.

EVERY FAMILY

Believes in having the best the market affords when it can be had as cheap and reasonable as otherwise. We aim to please and seldom fail doing so. Our aim is to keep a neat and thoroughly reliable grocery, always first in the market with new vegetables, fruits, etc., and the many other delicacies desired at this season of the year.

S. E. Hosmer & Co.

Phone Orders Promptly Attended to

Automobiles!

THE MOBILE

Manufactured by the Mobile Company of America.

KALAMAZOO CYCLE CO., Agents.

The Spring and Summer Stock is all in. Styles are correct and fit perfect.

James Fleming.

Jot Down This Fact.

That when you want clothes that will give only the best satisfaction in wear, fit and finish; clothes that will suit not only yourself, but your wife, and your friends, clothes that will give you the distinction of being a perfectly dressed man, come to the tailor who makes a specialty of such clothing. Upholstering expenses. Downstairs satisfaction.

ARVIDSON, The Tailor,
Over 131 S. Burdick St.

Medium Clover.

Alsike Clover.

Western Fancy Timothy.

See them before you buy.

W. H. BENEDICT.

able to snatch from pressure of other duties to this important work. Each should be the best judge as to whether he should lessen his other work or entrust the writing to other hands, if reasonably competent ones are available. Deliberation and study are essentials to successful work in this line, and if they can be given by the one most interested the better for the result. But each must know his own qualifications and limitations best. It is necessary, however, to have one's attention called to the subject to induce a consideration of his own abilities.

Phin Smith writes an advertisement for his shirtwaist trade which is a curiosity for smartness of expression, but it is a question whether the familiarity of this style is attractive to the majority of customers. Much of the writing is without particular meaning as, for instance, the first half of the third sentence. There is in the production material for a good advertisement, but it needs re-writing on a more sensible plan. The compositor would have done better to use smaller and lighter display type with the light border. The paragraph is too solid looking to be generally read—less words, more sense and more white paper would have made a good advertisement.

F. C. Warne writes a good advertisement, but is badly seconded by his printer. The ragged look given to the ornaments and the selection of type is very unfortunate. The proportioning of the display and the white space is bad. It is one of those cases where the best plan is to begin again.

Glenn & Van Deusen have a carefully written advertisement which could be much improved in the printing. For instance, too much room is given to the badly spaced display lines and useless ornaments at the left and not enough to the lists of articles.

Fred Hubbard writes an advertisement which is to the point and is well proportioned to the space. His first assertion is a little too sweeping to have force, as many of his readers might think, whether correctly or not, that his collection might be exceeded in this city. Every statement of this kind weakens the assertion. The display would have been improved by making the signature a little smaller, to correspond with the address.

John F. Dryden gives a carefully prepared and very effective furnace advertisement. The wording is sufficient, although about as simple as it can be, and the proportioning to the space is exceptionally well done. The use of so much fine border would be an objection in a poorly-printed paper, but as it works here, contrasted with moderately heavy type, the result is exceptionally good.

S. E. Hosmer & Co. start out with an axiom which may interest enough to gain a reading of the paragraph. The printer has done his work judiciously.

The Kalamazoo Cycle Co. adheres to the use of the astonisher in the first line with no excuse except to make it fill up. The advertisement is simple and the printer's work would have been good if he had used more white space inside border.

James Fleming writes a simple statement which may be sufficient if his location is well advertised. It would do no harm to give room for an address.

Mr. Arvidson gives the most important display in his advertisement a small space in the lower right hand corner. I think the display of generalities like the first lines of this advertisement, having no relation to anything, is a poor use of space.

W. H. Benedict knows how to write a good grass seed advertisement and his printer has done his work well. The border is adapted only to a well-printed paper.

UNPROFITABLE CUSTOMERS.

Pen Picture of One Type of a Large Class.

He is a thin faced little man with a black beard, and one of the most careful in his business methods that you ever saw. They say up in his part of the country that he stops his clock Saturday night and starts it going again Monday morning to save the machinery as much as possible. He is the man who carries his shoes in his hand until he gets within sight of the village, wears them while in town and goes home barefoot. It may be inferred from the foregoing that Mr. Smith is not a profitable customer.

Still that has nothing to do with the story in hand. He came in one bitter cold day last winter, and after warming himself at the stove asked if we had any good butter. We had. Was it good? Of course. No butter ever entered or left our store that was not gilt edged, rose scented and touched with the magic wand of ever blooming youth.

"How do you sell it?"
 "Twenty-five cents."
 "Twenty-five cents?"
 "Yes."
 "A pound?"
 "Yes; that's the price."
 "Gee! Pretty steep, ain't you?"
 "No, not the way the market is now. You see, there is hardly any butter coming in, and we have trouble to get enough to supply our trade at the present price."

"But that's an awful pile of money—twenty-five cents for a pound of butter. I've sold lots and lots of it for a shilling and fifteen cents."

"I don't doubt that a bit, but it wasn't at this time of year. If you'll wait until next summer I suppose I can sell you butter cheaper than that."

"Mebbe you kin, but that's the worst of it. Next summer I'll have enough of my own, and you won't want to pay me nothin' for it."

"I'll pay you as much as I would anyone, providing your butter is all right. In order to get the best prices for things, you must have them when the demand is the best and the supply the smallest."

"Tell you what I'll do. I'll buy some from you now, and pay you for it in butter next summer when we're making lots of it."

"All right, I'll do that. Anything to be accommodating."

"Well, then give me two pounds, and I'll bring you back two pounds for it about the first of June."

"No, I don't think I'd like to play that way. If I sell you fifty cents' worth of butter now, you'll have to bring fifty cents' worth when you settle for it."

"Well, but a pound of butter's a pound of butter, ain't it?"

"I suppose it is. But I shouldn't like to sell you fifty cents' worth of goods now and take 25 cents for it next spring. How long do you suppose we could keep store if we did business that way? I'd rather get paid for it now, and then give you the market price for your butter when you bring it."

"But I'd be giving you two for one that way."

"Maybe you would. But how would you like to sell me butter next summer at a shilling and take your pay in butter next winter at twenty-five? You see, the rule works both ways. All we want is the market price for the goods, and that's all I asked you in the first place."

"Butter's too high for a poor man to eat now, anyway."

That was a statement that couldn't be disputed. After a while he said:

"Lemme see your butter."

The inspection was made, and the comments ran thus:

"That ain't very good butter, that there. It tastes kinder mouldy, like. Lemme see that roll over there. There, that's better, only, whew! it's full of salt. Them folks what made that wa'n't afeerd of their salt none, nor nothin'. How's that in the little jar? That's all right, I guess. Say, couldn't you lemme have some of that for twenty cents? I wouldn't never tell no one."

"I don't see how I could. We paid twenty-three for it."

"Oh, you can do it all right enough if you want to. You know I've spent lots of money in your store. You'd better. I've got to shoe up all my family when it comes spring, and you'll make twice over what you'd lose on the butter."

"I couldn't possibly sell it less than the price. We have trouble now in keeping enough good butter on hand to supply our customers."

"Say, twenty-five cents is awful steep for butter. I wouldn't buy none, only that the woman's sick, and she's be'n hankerin' fer some fer about two weeks. I told her if she wouldn't keep her mind on it all the time she'd soon get over it, and we could save the money for a new cultivator. I've got to have one in the spring. Meat fryings and flour gravy's good enough fer a'most anybody, and cultivators cost a ter'ble lot now. Hain't you got no butter fer less than twenty-five?"

We had some cooking butter that could have been sold for considerably less, but I thought of the poor woman lying there all those days without the one thing that she craved so much, and I told a lie that I hope the recording angel made allowances for in a marginal note.

"No, this is all we have."

"Say," said he with a sudden spasm of liberality, "if I was to buy half a pound of that butter, d'ye think you could do it up so's 'twouldn't melt on me going home?"

Here was a question of magnitude. But after due deliberation and, considering the fact that the thermometer stood at about zero, I risked the assertion that the deed could be done.

"Then wrap it up. I hope the woman'll be satisfied when she gets this. She may holler a little because ther' hain't more of it, but when folks is poor they've got to be careful. My old father always had that fer his motto, and he knowed what he was talking about, too. Let me have three plugs of chewin' and I'll get along toward home. I s'pose the woman'll be ravin' crazy if she don't get that butter pretty soon."

George Crandall Lee.

Did Not Pray For Butter.

Olivia is a little girl who was on a visit to her grandparents. She was well acquainted with the Lord's prayer, but did not say it at night. The other evening at bedtime she repeated her "Now I lay me" as grandma sat beside her cot. Just as good-nights were about to be exchanged she remembered about the Lord's prayer and said:

"When I'm home I sometimes pray to God to bring us bread."
 "Do you, dear?" said grandma, "and butter, too, I suppose?"
 "Nope, I don't pray for butter, 'cause the butter man brings it. Goo' night, gramma."


Values

When placing your order for Fall 1901 the question of VALUE should enter into consideration.

Our salesmen will start in a few days to show you the best VALUES ever placed before you.

Our CLOTHING labeled with the accompanying trade mark stands today the acknowledged unexcelled clothing for tailoring, designing, style and smartness.

Should our salesmen not call to explain the important facts about our clothing, write for sample garments.



Our Trade Mark and Guarantee.

M. Wile & Co.

Buffalo, N. Y.



Sold only by the best house through the best salesmen to the best merchants.

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

Around the State

Movements of Merchants.

New Buffalo—Fred Schrader has purchased the grocery stock of F. A. Sieb. Caro—Geo. P. James succeeds James & Ayers in the flour and feed business.

Frontier—Marion Hadox has purchased the meat market of Ralph Blount.

Albion—W. H. Rogers has opened his new shoe store in the Perkins block.

St. Clair—Geo. Beyschlag has purchased the meat market of Wm. Lindsay.

Manistee—August Holmes succeeds Holmes & Carlson in the meat business.

Kalamazoo—N. N. Davison succeeds Davison & Moore in the bakery business.

Frankfort—F. O. Wickham has sold his hardware stock to C. F. & B. M. Collier.

Wyandotte—Martin & Craig continue the hardware business of Mace, Martin & Craig.

Belleville—John S. Wright has purchased the general stock of Albert A. Chesman.

Eureka—Eli Kirby has sold his grocery stock and meat market to Geo. Manning.

Willow—Chas. H. Mooney has sold his general merchandise stock to Avery J. Chilson.

Collax—Jos. F. Fournier, dealer in general merchandise, has removed his stock to Bay City.

Kalamazoo—Vanderbilt & Gildea succeed the Chicago Coffee Co. in the tea and coffee business.

Detroit—Harry Bates has purchased the grocery, flour and feed stock of F. Schumacher & Son.

Pontiac—J. W. Hart & Co., dealers in flour, feed, coal and hay, have sold out to A. J. Johnson.

Lansing—L. W. Hull has purchased the interest of his partner in the grocery firm of Hull & Lewis.

Jasper—Deland & Burt, general dealers, have dissolved partnership. I. M. Burt continues the business.

Ann Arbor—Wm. E. Pardon is succeeded in the grocery and meat business by Overbeck & Klinger.

Quincy—C. E. Wise, engaged in the department store business here, has removed his stock to Coldwater.

Moline—E. C. Nevins is erecting a building to be used as a drug store, postoffice and bicycle repair shop.

Port Huron—Davy & Co. continue the grocery business formerly conducted under the style of Spring & Davy.

Bellevue—H. H. Maatch has engaged in the meat business. He purchased the market belonging to J. W. Madison.

South Haven—The East Side meat market has changed hands, H. L. Daggert having sold out to R. Goodrode.

Eaton Rapids—The Eaton Rapids Co-operative Association succeeds Wm. Brahm & Co. in the grocery business.

Mendon—Frank Austin continues the lumber and builders' material business of Beckley & Austin in his own name.

Nashville—T. J. Navue has sold his grocery stock to H. C. Glasner, of Centerville, formerly proprietor of the business.

Copemish—McGuire & Gleason, agricultural implement dealers, have added a store room to their building 100 feet deep.

Harbor Springs—Benj. Segal has added a line of carpets and millinery to his stock of men's furnishings, clothing and dry goods.

Deerfield—W. F. Weisinger has purchased the interest of his partner in the general merchandise firm of Weisinger & Salisbury.

St. Joseph—Mrs. S. E. Bradford has purchased the interest of Miss Sophia Komitch in the millinery firm of Bradford & Komitch.

Flint—Hewes & Hopkins have merged their drug and grocery business into a copartnership under the style of Hewes & Hopkins, Limited.

Horton—L. W. Delavan has sold his drug stock to Clinton Joseph, formerly of Quincy, who will continue the business at the same location.

Saginaw—Chester A. Record, formerly with Hammond, Standish & Co., has entered the employ of the Saginaw Cold Storage & Produce Co.

Sebewaing—F. W. Hubbard and John Ryan have sold their private bank at Sanilac Center to B. R. Noble & Co., who will shortly merge it into a State bank.

Kalamazoo—H. H. Boylan & Son is the style of the new firm formed to succeed Thayer & Boylan in the agricultural implement, wagon and harness business.

Muskegon—A. E. Diephuis, for the past two years in the employ of Ole Peterson & Co., grocers, has engaged in the boot and shoe business on his own account.

Ann Arbor—John Goetz, senior member of the grocery, flour and feed firm of John Goetz & Son, has retired from the business. Wm. Goetz will conduct the business hereafter.

Chelsea—Kempf & Co., dealers in lumber, lime, produce and poultry, are succeeded in the lumber and grain business by the Wm. Bacon-Holmes Lumber, Grain & Coal Co.

Fenwick—S. H. Rinker, general dealer, was nearly suffocated one day last week while endeavoring to assist a neighbor in saving his household effects from destruction by fire.

Eastmanville—S. Liefers has moved into the store building which has lately been repaired for him. He will carry a general line of goods, including berry boxes and patent medicines.

Leesburg—G. M. Hudson has sold his stock of general merchandise to Bradford Bros. They will also have the management of the Thomas warehouse and engage in the grain business.

Sault Ste. Marie—Rossa Barr, formerly with the Soo Supply Co., has purchased the interest of John Mosher in the grocery firm of H. J. Ramsey & Co. The style remains the same.

Traverse City—Frank Meads, for several years employed in the drug store of James G. Johnson, has decided to engage in business for himself and has purchased the drug stock of P. W. Kane.

Newaygo—The report that J. H. Edwards & Son had sold their hardware stock to Alfred Tyler, of South Haven, is denied by the former, who announce their intention of indefinitely continuing the business at the old stand.

Milan—Webb Blackmer, who has been in Dakota for the past year, has formed a copartnership with E. A. Farrington to continue the grocery and crockery business of Hitchcock & Farrington. M. W. Hitchcock has retired from trade.

Saginaw—At the last meeting of the Saginaw Butchers' Association resolutions were adopted authorizing the butchers to close their shops at 6:30 every evening, excepting Monday and Saturday, and also abolishing the opening of the stores Sunday morning.

About ninety butchers were present and signified their intention of abiding by the resolutions.

Lansing—Anson R. Hardy, administrator of the estate of the late Geo. O. Young, has this week sent checks to the creditors of the deceased to the amount of 6 per cent. of their claims. The outstanding debts were \$3,501.82 and the net assets available for the creditors were \$217.60.

Detroit—Wright, Kay & Co. have filed articles of limited partnership. Those composing the partnership are Henry M. Wright and John Kay as general partners, and Jacob S. Farrand, Jr., Albert M. Henry, Harry Milward and Maria A. Milward as special partners. Jacob S. Farrand, Jr., has contributed \$35,000; Albert M. Henry, \$25,000, and Harry Milward and Maria A. Milward \$12,500 each to the partnership funds. The partnership began May 3 and is to continue until May 3, 1906.

Manufacturing Matters.

Ashley—The new stave mill of C. E. Chittenden has been completed and is running.

Onaway—R. H. Cates is to erect a flooring mill here which will employ twenty-five men.

St. Johns—Wm. Tucker is succeeded by Fred D. Parks in the cigar manufacturing business.

Williamston—Young & Kinne have purchased the cigar manufacturing business of Ed. Dakin.

Detroit—The Frisbie Manufacturing Co., manufacturer of bluing and extracts, has merged its business into a corporation under the same style.

Adrian—The Economy stove factory, located at Somerset Center, will shortly be removed to this place. It is expected that operations will begin by July 1.

Vanderbilt—D. B. Lisk is building a small sawmill two miles south of this place. A tram road two miles long will be built from the mill into a tract of timber.

Ypsilanti—Worden & Whitman, machinists and manufacturers of toys, have dissolved partnership. The business will be continued under the style of A. Worden & Son.

Standish—The Michigan Manufacturing & Mercantile Co., general dealer and manufacturer of staves and heading, has sold its merchandise stock to Francis & Grow.

West Haven—The Callard Bros. Furniture Co. has received propositions to remove its plant to Alma and Mt. Pleasant. The reason for making a change is to secure better shipping facilities.

Gaylord—The company composed of Charles C. Rogers, of Kane, Pa., and other Pennsylvania men is preparing to build a large sawmill plant at Logan Crossing, between this place and Vanderbilt.

Gagetown—The Frutchey, McGeorge & Co. elevator, which burned down

here last winter, will be rebuilt. Articles of agreement have been signed by the company and five of our business men, the latter taking a half interest in the erection of a \$5,000 building, which is to be an up-to-date grain elevator with gasoline engine and 50,000 bushel capacity.

Detroit—Wm. T. Livingston has merged his yeast manufacturing business into a corporation under the style of the Silver Yeast Manufacturing Co., with a capital of \$25,000, fully paid in. The stockholders are: John M. Dwyer, David D. Cady, Byron E. Hamlin, James H. Baldwin, Wilbur G. Squier, William T. Livingston and Edward Telfer, 250 shares each; LeRoy T. Spencer, 200 shares; Sedgwick J. Campbell, Guy B. Cady, William J. Vhay and D. B. Strickler, 125 shares each; Charles N. Brown, 50 shares.

Detroit—When the proposed iron furnace at Delray was first projected it was expected to make the capital stock \$750,000, but it is now given out that so many men were anxious to invest money in the new industry that \$1,000,000 has already been subscribed, and that it is now proposed to raise the capital to \$1,500,000. Andrew Green, of the Solvay works, who has been pushing the project along, appears to be filling others with his faith that Detroit would be one of the best points on the lakes for the manufacture of iron and steel products, and there are many predictions of big things in store for the iron plant at Delray. It is expected that with the establishment of this industry a train of other plants using iron will be built in this vicinity.

Welcomes the Day of Relief.

Hart, May 4—The wail of a discouraged shipper which appeared in your valued paper is entitled to careful consideration. The poor devil has my sympathy and I think every shipper along this line would put hand and shoulder to any project that would give us relief in the shipping business. We never before experienced the annoyance in securing cars and the hold-up that we have the past winter. Then, too, the matter of over freights has been very annoying. I now have over \$150 in claims that it will take a year to get. In proof of this, I cite this case: On March 9, 1900, I made a claim for over freights and March 15 of this year received a check for the amount. It makes a pretty good thing for the railroad company if it has the use of \$150 or more of every shipper who is doing business along the line. I sincerely hope that Discouraged Shipper will find a way out of the trouble that we can all share in. Sympathizer.

New Schedule for Granulated.

The Grand Rapids Retail Grocers' Association promulgated a new granulated sugar card on May 6, as follows:

6½ cents per pound.
4 pounds for 25 cents.
8 pounds for 50 cents.
16 pounds for \$1.

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

Grand Rapids Supply Company

Jobbers

MILL SUPPLIES

IRON PIPE, FITTINGS, VALVES, ENGINE TRIMMINGS, ETC., ETC.

PUMPS AND WELL SUPPLIES

20 Pearl Street

Grand Rapids, Michigan

M. O. BAKER & CO.

TOLEDO, OHIO

Want to buy Potatoes---Carlots.

Grand Rapids Gossip

The Grain Market.

Wheat has had rather a hard time during the week. It has been raided by the bears in order to depress prices, notwithstanding conditions seem to favor an advance, as the visible showed a good decrease of 1,680,000. Exports are heavy, as usual, Argentine only shipping 900,000 bushels, against 2,800,000 bushels last year. However, the fine growing weather seems to count for more than all the strong features. The market for May finally was 2c under last week. Another thing that is against the price of wheat is the large speculation in railroad and industrial stocks, which at present absorbs the speculative minds, but, taking all things into consideration, we fail to see any good reason why wheat should be so low. While wheat from farmers' wagons in the U. K. has advanced fully 3c a bushel, the price in the United States is again down about that much.

Corn has had the most exciting time the past week. Prices for May rose to 58c—in the fine manipulating hands of Geo. H. Phillips—that is, higher by 1c than corn has been since 1894. The extreme high price has a tendency to bring out more contract grade, which caused a drop yesterday to 51c, being 7c under pinnacle.

Oats remained as strong as ever. Not much can be recorded in that cereal, as all offerings are taken at going prices. Nothing is doing in rye. The season is virtually over. Prices are about the same as last—around 51c for choice in carlots.

Beans seem to be sliding down in price. While \$1.75 is being asked for handpicked beans in carlots, lower prices are accepted. October beans are quoted at \$1.35, which seems to be abnormally high.

The flour trade is better than it has been, both local and domestic. As cash wheat is higher than option wheat, prices remain steady. In mill feed there is virtually no change as yet, as all is wanted as fast as made.

Receipts of grain during the month of April were: wheat, 217 cars; corn, 61 cars; oats, 25 cars; rye, 1 car; flour, 22 cars; beans, 5 cars; malt, 1 car; bran, 1 car; hay, 16 cars; straw, 4 cars; potatoes, 81 cars.

During the week the receipts were as follows: wheat, 62 cars; corn, 4 cars; oats, 7 cars; flour, 3 cars; beans, 1 car; bran, 1 car; hay, 1 car; straw, 2 cars; potatoes, 17 cars.

Millers are paying 72c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—Ben Davis have advanced to \$3.75 per bbl.

Asparagus—Home grown commands 50c per doz.

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

Beans—The market is gradually seeking a lower level. Local dealers hold handpicked at \$1.75 in carlots and \$1.80 in bag lots.

Beets—\$1 per bbl.

Butter—Factory creamery is steady at 18c. Receipts of dairy grades have fallen off, due to the starting of creameries and cheese factories, which take the milk which previously went into farm butter. Fancy commands 15c, choice ranges from 12@14c and packing stock moves readily on the basis of 10@11c.

Cabbage—Southern commands \$2.25@4 per crate, according to size. Home grown stock is entirely out of market.

Celery—Florida stock is in fair demand at 75c per doz. bunches.

Cucumbers—Home grown have declined to \$1 per doz.

Eggs—The market is steady at 12c, receipts being moved as fast as they arrive. Dealers are no longer taking in stock on the basis of case count, but are candling all offerings, the loss-off ranging from 3 to 6 eggs to the case. The holdings in the various cold storage houses in Chicago on May 1 aggregated 382,000 cases, which is 40 per cent. greater than was ever known at the end of the April storage season. The average cost of April eggs put in the coolers in Chicago is 13c, which means 14¼c to come out and be even, and that to sell at any profit the price must be 15c next fall.

Green Onions—10c for Evergreens; 15c for Silverskins.

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—Californias command \$3 per box. Messinas fetch \$3.25 for choice and \$3.50 for fancy.

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 \$2.75 per crate. Egyptians fetch \$3.50 in 112 lb. sacks.

Oranges—Mediterranean sweets fetch \$3.25. Seedlings range from \$2.25@3. California navels are getting scarce.

Parsley—40c per doz.

Parsnips—\$1.25 per bbl.

Pieplant—\$1.25 for 50 lb. box.

Plants—75c per box of 200 tomatoes or cabbage.

Potatoes—Local dealers hold their price firm at 35c.

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—20@25c per doz. bunches for hothouse stock.

Seeds—Blue grass, \$1.25@1.50; orchard grass, \$1.40@1.60; red top, 75c@1.50; timothy, \$2.10; medium clover, \$6.25@6.75; mammoth, \$6.50@7; alsyke, \$7.50@8.

Spinach—40@50c per bu.

Strawberries—\$1.75 per case of 24 pints for Mississippi stock; \$3.25 per case of 24 quarts.

Tomatoes—\$1.75 per 4 basket crate.

Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

The Furniture Combine in Statu Quo.

The proposed furniture combine appears to be in statu quo. The project is now up to Wall Street and the chief promoter and his cohorts are anxiously awaiting the decision.

Rumor has it that the Windsor Folding Bed Co., of Chicago, the Hastings Table Co., of Hastings, and the Estey Furniture Co., of Owosso, are the latest additions to the list of establishments on which Promotor Marston has secured options. Mr. Moyer, of the first named establishment, was in town last week, and is known to have had a conference with Mr. Marston, which gives color to the report that his institution is being considered in this connection.

Report has it that the stockholders of the New England Furniture Co. are to receive cash for their holdings, dollar for dollar, the surplus to be taken in bonds.

The Grocery Market.

Sugar—Raw sugars are strong and prices show an advance of ¼c, making the present price of 96 deg. test centrifugals now 4 5-16c. Refiners are ready buyers for what stocks are offered, but importers are holding supplies for still higher prices, as indications now are for a further advance of 1-16c within the next ten days. The visible supply of raw sugar is 2,600,000 tons, showing an increase of 490,000 tons over the same time last year. The stronger and higher market for raw sugar stimulated the demand for refined and a large volume of business was done in anticipation of the advance which took place on the 3d. This advance was 10 points on all grades, with the market very firm at the advance and with indications of a further advance of 10 to 15 points during the next two weeks, as soon as the heavy spring demand sets in.

Canned Goods—The past week has been, comparatively speaking, a quiet one in the canned goods market. While the general feeling is very strong and the market firm, there have been practically no changes in general values. It is reported from all sections of the country that the consumption of canned goods is very large, yet the jobbers seem to be allowing their stocks to become exhausted. In view of the fact that the consumption is so large and stocks so small, the fact that spot canned goods do not improve in value is a problem difficult to solve. Tomatoes are in a peculiar position. Some packers are holding at an advance of 2½c per dozen, while others will sell at previous prices and in some cases even make a slight concession. The demand for these goods at any price is very light. Corn is firmly held, but buyers are apparently unwilling to pay the prices asked and very few sales are made. As the pea season grows nearer, the more numerous are the enquiries that come from all sections regarding the pea crop. Reports from Maryland are that not for a number of years have the weather conditions been so favorable to the growing of peas. This time last year there was a great ado about the pea louse. The vines are just as large now as they were at that time, and there is not the slightest sign of the louse. Everybody contends that there is going to be a good-sized crop of the early pack of the June peas, and if nothing unforeseen occurs between now and the time for the maturity of the crop, the quality is going to be excellent—far better than it has been for a number of years past. There is a good demand for the spot goods at unchanged prices. There are no new developments in the pineapple situation.

All reports are that the crop is in excellent shape and the best grown in many years. All indications now point to a very good crop of peaches, not so much in quantity as in quality, although it is expected that there will be enough for all requirements. The spot market will not be affected because of the coming crop, as it is well known that at today's quotations first-class peaches can not be packed or sold at a profit. It is another matter of record that the peach market has not declined, although appearances would indicate it. The advance in the price of empty cans will also be a factor to be calculated on in the new prices for peaches, and it will not be a small one. Gallon apples are slightly easier. Salmon is firm for all excellent Columbia River fish, which is dull and easy. The demand, however, is comparatively light. The catch of

salmon on the Columbia River, according to a letter from Astoria, is only about 50 per cent. of what it was last year.

Dried Fruits—Dealers report a fair movement in dried fruits, most of the orders, however, being for small lots for immediate requirements. Stocks of all kinds of dried fruits are not heavy and are being gradually reduced. The larger sizes of prunes are in good demand and are held firmly at quotations, 40-50s and 50-60s being scarce and most wanted. There is a fair trade on 60-70s also, but trade in the other sizes is of small proportions. There is a slight improvement in the demand for three and four crown raisins. Stocks in dealers' hands are light and in the event of any decided increase in the consumptive demand, some heavy purchases would have to be made to supply the demand. The reports of crop damage on the coast have caused the local trade to wake up a bit on both apricots and peaches. Trade in both of these articles has been very good, there being considerable speculative buying. The cheap grades of apricots are well cleaned up and stocks of the fancy grades are being gradually reduced. The demand for peaches has greatly improved and we look for higher prices soon. Dates are selling moderately well at a considerable shading of prices, holders showing pressure to sell in order to carry as light stocks as possible over until next season. Figs continue in fair demand and stocks are considerably smaller. Prices have been advanced ¼c more and some further increase may be looked for soon. Stocks of layers to be carried over in cold storage will be the lightest ever known. The currant market is considerably weaker and prices have declined ¼@¾c.

Rice—Owing to the small supplies of rice on hand in the South, the market has advanced ¼c, with prices still showing a hardening tendency. The statistical position favors sellers and, as the prospects are good for an increased spring demand, holders remain confident.

Molasses and Syrups—Owing to the approaching warm weather, the demand for molasses is not very brisk. Holders, however, are very firm in their views, especially on mixed molasses, which, in sympathy with the strong glucose market, is very firm. Prices on canned molasses show an advance of 5@10c on the different size cans. The corn syrup market, too, is very firm, and owing to the strength of glucose and the increased cost of tin cans, prices on canned syrup have been advanced 2c.

Fish—The stock of fish in the curers' hands now is quite a little smaller than it was last year at this time and it looks now as if the supply from now on will be much lighter than it was last year, as owing to the feeling among the fishermen that it will be a good mackerel year, a number of the vessels that were codfishing last year, this year have changed over to seining. Prices will probably not vary much from what they are now.

Nuts—The peanut market is in good shape and prices show an advance of ¼c, with demand good at the advance.

Rolled Oats—The rolled oats market is very strong and prices are advancing, having gone up 20c per barrel and 5c per case during the past week.

Pickles—Pickles are in good demand at previous prices. Purchases are, however, mostly for small lots for immediate consumption.

Window Dressing

Rainy Day Trims—Making Boxes Attractive to the Purchaser.

Human nature is such that some things are never bought except when people are compelled to purchase them, and this is particularly true of articles that serve a merely temporary purpose. Umbrellas are not beautiful or constantly useful and many people never buy one until the downpour of rain compels them to do so. Make it a constant rule that just as soon as rain begins falling umbrellas shall go into your windows and into your outdoor showcases. Clear out your windows and fill them up with umbrellas and appropriate price cards, so that umbrellas and rain attract the attention of your customers simultaneously. Prepare price cards for you umbrella trims ahead of time, so that you always have a sufficient number of fresh cards in stock. Then make umbrella stands, which you can get at in an instant of time. A block of wood with auger holes bored in it can be made at any time and can be finished in any style you desire. It will make the best kind of a stand for a display of umbrellas. A rack can be made of boards with auger holes bored in them, which can be put together with screws and put in the window back on short notice. It is a good thing to have the rack cover the whole window back and to arrange the umbrellas parallel and close to each other with their handles downward, so that the umbrellas are arranged like the row of shingles on a house. This arrangement is particularly good when it is desired to bring fancy handles to the attention of customers prominently. Half circles of wood attached to the sides of the windows with lines of auger holes bored in them at different angles will enable the trimmer to make umbrellas project from the sides of the window at different angles in a more or less irregular fashion. By using different shaped strips of wood with the auger holes bored at different angles the umbrellas may be made to assume any figure that is desired.

Rainy day coats and mackintoshes should also be put in the window when they are carried in stock, and it is well to keep on hand cards descriptive of their good qualities. A wise trimmer will make a point of always having price cards ready for use in emergency trims. The general design of a fancy card can be prepared and a space left for the insertion of the price in plain lettering. Appropriate cards for an emergency trim are particularly effective.

* * *

As the object of a window trim is to sell goods, all considerations of an aesthetic nature are subordinate to that end, and the trimmer has consequently to take account of details that are apparently trivial. One of these is the use of boxes in window trims. It is a misfortune that wholesalers do not pay more attention to boxing their products in such an artistic fashion that the boxes themselves shall be attractive to the purchaser. Too often goods are sent out in boxes that have nothing to commend them from the artistic point of view, and it is absolutely necessary that the boxes shall not appear in the window when an artistic and agreeable effect is to be produced. But so many trims would be improved by the display of part of the goods in bulk in the original packages that whenever the trimmer comes across goods packed in boxes that

are pretty and pleasing in themselves he will do well to make as much use of them as is possible in the trim. A point that is often forgotten in putting in a window trim is the effect that the boxes shown will have on the general color scheme of the window. For example, if hosiery is displayed in bulk in boxes covered with black or dark brown colored paper care should be taken to introduce enough color into the window to offset any somberness of tone that the boxes give the general scheme. This consideration has weight when a trim of goods is made where many boxes are used. Ordinarily where few boxes are used it is of little consequence, but when the trimmer comes across a line of goods packed in boxes that are pretty in themselves he should try to show the goods in bulk in the window. A display of a single article suggests to the mind of a spectator the purchase of a single article. A display of several articles already put up in an attractive, convenient package suggests a purchase of a number of articles. Hosiery and shirts can both be advantageously shown in the window, ready packed for delivery. Suspenders put up in boxes, three pairs to a box, hosiery six pairs to a box, shirts three or six to a box, neckwear six or three to a box, all are novel and profitable ways of making displays of these goods. Cards should be introduced into the window pointing out in short, terse phrases the advantage of having three pairs of suspenders, so that the necessity of continual changes is done away with and that extra pairs are at hand in case of emergencies. Make a special price as an inducement for the purchase of half a dozen shirts at a time and suggest that every man needs at least two white, two negligee and two stiff bosom shirts, and that by buying them together he secures a handsome box in which to keep them. Do the same thing with your white and colored handkerchiefs. See that they are packed in tasteful and attractive boxes that customers will wish to preserve. The boxes are a continual advertisement in the home. A busy man glancing into a window where he sees a number of articles already boxed attractively and conveniently will be twice as apt to buy them as if the suggestion of quick delivery had not been made to him in that manner. Most men are as ready to buy two or three articles, if they strike their fancy, as they are to buy a single article. Take advantage of the fact and remember that such a method of displaying goods may often help you to introduce new styles of goods to customers. For example, suppose that you wish to induce some of your patrons to buy a style of scarf that they have not bought before. Make up a bunch of half a dozen scarfs, a bathing, a butterfly, an ascot, and so on, in staple styles and colorings, and in fancy styles and colorings, and make a special price for their purchase in half-dozen lots, allowing the selection of other patterns that shall be more pleasing, if necessary. Very often by such a device half a dozen scarfs will be bought where otherwise only one would be bought, and customers will be led to try new styles of neckwear, which will broaden their tastes, to the ultimate advantage of the retailer. Because people are accustomed to buying only one article at a time some merchants think that it is impossible to educate them into buying several at a time. But a great saving is effected in time and money if people get into the habit of

large purchases. Take account of this fact in your window displays.—Apparel Gazette.

Invariably So.

"Gracious," exclaimed the great merchant's friend, "your establishment is simply stupendous. That tall, imposing-looking man in that group yonder is the general manager, or something, I suppose."

"No, that's a new \$6 a week clerk. The short, quiet little man is the general manager."

Brooklyn has a minister who believes a church should run on business principles. He refused to accept an addition of \$500 to his salary until the mortgage on the church is paid off.

ALUMINUM FISH PHANTOM
SEND FOR FREE BOOKLET
THE MOST ATTRACTIVE AND ALLURING ARTIFICIAL BAIT IN THE WORLD
With Full Instructions for its Use.
COTTRELL & CO., HUDSON, MICH.

BUCKEYE AND SUMMIT SEWER PIPE CO.

Akron, Ohio

W. S. & J. E. Graham, Agts.
Grand Rapids, Michigan

Write us for Discounts

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.

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

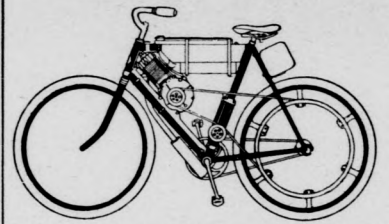
Hard Wall Plaster

Granite Wall Plaster, Plastericon,

Gypsum Wall Plaster

Stucco, Hair, etc.

Write for Prices.



The Nineteenth Century has witnessed wonderful development in mechanical sciences—the railroad, telegraph, telephone, electric car, all of which are so necessary to mankind that we wonder how the world thrived previous to their invention.

The Twentieth Century will witness greater progress, and the world is alive with expectation.

The THOMAS AUTO-BI is a motor bicycle brought to a high state of perfection, and it will rank as one of the Twentieth Century wonders as its many charming possibilities become known, for it invites economy, pleasure and utility to an extent not hitherto accomplished.

The THOMAS AUTO-BI entirely dissipates the popular conception that a motor bicycle is a heavy, dangerous locomotive, to be ridden only on the track by dare-devils, who invite death every time they mount the "infernal" machine. As a matter of fact it is just the opposite. It is nothing but an ordinary bicycle made stronger to meet the new conditions, with a little motor weighing about 23 pounds, the complete bicycle weighing about 80 pounds.

IT DOES NOT SIDE-SLIP—The weight of the motor is near the head, on the lower tube, and rests principally on the front wheel. Experience has proved this to be the proper place. If the weight were too high it would be top heavy. If too low, gravitation will interfere with turning corners. If too far back, the front wheels would be too light for steadiness or vibration, and cause skidding. As a matter of fact, the AUTO-BI is much steadier and is equally as safe in snow, ice, or slippery streets as any bicycle.

SPEED is easily controlled by the rider, and is variable from three to twenty-five miles per hour.

INVESTMENT—It will take you at least as far, as fast, as safely and pleasantly as the most costly automobile made. The first cost ranges from 1-3 to 1-10. The cost of care and operation 1-20 to 1-00. One gallon of gasoline will run it 100 miles.

PRICE—Anticipating a large trade, the retail price has been fixed at \$200, allowing a discount to dealers, who will give their patrons the same careful attention as in the bicycle trade. We have already placed agencies in several of the larger cities of Michigan, and would like to hear from responsible dealers who want to put new life into their business, and keep up with the procession.

There is nothing a good dealer can do which will make himself more talked about and help him to bring new business than to secure the agency for the THOMAS MOTOR CYCLES.

Write for catalogue and further information.

ADAMS & HART,
STATE AGENTS,
GRAND RAPIDS, MICH.

ROOFING PITCH

Established 1868.

State Agents

Tarred Felt, Asphalt Paints,

Coal Tar,

Galvanized Iron Cornice,

2 and 3 ply and Torpedo Gravel

Ready Roofing, Sky Lights,

Eave Troughing,

Sheet Metal Workers and Con-

tracting Roofers.



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

CHANGED FOR LIFE.

Hair Which Turned White Within Twelve Hours.

Every day, at a certain hour, at a certain street corner in this city, a young woman stops the street car and slips shyly into an inconspicuous seat. She does her best to avoid attracting attention, but there is never a time when the other passengers do not look at her with open and undisguised curiosity. She is a refined looking little woman who has a position in a business office down town. There is nothing in her appearance to attract attention except the fact that the hair coiled in heavy masses above her youthful face is snowy white. That white hair, like the hero's in Byron's poem, "grew white in a single night." This is the way she tells how it happened: "Several years ago I accepted an invitation from a school friend to visit her in the country. She lived in a rather lonely place, and with the exception of the members of the family, there was no one nearer than a mile in any direction. It happened that, appreciating the isolation of the house, several other visitors had been invited to meet me. They had all arrived before me, and been duly assigned to their rooms. I drove up after nightfall, and was received with rather an apologetic air. It seemed that all the bedrooms in the main building had been assigned, and it would be necessary for me to occupy, for one night at least, an apartment on the second floor of one of the outbuildings. I was then of anything but a nervous disposition, and out there in the peaceful country it seemed more than ever unlikely that anybody or anything could disturb me. So I willingly consented and was shown to my room. It was a large and comfortable one, with several windows, and was approached by a staircase from the lower floor, so built that it could be closed by a door and a spring lock.

"My hostess and I sat and chatted a while, and then she bade me a cheerful good-night and left me. I heard her shut the door after her, and the snap of the spring lock, followed by the grating of the key as she turned it in the lock, told me that I was a prisoner. I leaned out of the window and asked her why she locked me in. 'Because,' she answered, 'this lock turns only from the outside, and either you must be a prisoner for to-night or leave the door open. Shall I throw you the key?' But I had no thought of evil and told her that it was a matter of no importance, merely adding jestingly that she must be sure to let me out early in the morning. Then I went to bed.

"I must have slept some hours, when I suddenly experienced a feeling of extreme terror, and woke up. A broad flood of moonlight poured in at the open windows. In the midst of the white brilliancy I saw the silhouette of a man sharply defined. It was a most awful apparition. The man was frightfully disheveled. His matted hair stood up from his head in every direction. His clothing was in rags. He made a strange and sinister outline against the brightly-illuminated window. Fortunately, as I know now, the moonlight did not shine upon the bed. It was concealed in the shadow, so that the intruder could not see more of it than the vague outline, and certainly saw nothing of its very much alarmed occupant. Finally the man—or ghost, as I thought him at the time—began to advance in a furtive, uncertain sort of way. He was approaching me. I slipped from the bed on the

side farthest from him, and cowered against the wall. Still he approached. I crept towards a corner and, as luck would have it, put my hand on the half-drawn drapery which covered a sort of alcove, where clothing was hanging. I slipped behind this scanty protection, but kept my eyes fastened upon the stranger. He evidently neither heard nor saw me, for, arriving at the bed, he slowly allowed himself to sink across the foot of it, and apparently fell into a deep sleep. But imagine in what a state of nervous dread I was! I dared not call, for fear of waking the sleeper. I could not get out, for the staircase door was locked. I could not climb out of the windows, for they were too high from the ground. I can not describe to you what I endured during that night.

"For hours I stood there, motionless, not daring to move, every moment expecting something terrible to happen. At last the day began to dawn. Still the stranger slept. I cautiously and noiselessly issued from my place of concealment and took a position at a window which overlooked the yard of the house, hoping to attract the attention of the first person who should be astir in the household. I do not know how long it was before one of the hired men strolled leisurely into sight. I beckoned to him and he saw me. But imagine my consternation, when, instead of coming to my assistance, he showed every sign of alarm, and hastily ran into the house. A moment later he returned with several others and pointed to me. I renewed my gestures and the whole group was visibly disconcerted. And then—thank heaven—my hostess came out. I managed to convey to her, by an imploring glance and outstretched arms, that I wished to get out. She hastily opened the door and I fell into her arms, stammering out an account of what had happened. Then the men rushed upstairs and found my midnight visitor sleeping peacefully. Afterwards it was ascertained that he was an escaped lunatic, who had been at large some days. He was made fast, and some hours later delivered to the authorities at the asylum where he had been detained. I was utterly prostrated by the experience through which I had passed. But the singular thing is that within twelve hours my hair turned white—as white as you see it now."

And that is why, no matter how unobtrusively she makes her way about, her appearance attracts the attention of strangers.

Bob Veal Good Enough For New Yorkers.

Binghamton, N. Y., May 3—A Norwich, N. Y., jury refused to mulct a farmer, who was accused of shipping "bob" veal to New York, because they thought the meat good enough for New Yorkers. The action was brought by the Attorney-General against a farmer residing in South Edmeston, who was charged with sending seventeen "bob" veals, or calves under four weeks old, from South Edmeston to New York on May 5, 1899. It was a test case and the court house was crowded with grangers, who watched the trial with interest. The State endeavored to collect the penalty of \$1,700 against the farmer, but the jury returned a verdict of \$1.50. One of the jurymen subsequently said that they canvassed the matter thoroughly and concluded that the veal, although under legal age, was not unhealthful, and that it was sold at a price that placed it within reach of the poor of the metropolis, thus making the defendant a benefactor.

Man is incorrigible. He swears he will give up a bad habit—and then keeps on swearing.

Hold the World's Record.
From the Springfield Republican.

A local man claims that he has some white Leghorn hens that now hold the world's record in the line of laying. These seventeen hens laid 311 eggs during March and 337 last month, making a total of 648. They have not been

urged to lay in any manner, and are tame, gentle hens, whose only idea is to be useful.

When a man is beside himself, he should never place much confidence in his companion.



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PELOUZE SCALE & M'FG CO.
CHICAGO MANUFACTURERS OF HOUSEHOLD COUNTER MARKET CANDY & POSTAL SCALES SPRING BALANCES ETC

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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
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Grand Rapids, Michigan



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Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 8, 1901.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 1, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this fourth day of May, 1901.

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

STRENGTHENING OUR NAVY.

Although Congress at its last session failed to make any provisions for additions to our fleet of warships, it must not be assumed that a halt is to be called in the process of strengthening the navy. Just what were the motives underlying the failure of Congress to act it would be difficult to analyze, but that there was no intention of permanently altering our fixed policy of annually adding to the fighting fleet was made clear by the fact that Congress directed that plans be prepared by the Navy Department, with detailed estimates of cost, for the construction of two first-class battleships and two armored cruisers of the largest type, so that the next Congress can take intelligent action when it meets in December next.

That the shipbuilding interests are convinced that there will be no halt in the matter of building warships is attested by the recently announced combination of several prominent shipyards, avowedly for the purpose of controlling naval shipbuilding to a great extent. It is intimated that Chief Naval Constructor Bowles will resign from the navy, to take charge of the new combination as manager.

That the promoters of this trust know full well that the policy of adding constantly to the strength of the navy is to be continued may well be believed, and that the object of the trust is to shut out competition in bidding for the contracts there can be no doubt at all. If it is true that Naval Constructor Bowles is to take charge of such an enterprise, whose evident object is to gouge the Government, then the circumstance is much to be regretted. It is probable, however, that the use of Chief Constructor Bowles' name has been unauthorized. Trust or no trust, however, it still remains necessary to steadily increase the naval establishment. Fortu-

nately, it will be less difficult for the Government to fight the shipbuilding trust than it was to combat the armor-plate combine. The Government has several navy yards fully capable of building the largest class of warships. Of recent years the work at the navy yards has been confined to the repair of vessels; but such yards as the Brooklyn and the Norfolk navy yards are fully capable of building the largest ships, while several of the other yards could easily construct cruisers and the smaller class of war vessels. The last vessels built at Government yards were the Maine, Texas, Cincinnati and Raleigh. Two of these ships were built at Norfolk, and the other two at the Brooklyn yard. While it is true that it took longer at the navy yards to build ships than it took contractors to build them, that was due entirely to the easy-going ways of the Government service.

Every other important maritime power builds at least a good percentage of its ships in Government dockyards. There is no good reason why we should not do likewise. The idea that the construction of ships by private firms encourages American industry and competition will not hold now in the face of the organization of the shipbuilding trust.

Whether there is anything in the matter or not, the impression seems to be general that Germany is more likely to be a future naval antagonist than any other power. It is Germany's strength at sea, therefore, with which we must compare. At the present time we are as strong, and possibly a trifle stronger, than Germany in the matter of naval force. When Germany has completed the programme she now has in hand, however, this country will be far in the rear, unless steps are promptly taken to meet the German increase. If this is to be done, many new ships will have to be authorized in the near future.

It is not merely the material of the fleet that needs addition, but the personnel as well. There are not nearly enough men to properly man the fleet, while there is a woeful lack of officers. An adequate reserve force for use in case of war must also be provided if every requisite is to be properly met.

The Pan-American Exposition at Buffalo has been opened to the public. Not everything is in place and condition. It never is when an exposition opens, but all reports indicate that in a very few days the exhibits will all be in order. Pictures and descriptions make it evident that in external appearance and in the variety and excellence of the exhibit of all things American—of all things belonging to the Western hemisphere—the fair will be very great indeed. Doubtless in many respects—as in the display of electrical devices—it will outstrip the great fair at Chicago. So far comparatively little interest has been expressed in the country at large. This is due, doubtless, to the fact that people are somewhat sated with great expositions. However, in all probability interest will grow as the season advances. Buffalo is a good city to visit. It is the center of a beautiful region, and in all probability it will have no cause to regret the efforts it has put forth to make the Pan-American Exposition great and attractive.

You can't say anything against the young "corn king" to the farmers.

Some men are so dignified that they never unbend until they are broke.

SPECULATION AS TO POPULATION.

In an article published in the November, 1900, Popular Science Monthly, Dr. H. S. Pritchett found an equation from which he deduced as a result based on the past rates of increase of the population of the Republic forecasts for the future. He finds that the rate of increase, which was 32 per cent. per decade in 1790, and 24 in 1880, will be 13 in 1990, but will not have sunk to less than 3 for another thousand years, and will not be zero for an indefinite time.

Major Charles E. Woodruff, of the United States Army, in the April Popular Monthly of 1901, takes the position that population is limited by the food supply. A country is said to be saturated with population when it reaches the point where it has all the population it can feed.

Of course, under this notion everything depends on the degree of civilization. The wild tribes that live wholly upon the products of the chase can never increase in large numbers. The difficulties of life and precariousness of their means of subsistence necessarily keep the population down. But in countries in which agriculture is the chief dependence a much denser population can be maintained.

According to Major Woodruff's calculations, a square mile of cultivated land can produce 1,600 times as much food as could an equal area occupied by wild animals. Barbarous nations do not depend on hunting, but rely on their flocks and herds, which graze on the open plains. It is held that in a grazing age each family requires 2,000 acres, and France could not support 50,000 of such people. For centuries after the Norman Conquest the whole of Europe could not support 100,000,000, or about 25 per square mile, while now there are 81. Says the writer quoted:

America was saturated by savages in pre-Columbian times, and they were constantly at war for more room; but the land has always been far from saturation for civilized whites. Although we now export enough food for a large population, we can not produce very much more, for all the useful land is now taken up. Fully 60 per cent. of the desert lands west of the 100th degree of longitude will never have water on it, and that alone will forever prevent us being as densely populated as Europe. Perhaps we can now support fully 125,000,000, or 34 per mile, a point which Dr. Pritchett calculates we shall reach in 1925, at our present rate.

The writer quoted holds that it is a law of population that its increase is limited by the food supply, and when a country contains all the people it can support, the death rate must equal the birth rate, so as to maintain a balance, and that if this be not done by natural causes it will be accomplished by special means.

Under such conditions human life will not be considered precious as it is now, and there will be no such thing as acquitting or pardoning criminals guilty of capital offenses. The living will only be too glad to shuffle off such offenders who are not worth the bread they would eat, and as for wars, they would be welcomed in order to thin out the excessive population.

This is in accordance with the theory proposed by Thomas Malthus, promulgated about 100 years ago, and so it would come about that every human being would look upon every other as a menace to his welfare, a creature ready to eat up the food that each one would desire should be reserved for himself. With what wolfish eyes we would then

regard every individual gathered around a banquet board if there could be such a thing as a banquet under such circumstances, when men would be reduced to the condition of ravenous beasts.

It must be a long time before the civilized nations can arrive at such a state of affairs. Chemistry is constantly making new discoveries by which the fertility of the soil is maintained and increased. It discovers the means of making food out of refuse matters and of making edible and nourishing substances that had not been previously so considered; and this science is only in its infancy. It will sooner or later master the art of so combining elementary matters that food products may be evolved out of mineral substances and gases.

With such bright prospects before us, it is entirely premature to trouble ourselves with the gloomy anticipations of the Malthusians. The Great Republic will contain many millions of people before the point of ability to support them shall fail.

THE CENTER OF POPULATION.

As a matter of some interest, to show in what direction there has been the greatest growth of the Republic's population, a bulletin from the Census Bureau shows that the center of population to-day is in Southern Indiana, about six miles from Columbus, in Bartholomew county. This is a long way from the center of area, which, leaving out Alaska and the recently acquired possessions, is in Northern Kansas.

In 100 years the center of population has moved westward 464 miles. In the same 100 years there has been little variation from the line of latitude on which the center of population has moved westward. In 1830, after the development of Alabama, Arkansas, Mississippi and Louisiana, and after the annexation of Florida, the center of population deflected southward of the thirty-ninth parallel of north latitude; but in the years after that the center of population drifted northward again, and is now farther north than it was before 1860. The greatest change in the center of population was in the decade ending in 1860; the slightest change, the decade ending with 1900.

Fortunes big and little are made and lost in Wall Street these days. The winners in each day's tourney congregate in an uptown hotel at night and nothing is too good for them. The bar receipts at the Waldorf-Astoria last Wednesday are said to have been \$5,000, although the statement of course is a guess. The freest buyers at cafe and bar are the winners of \$10,000 to \$25,000 during the day. The hundred thousand and quarter million classes are less in evidence. They are more retiring as a rule.

The largest and most important industry in the State of Maryland is canning. It employs more hands and represents a greater invested capital than any other industrial enterprise. The State Bureau of Statistics reports that during the year 1900 there were packed in the State 33,600,000 cans of tomatoes, 11,400,000 cans of corn, 11,200,000 cans of peas and 19,000,000 cans of peaches.

The Boston Herald says that "the offer of large rewards for stolen children and 'no questions asked' is not the sort of treatment that will put a stop to kidnapping." That sort of talk is very easy for a man whose children are safe and snug at home.

AMERICAN AND BRITISH TRADE.

Much attention has been attracted in recent months to the apparent comparative shrinkage in British trade. Statistics have been widely circulated, showing how the foreign trade of Great Britain has gradually fallen from first to second place. These figures have attracted widespread interest not only in this country and Great Britain, but on the continent of Europe. In England the showing has caused anxiety and some alarm, while on the continent, where everything American is mildly detested, there has been much chagrin, and even some suggestion of combined action on the part of Europe to check American ascendancy.

British merchants and manufacturers have taken the matter so seriously that they are studying the best means of enabling British goods to compete with those of other countries, and particularly American products. The contemplation of the strides made by the United States in the world's markets has made our British friends rather pessimistic, and the tendency among them is rather to make the matter worse than it is than to belittle it.

This pessimistic feeling, although indulged in even by so important a personage as the British Premier, Lord Salisbury, is not shared by every one in England, however. An interesting contribution to the discussion of this matter of trade supremacy is furnished by Mr. George J. Broomhall, the well-known statistician, who compares the annual exports of the United Kingdom per head of the population with those of Germany and the United States reckoned on the same basis.

The comparison, which covers a period of twenty-one years, yields some interesting results. For example, it is shown that the people of the United Kingdom are still doing as much trade, man for man, as the Germans and Americans combined, and that if the seven years at the beginning of the period be compared with those at its close, the chief two competitors of Great Britain did not do so well in the last seven years as they did in the first seven. To illustrate, for the whole period the United Kingdom had an average annual export per capita of £7 7s. 11d, while the combined exports of the United States and Germany amounted to only £7 4s. 4d. Again, while the value of the exports of the United Kingdom fell from £8 4s 1d. per capita for the seven years ending in 1885 to £7 9s. in the seven years ending in 1899, a decrease of 15s. 1d., the value of the combined exports of the United States and Germany declined from £8 per capita in the first mentioned period to £6 9s., a decrease of £1 11s.

Here is certainly a crumb of comfort, even if furnished by an interested party. It does not alter the fact that the United States and Germany are forging ahead, even if their increase in population more than keeps pace with the growth of trade, while Great Britain merely holds her own and increases her population at a very moderate rate. The same writer already quoted has called attention to the fact that imports into the United Kingdom exceed the exports, but he points out that this discrepancy is more than made good by the enormous returns from the freight earned by British shipping engaged in carrying the world's commerce, the premiums on insurance controlled by British companies and the vast sums in the shape of interest which find their way to Great

Britain as returns on British investments in foreign countries.

There is more truth than poetry in this. Take, for instance, the enormous price which American products have to pay annually to British ship owners for carrying their products to foreign countries. Scarcely a single American ship is engaged in the transatlantic freight trade. Until we are able to carry American goods to foreign markets in American ships our supremacy in the foreign trade is only partial and temporary. To be well grounded, it must be accompanied by control of the shipping, which is essential to the distribution of American products as well as properly to keep American manufacturers before the eyes of foreign consumers.

PROPORTION OF THE SEXES.

Some weeks ago the Tradesman commenting on the fact that there are more men than women in the United States, deplored the lack of distribution of the sexes, since there are states in which the women preponderate in numbers, and other states in which the men are in a majority, so that in some states the fair sex are a drug on the market, while in others they are at a premium, the men finding it difficult to get wives.

The census of 1900 is not sufficiently completed to show the distribution of the sexes, but in 1890 it stood much as it must stand to-day. The states which in 1890 showed an overplus of women were New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Maryland, District of Columbia, Virginia, North Carolina and South Carolina. Louisiana is barely saved from this list by having only thirteen more males than females. The figures for the sexes in 1890 were:

Males.....	32,067,880
Females.....	30,554,370

Excess of males..... 1,513,510

From this it is seen that every woman could have a husband, with a million and a half to spare, if only the men were properly distributed. It is doubtless a law of nature that there should be an excess of men in order to provide for the contingencies of war in which men are slaughtered, but in Europe, probably because of the frequent wars and the emigration of men, the women are largely in excess. By the census of 1891 the males in the United Kingdom numbered 18,608,337 to 19,496,638 females. In Germany in 1895 the numbers were 25,661,250 males to 26,618,651 females, and in France in 1891 there were 18,932,354 males to 19,201,031 females. In the entire Russian Empire, with its population of 129,000,000, the proportion of women is 99.8 for 100 men.

In Asia the men are largely in excess. Women are held cheap in most of the Asiatic countries, and in many of them, the murder of girl babies is almost a rule. Estimates made in the Gotha Almanac gave for India 944 females to 1,000 males, and for Japan 973 females to 1,000 males. No statistics of China are at hand, but the excess of men exists there without doubt, and probably the rule is the same for Africa. Europe is, therefore, the only country in which the excess in the proportion of women would seem to excuse polygamy, so that all the women might be supported by men.

It looks as if the only way to permanently repress a Boxer is to cut his queue off just beneath his chin.

AN UNLEARNED LESSON.

Notwithstanding the proverbial thrift of our New England ancestry there has been developed in the midst of it a prodigality and a proneness to waste which is getting to be a National characteristic. Its appearance began to develop a century ago in the management of the New England farm. While the original fertility of the soil lasted farming was profitable. The fields gave as long as they could without enrichment and when the soil became exhausted the ruse of the farmer was to break up more wild land. When the farm gave out there was a going West to continue the same exhausting process, and to-day New England is full of deserted farms, every one of them driving home the axiom that constant giving with no replenishing produces annihilation.

The result seems to come down to this: The theory is all right and the practice may be, but in this country where the original supply is exhaustless why not make the most of that condition and let the future take care of itself? "Sufficient unto the day is the evil thereof." With science and invention at work for the amelioration of mankind, there is no need of the petty economies which hampered our forefathers. The tallow dip gave way to whale oil and when the whales were almost exterminated kerosene and gas came to the front, and these are now giving place to electricity. "Old things have passed away and all things have become new" is the watchword of the time and the only thing this day and generation have to do is to "let the dead past bury its dead."

That is the song of the prodigal, but strenuously as ever prudence and thrift utter their protest. It is not the lesson of experience. The old New England farm, taken in hand by intelligent management, refutes the idea by giving fair returns for equally fair treatment; and the same fact must be considered from a more extensive point of view if the Nation is to be benefited by this still unlearned lesson, that constant outgo with no income leads to annihilation. Fifty years ago the woods of Michigan were her chief source of wealth. They were looked upon as inexhaustible. With a recklessness as wasteful as it was ruinous the woods were cut down without a thought of restoration and unless vigorous measures are taken to repair the damage the pineries of the lake region will die out.

The oil regions of Pennsylvania stand as witnesses testifying to the same fact. The sinking of the Drake well was the beginning of a waste of oil and gas that only a Coal Oil Johnny could fittingly typify. They literally had gas to burn, and they burned it. Day and night throughout the oil regions for years the oil fields were ablaze with gas fires that were constantly fed by gas that was allowed to escape and burn wherever it reached the surface. It was supposed that the gas and oil were limitless; but the exhausted well and the rotting derrick to-day tell a different story. Fifty years ago the buffalo in countless numbers roamed over the Western prairie. Where is he now? A quarter of a century ago the waters of California, Oregon and Washington were full of salmon. They are all gone. Year in and year out the streams have been fished—a constant giving out and no replenishing. There can be but one result, and that has come. Now the salmon canners are spending a large amount of money in establishing plants along the Alaskan

coast. The fish are plentiful there, and there was every promise that the old story would have another telling. But there must something go in if anything is to come out, and the Government has uttered the needful "Hold on!" and the canners, because they can not comply with the requirement without ruinous expense, are making a vigorous protest against being required to return to the waters every year fry to the amount of four times the number of mature fish taken in nets and put upon the market. It will be interesting to see the outcome of the contest. If their statement is correct prudence will suggest that they drop the business. The regulations apply to everybody in the trade and there will be no discrimination. The Alaskan waters contain a vast amount of wealth and the Government is right in seeing to it that it is not destroyed. When American selfishness shows its intention to scoop into its own coffers in a few years the wealth that should reward the exertions of generations it is the duty of the Government to call a halt. Had the alarm been sounded earlier some, if not all, of the exhausted resources might be still developing, to the advantage of people and Government alike. It is better late than never, however, and if the unlearned lesson be now duly studied and put into practice it may still be possible to make good the loss which carelessness and indifference have occasioned during the last one hundred years.

The old question once asked by a clergyman, "Shall aged ministers be shot?" is suggested by the action taken by a New York church the other day which insisted upon a change of pastors because the congregation wanted a younger man. The preacher whom they took this way of ousting was only 55 years of age, and in other professions as well as in business there are men even ten or fifteen years older actively engaged in good work. The average salary paid to ministers is not enough to enable them to live as well as their congregations would like to have them, and at the same time lay up money. If they are to be pushed out of employment at the comparatively early age of 55, young men will think twice before entering upon that vocation. Of course, it is to be expected that all the ministers have laid up treasures in heaven, and that is very well in its way, but treasures on earth are of more practical value so long as they live. The ravens are not nowadays feeding modern prophets, as it is related they did of old, and even a minister must have an income with which to provide three meals a day and the roof over his head. Some men are more useful and their services more valuable at 60 than at 30 or 40, and it would be a hardship to levy a time limit on preachers. The good service they have rendered in their prime should be taken into account, even when the infirmities of age prevent them from working as hard or even as efficiently as was their custom years before.

A new law in Tennessee provides that when an insurance company refuses to pay losses within a certain time, a penalty of 25 per cent. shall be added to the face of the policy, and the company shall be prohibited from doing further business in the State until the whole amount has been paid.

A Georgia jury recently brought in the following verdict: "We, the jury, find the prisoner almost guilty."

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown cottons, where the interest is greatest just at present, are still irregular although slightly on the advance. Wide sheetings have shown an improvement, although they are not yet in a very good condition. In coarse colored cottons buyers are moving slowly, and the amount of business transacted is apparently small.

Prints and Ginghams—Narrow prints for fall are at a standstill and there is very little request for the carried-over dark patterns, which are usually in evidence at this season. Narrow prints are irregular and rather favor the buyers. Fine printed fabrics are steady, for the odds and ends which have been carried for some time are pretty well cleaned up.

Dress Goods—Quiet conditions continue to prevail in the dress goods market. Developments are few and unimportant. The weather has been a depressing factor, for it has restricted the movement of goods in retail and jobbing circles, and has therefore reinforced the buyers' conservative inclinations as regards heavyweight fabrics. The buyer finds it no easy matter to measure his probable needs for the coming season, and as he is not certain that prices in the initial market have struck bottom, he refrains from making liberal purchases. Occasional instances of weakness have developed in the market, but even price inducements have failed to stimulate the buying. Until the retail end of the market shows unmistakable improvement, business at first and second hands will not reflect much life. The majority of dress goods lines are held at firm values, for agents realize that under present conditions an evidence of weakness is likely to do more harm than good. The plain fabrics previously indicated continue to attract the bulk of the attention, and there is nothing in sight which threatens to contest their position. There are those who profess to believe that camel's hair fabrics or the zibeline order and also plaids are going to make a place for themselves. There are those also who are beginning to champion the crepon, predicting good business thereon before the end of the season. It must be admitted, however, that the buyers' interest in such fabrics at this time is not of a consuming order. The cashmere situation remains dull and unchanged, existing stocks being an unpleasant feature. There is nothing very new in regard to waistings. The contest for business goes on. The cheap mercerized cotton fabrics are making their presence felt, and jobbers have given considerable attention thereto with the result that finer goods have suffered, and the situation is not as satisfactory as agents and manufacturers could wish. The waist market is in a clogged condition, due to production being out of proportion to the present consumption.

Knit Goods—The best conditioned goods at present are the ribbed lines. Mills making these goods are running full time, and even for fall weights this class of goods is showing a fair amount of orders. Salesmen who are now on the road report that for the month their orders for sweaters and golf goods have been good, and that retailers believe there is to be a big demand for both men's and women's goods of this class. Knit bathing suits have passed their initial season, and results are reported

as fully up to the average. There will be a little more added in the way of orders when the bathing season fairly opens. At present writing there is little more information to report than a week ago. We can say this much, however, that so far from the matter being dropped, those interested are still working away with every confidence of accomplishing their end. There are vast interests involved so that the matter takes time. The attorneys report that while they have nothing definite to say, things are moving along as smoothly as could be expected.

Hosiery—The fall business has not developed enough to show decidedly how the styles will run, but there is no doubt that fancies will be strong. Will white goods take the place of fancies in the near future? is a question that many are asking to-day. Some predict that white is a coming feature of the trade for men, women and children. This, however, remains to be proven.

You Are Cheating Yourself When You Do Poor Work.

A young lady working on a paper once said she did not try to do very good work for her employers, because they "did not pay much." This doing poor work because it does not pay much is just what keeps thousands and thousands of young people from getting on in the world. Small pay is no excuse for doing half or slovenly work. Indeed, the pay which one receives should have nothing to do with the quality of his work. The work should be a matter of conscience. It is a question of character, not of remuneration. A person has no right to demoralize his own character by doing slovenly or half-finished work simply because it doesn't pay much. A conscientious person will do his work just as well as if he receives nothing more than his board for it. A large part of the best work that has ever been done in the world has been only half paid for.

An employe has something at stake besides his salary. He has character. There are manhood and womanhood involved, compared with which salary is nothing. The way one does his work enters into the very fiber of his character. It is a matter of conscience, and no one can afford to sell himself because his salary is meager.

Besides, if one puts his very best self into every little thing he does—puts his heart and conscience into it, and tries to see how much, and not how little, he can give his employer—he will not be likely to be underpaid very long, for he will be advanced. Good work cuts its own channel and does its own talking. What matter if you do twenty-five dollars' worth for five dollars? It is the best advertisement of your worth you can possibly give. Bad work, half-done work, slipshod work, even with a good salary, would soon ruin you. No, the way to get on in the world is not to see how little you can give for your salary, but how much. Make your employer ashamed of the meager salary he gives by the great disproportion between what you do and what you get. Character is a very great factor in success, and the personal impression you make on your employer will tell. If not it will attract the attention of others.

A millionaire in New York told the writer that, when he was a boy, he let himself out by verbal contract for five years, at seven dollars and fifty cents a week, in a large dry goods store in New York. At the end of three years this young man had developed such skill in judging goods that another concern

offered him three thousand a year to go abroad as its buyer. He said that he did not mention this offer to his employers, nor even suggest the breaking of his agreement to work for seven and a half dollars a week, although verbal, until his time was up. Many people would say he was very foolish not to accept the offer mentioned, but the fact was that this firm, in which he ultimately became a partner, paid him ten thousand dollars a year at the expiration of his seven-and-a-half-dollar contract. They saw that he was giving them many times the amount of his salary, and in the end he was the gainer. Supposing he had said to himself, "They give only seven and a half dollars a week, and I will earn only seven and a half dollars a week; I am not going to earn fifty dollars a week when I am getting only seven and a half!" This is what many boys would have said, and then they would have wondered why they were not advanced.

It is not a question of cheating an employer; it is a question of cheating yourself when you do poor work. The employer is not injured half as much as you are by half-done work. It may be a loss of a few dollars to him, but to you it is loss of character and self-respect, loss of manhood or womanhood.

I have seldom known of a young person who persistently and determinedly filled his position in the best manner possible who was not eventually the gainer, even from a financial standpoint, to say nothing of the infinite gain in character and self-respect.

Young people should start out with the conviction that there is only one way to do anything, and that is the best that it can be done, regardless of remuneration.

They should be greater than the petty means of getting a living. They are making character-fiber every day. Their manhood and womanhood are woven from the warp and woof of their daily work and thought. They can not afford to weave rotten or sleazy threads into the life fabric.—Success.



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.

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.

WRAPPERS



Pretty patterns, excellent quality and perfect fit are combined in our beautiful line of wrappers this season. By the way we are receiving orders daily we are convinced that we have secured the very best. The prettiest patterns will soon be gone, so send us your order quick. They range in price from \$9 per dozen and up.

P. STEKETEE & SONS

WHOLESALE DRY GOODS
GRAND RAPIDS, MICH.

WE SHOW



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

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods

Grand Rapids, Mich.

Clothing

Favored Fashions in Furnishings at Chicago.

Why is it that neckwear makers can not profit by one blunder and avoid sticking their fingers into the fire almost before the burns from the first contact have healed? Just two years ago this month the border craze was fully on and neckwear makers were deploring the demand for shapes that plastered a wearer's shirt front full of silk and left only a small knot and a fraction of the enormous imperial tie to show in the four-and-a-half-inch opening in the high-cut vest—neither border nor elaborately embroidered ends ever being seen except when the man dressed or disrobed in the privacy of his own room.

Neckwear manufacturers hailed the passing of this purely crazy fad with extreme delight and behaved themselves for a season. Now they are at it again in a different direction—making derbies fifty inches long. Why such abnormal length? Vests have not changed, the openings are still the same and no more expanse of tie can be made to show than it did two years ago.

As it is now the wearer of a 50-inch derby, if he is an average man and ties it as an average man does, has from two to three inches of tie to tuck into his trousers—and pin it under the trouser's band—to keep it from showing beneath the vest. What benefit is a tie after it passes below the opening in the vest at the neck? No benefit or use at all unless it be to furnish man some tangible excuse for extending his profane vocabulary.

The wants of the dressy man have not prompted this extreme extension of the derby. It seems that as the derby was gradually made narrower the saving of material in that direction was added to the length. More narrowing, more lengthening! Where is it to stop?

It will be noticed, too, that the same methods pursued to advertise the big, broad-ended, wide-bordered imperials have been adopted for the 50-inch, stringy derbies to-day. They are illustrated on busts of men not wearing vests. The long, stringy derby is not being put out for negligee wear but for spring and early summer and should be shown on figures with vests at least.

"Who started this shoe-string craze?" I asked one of the most practical common sense neckwear manufacturers in this country. "Don't know," was his reply. "Why are you making them?" was my next question. "Don't know that either," was his honest reply. "We are making them because the other fellow is."

That's the whole thing in a nutshell. All neckwear manufacturers are making a shape that nobody wants—only buy it because they have no alternative—and are not making them from choice but simply "because the other fellow is."

Why don't some wide-awake manufacturer bring out a narrow derby only long enough to go an inch or two below the opening in the vest and publish the fact that the wearer is not obliged to fasten the lower ends to his trouser's band? Such ties will outsell the long, stringy one two to one.

The increasing popularity of black neckwear is so great that it is now remarked by laymen who make no pretense to keep up on style and dress tendency.

Black derbies, black unlined imperials and black ascots are to be seen at

any time and in almost any place. A walk down State street will show an unusually large number of black ties on well dressed fellows. Often a small figure will relieve the solid black, but this is more generally the exception than the rule. Black neckwear is always dressy, but in this instance I am inclined to think it indicates the retirement of oxford suiting for more lively tones.

The unsuccessful try last spring and summer to affect the pique stock—without linen collars—for outing or golfing has resulted in completely abandoning it this season.

Dropping it is certainly sensible from a genteel as well as from a comfortable standpoint. There is no outdoor sport a gentleman indulges in that is so vigorous that some sort of a collar can not be worn comfortably. He has everything to select from from a Cornell roll to a 2-inch highband turndown and will not find any of the intermediate heights uncomfortable for wear in the sun.

The pique stock must be folded flat to the neck and is instantly uncomfortable, becoming unbearable when the wearer is in action. Clinging to the neck, it prevents any circulation of air and wilts down in a few minutes. The pique stock was never intended for men's wear without a collar—it is contrary to the likes of even the extremists.

From present indications this is to be a summer of low shoes for men. It is time they returned to favor. A careful inspection of leading shoe stocks shows that the shoe dealers are banking on a summer of low shoes—and black ones at that. The shapes are stocky and substantial in appearance and make-up, extension soles and well rounded toe. The bulk of the stocks are made up of black enamel leathers, many patent leathers, calf and some kid. Very few tans are shown as compared with the blacks.—Apparel Gazette.

The True Collecting Agent.
From the St. Paul Trade Journal.

E. A. Stowe, the able editor of the Michigan Tradesman, lays down this proposition:

Personally, I am in favor of the repeal of all laws for the collection of all debts, because I believe the world would be better and the people would be happier if all commercial transactions were based solely on honor.

That is quite a broad statement, somewhat in advance of public or commercial sentiment, at this time, no doubt, still it reflects the trend of public thought.

Honor is, or should be, the basis of credit—the two terms should be synonymous—but in the anxiety to do much business the principle of honor is not taken into account as it ought to be.

The agitation of credit and credit systems which is prominent now, is leading in the direction indicated by Mr. Stowe. It may never come that all laws for the collection of debts will be abolished, but unless public sentiment is greatly misunderstood the necessities for granting credit are largely disappearing.

There is seen on every hand a growing disposition to dispense with credit, to do business for cash or its equivalent, and presently it will come about that business systems will be placed upon a more sound basis. When this is fully accomplished, honor will be the collecting agent and an hitherto unknown peace and happiness suffuse the business world.

Quite the Reverse.

Pater—I don't see why they call Sunday a day of rest.

Askam—Why, don't you spend it at home?

Pater—Certainly. But so do the twins.

Thought It Went Without Saying.

The man with the subscription paper stepped into the office of the leading professional man of the place.

"Mr. Hunks," he said, "some of our young men are trying to organize a brass band. How much are you willing to subscribe?"

"I'll give \$20," replied old Mr. Hunks.

"That will please the boys, I know," rejoined the caller. "If everybody else does as well they'll soon have their instruments and be ready to begin—"

"Great Scott!" interrupted old Hunks. "You don't get a cent out of me for any such purpose as that! I thought you were raising money to buy them off."

Might Not Agree.

Hewitt—Why don't you sign the articles you write for the magazines and newspapers?

Jewett—I don't care to have my wife know my views.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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

Aluminum Money

Will Increase Your Business.



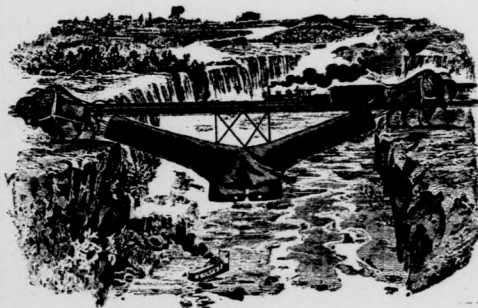
Cheap and Effective. Send for samples and prices.

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

LaDue-Tate Manufacturing Co.

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

Manufacturers of



Buffalo Brand
Pants, Shirts and
Overalls
and jobbers of
Men's
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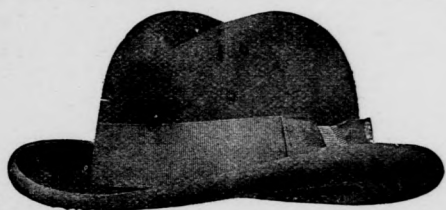
We are pleased to send samples on approval, charges prepaid. Correspondence solicited. Drop us a card and our Michigan man will call on you.

The best, after all
Is the "Sterling" Overall.

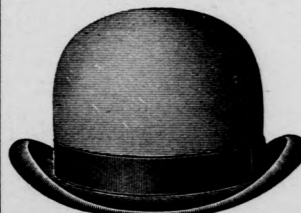
Write for prices and samples.

MORRIS W. MONTGOMERY,
Lansing, Mich.

Send
Us
Your

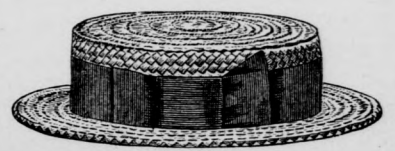


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Prices Right

Prompt Attention



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

Shoes and Rubbers

How Properly to Conduct a Shoe Department.

The buyer of a shoe department should look for individuality in the samples which are shown him, and buy only those which show that trait. Upon the care in buying depends very largely the success of the department and how much business you can do. Have your shoes made by a manufacturer expressly to your order, so that they may have exclusiveness of design. For this reason it is better to make some changes from the samples the agents show you, especially if the manufacturer sells to some competitor in the same city.

If you sell medium priced shoes get all the style into them that you can. Make them imitate as closely as possible the higher priced shoes, for people who want cheap or medium priced shoes want all the style they can get for their money.

Have plenty of styles to select from in those grades of shoes you sell the most of.

Your shoes must fit well, as the fit of the shoe is the best advertisement one can get. Women will tell their friends, and this is as good as an advertisement in a newspaper.

The department store is looked upon to sell shoes cheaper than regular shoe stores and for this reason you must give your customers better value for the same price, or a lower price for the same grade of goods.

A department buyer can sell cheaper than a shoe dealer in several ways. If you need small sizes buy up samples which can be purchased at 35 to 50 per cent. less than regular goods.

If you can not get hold of a good job of regular sizes put the broken sizes out on a table where they will be seen by the many people who throng the department store.

Arrange your broken sizes on tables so the odds and ends can be easily handled in a rush. Never put jobs or samples in your regular stock, as they are goods that have been handled a good deal and can not be sold at the same prices as good, fresh new goods.

A buyer should know his stock thoroughly and must keep it right up. He must size up often and look it over three or four times a week, so as to know just what he has on hand.

Every buyer has a limit placed on his buying, and it is best to keep well within that limit. Buy less if possible, and turn your stock over as often as you can.

Keep away from freak shoes, and don't buy too many faddish lines. Extreme styles never sell well in department stores, and they go out of style too quickly to pay.

Keep sizes up. Buy less kinds and more of each kind. Have plenty of sizes and widths.

Place your orders far enough in advance so you will not be disappointed if the manufacturer does not deliver your goods when promised.

Mark shoes in French sizes. You will fit more feet. It is best that customers should not know what size they wear.

Always give your customers good fit. Take time to do so.

To satisfy a customer means to gain others. Should you sell a pair of shoes that have not worn well, make it satisfactory to your customer. It is a good advertisement.

Never warrant patent leather. Tell

your customers the nature of this kind of leather, and that the manufacturer does not warrant it after leaving the factory; so the customers can understand the situation if the shoes do not wear well.

Arrange your shoes so that clerks can find them easily. A good system is to keep the narrow sizes to the left, the wider ones to the right on the shelves; the low shoes on one part of the shelves and the high shoes on the other; the slippers by themselves; misses', children's and some boys' and youths' also by themselves.

The boys' and youths' shoes bring other trade to the department, so it will pay you to carry a moderate stock, not too large.

Have the firm name on all goods and have all cartons alike. Have your own labels and send them to the manufacturers, so they can put them on the cartons.

Never advertise the manufacturer's name on your shoes. Have your own firm name put on the inside of every shoe.

Managers of department stores who are making a success of the shoe business are the ones who wait on the trade personally. In that way they come in touch with the wants of the customers and know what to buy.

It pays to advertise specialties in the best newspapers.

Never advertise anything you have not got on sale. If samples, mention sizes and widths you have for sale. Do the same with the jobs.

Always treat your clerks right. It keeps them in good humor to wait on the trade.

Keep your stock up as you go along. When waiting on customers put the cartons back in the same places where they belong before taking out another shoe.

Have your windows trimmed nicely. Change the display at least once a week. Have neat price cards on each shoe and change the cards often. Have shoe forms for the shoes in your window or stuff them with tissue paper to display the shape. It helps to sell them.

Do not leave shoes in the window too long. If you do they are apt to become dry and get burned by the sun. They will never look so fresh afterwards.

If you have no findings department, put one in. Buy only the best shoe lacings and sell them. The fad now is a call for such things as red, gold and mixed colors in lacings and you can get good prices for them just as well as not.

Have a nice assortment of polishes, etc., in the findings department. They will sell for enough to more than pay for the lacings which you are obliged to give away free.

It is sometimes a good advertisement to give away a small box of paste polish or a good pair of lacings.

The grade of shoes to sell depends on the kind of trade your house has. My experience teaches me that the manager can work up his customers to higher grades. If these better grades are to be in stock it is not necessary to buy heavily at first. Buy just a few lines and work at it. It will come after a while.

Always please your customers. If you do not have what they want, order a special pair. It pays, if you take the measure carefully.

Some goods should be bought of jobbers. If you want anything quick get it at the jobbers.

Be faithful to your employers. Consult them often, ask advice of them, for as the old saying is "Two heads are better than one, especially if one is a sheep's head."—Leon Rosenfield in Boot and Shoe Recorder.

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 12¼ to 2.....	1 00
Stock No. 2277—Childs' Chrome Kid Lace, low heel 8½ 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

Shoes must

**Fit
to
Wear**

Our own make of shoes are made to fit, will therefore give the longest wear.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

Thieving in Shoe Stores and Its Lasting Punishment.

With much regret I intend to speak to the retail clerk this week on one of the most delicate subjects I have ever been called upon to talk about. Within the past three years, again and again, I have been importuned to speak a guiding word to the retail clerks who through their sporting proclivities have allowed themselves to drift away from the narrow path. In a diary of events which I have kept I have a record of eighteen shoe clerks in the last seven months who have been summarily dismissed from their positions for theft.

I do not mean to imply that any young man reading this article comes under that head, but that it might be a warning to some one, no matter how far distant or how near. Any young man who starts out in life blasting all his future hopes by such a crime as this is, to say the least, foolish. For the sake of a few extra moments' pleasure and the thought of spending a few dollars other than he is able to make honestly, he conceives and carries into effect plans for getting his employer's money.

Very often this condition of affairs continues from six to eight months and even a year, but in the end, no matter how smooth he might be; no matter how carefully his plans are laid, he finds himself in an unguarded moment caught and his whole past laid bare.

The result of this is more serious than he originally anticipates. Large merchants have formed themselves into an association for their own protection, and as soon as a young man has been found stealing, or doing anything else dishonest, instead of prosecuting him, which is the proper way, he is dismissed instantly, and a circular is sent out from the store to all members in this combine, with a full description of the clerk, his occupation, etc., with the result that travel where he may, from the Atlantic to the Pacific, he is unable again to secure a job at his chosen calling.

While no existing condition will excuse a young man or young woman for being dishonest, nevertheless, many of these present abuses can be attributed to owners of stores and superintendents of department houses. There is hardly a department house in the country at the present time paying the clerks in their shoe departments sufficient money for their maintenance. Year after year the salary has been reduced until at the present time you will find on the floors of our department stores clerks, married men, who are getting \$10, \$12 and very rarely \$15 a week.

This is not all: many of the department stores during the dull season will lay off these clerks for two or three days a week, and some superintendents are so narrow-minded that clerks have been laid off for one day in order to reduce expenses. More than this, should a holiday come in the middle of the week, these clerks are laid off the night before the holiday for the day following the holiday, thus saving the house the necessity of paying for the holiday the clerk would not have worked. When you consider the fact that shoe clerks, owing to not being behind a counter, must dress better than any other men in the store, it is hardly surprising that they become desperate.

It would be well for young men who find their salary so reduced, and their expenses becoming so high, to branch out and get away from the business entirely, as often less active and far in-

ferior men are paid much larger salaries in almost any other vocation.—Shoe Retailer.

Repairing Shoes Over Original Lasts.

A card, which a prominent retailer has sent to all his customers, reads as follows:

Shoes need the utmost attention, not only in the fitting, but in the care of same. We do all kinds of repairing at reasonable prices, and as our shoes are repaired from our own lasts and by our own workmen, we can guarantee to give entire satisfaction.

This card is about the most misleading announcement that has come into our hands for some time. In the first place, no last is made that fits the human foot exactly, and when dealers claim that shoes should be repaired on the original lasts, they are mistaken. There is bound to be the imprint of the foot left in every shoe. These imprints make the shoe comfortable, and are one of the results of "breaking in." After the foot is settled in the shoe and the various parts of the insole are conformed to the shape of the foot, the wearer feels more comfortable than at any other time. Therefore, repairing shoes upon the original lasts is entirely wrong, as they do not fit the sole of the shoe when you return it to be half-soled.

We do not mean that the large lumps in many shoes are the result of the natural form of a comfortable shoe. These large lumps are the result of bad shoemaking, and come solely from the filler which manufacturers put into the shoes in order to cheapen them. When shoes are returned with large lumps on the insole, cut out that manufacturer entirely, as sooner or later he will be the cause of your losing many customers.

To return to the subject: we can not call to mind any manufacturer or dealer who advertises repairing shoes on his own lasts and by his own workmen who really does what he says. Some local shoemaker who does the repairing for the rest of the stores in his immediate neighborhood takes care of his work just the same, and this subterfuge is a very small way of endeavoring to get business.—Shoe Retailer.

Insist on Good Buttons.

It would be well if retailers insisted on having the best shoe buttons attached to all shoes made for them.

A customer returned a pair of shoes to a retailer not long since, because the buttons, which were machine made, were broken off at the shank.

A thin button never has sufficient strength, and it is always a sure sign of a cheap production. A flat back is another style of inferior button which manufacturers very often foist upon retailers.

A word of warning is not always enough to cause the maker to mend his ways. If he finds that the merchant is willing to accept one lot of shoes with this style of button, making only a slight objection, he is liable to have another supply worked off upon him.

As soon as a line of shoes is received with machine-made or thin top buttons, return them without delay, as this is just as much of an imperfection as a raised channel or a cracked heel.

When ordering goods from the manufacturer insist on having a heavy button with a short shank. By doing this you will save yourself many inconveniences and also assist your clerk in his work on the floor for nothing retards a sale more than buttons falling off.

Customers are sufficiently mortified when they perceive that buttons are not sewed on strongly enough to stay, but when they find that buttons are so poor that they break from the shank, they will often refuse to buy the shoes to which they are attached

Samples For Next Season.

The manufacturers are now thinking of samples for next season and what they shall offer to the trade in general. So many new things present themselves that it is difficult to make up one's mind just what to do.

Extension edge and heels no doubt will find favor, and more button shoes will be seen in all styles. It is doubtful whether the button boot will be as much the rage in the future as in the past, when as high as eighteen or twenty buttons were seen on a shoe. The six large buttons are a prominent feature in men's and also women's, as this latter is very mannish.

Vestings still hold their own on women's shoes in handsome patterns and variety of figures. Gored low cuts will also be seen in many styles, and this shoe is bound to be popular on account of its comfort and ease in wearing and

putting on. Double-deck welts may be seen, also heavy-rope stitch, this latter on women's in colors.

Children's shoes are in shiny leather, very few colors, in fact colors are almost a lost art, and a revival is not soon looked for, although more likely in child's and misses' than other lines.

On the cheaper grades everything will be about the same except a few changes in lasts and patterns, but not of enough consequence to speak of. Many manufacturers on these latter lines confine themselves to as few kinds as possible, although in one factory, making goods for Southern and Western trade, more especially Southern, as many as one hundred and twenty different patterns were called for. This, of course, was a full line of women's, misses', children's and infants'. In consequence of competition, which was never so severe among manufacturers in New England as at the present time, better lines are to be presented the coming season than ever before.



SHOE DRESSINGS

If you want a first class article buy

IDEAL

The finest 10c Ladies' Shoe Dressing made, per gross, \$7.50

For Gentlemen buy

ELK

Combination (Tan or Black), per gross, \$6.00

ELK

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FOR SHOE STRINGS

always go to headquarters.

Hirth, Krause & Co.

Grand Rapids, Michigan



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.

Give the Boy a Chance



Boys' Vici Bal—Crown toe and tip, stylish last and guaranteed. Boys' 2 1/4 to 5 1/4, \$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.

Village Improvement

What the Seaboard Air Line System Accomplished.

We have noted the awakening interest in the work on the Pacific coast. Now let us cross the continent and see if the people on the Atlantic shore are sleeping. Far from it!

The Seaboard Air Line, one of the great railway systems of the Atlantic coast, the main line of which runs from Portsmouth, Virginia, to Atlanta, Georgia, is using the village improvement idea to uplift the people and beautify the towns along the entire thousand miles of its length. I do not mean by this that the managers of the road send men into each town to do this work. Not much! They are of the wise folk who have learned that the true way to help people is to teach them to help themselves. They have spent large sums on good teachers, on books, pamphlets and papers—money which they have banked on the future. Much of it is spent most unselfishly, for the only return is the personal satisfaction of each officer in knowing that in a year or two his road will run through the most beautiful towns on the Atlantic coast.

A few years ago this railway changed hands and the new management, knowing the tide of emigration had turned from the West to the South, wisely desired to attract the highest grade of people to the territory along the road. An intelligent people are always the easiest with which to deal. The great cotton manufacturers of New England are going southward to be near the base of supplies. The pine regions of Georgia and the two Carolinas are attracting attention as health resorts, as well as because of their timber. The cheapness of land and its enormous possibilities for growing fruits, vegetables and hops, the nearness of the great markets of Washington, Philadelphia and New York, the great variety and richness of the mineral deposits, all combined to set the management of the road to devising means to open up this most desirable country to the right sort of people.

A most original plan was adopted, which E. St. John, the Vice-President of the road, has brought to a high state of efficiency. A new office was created, that of chief industrial agent, and a Southern man, John T. Patrick, was elected to the position. The plans these active brains have devised and the pluck and patience with which they have carried them out are truly American.

I remember telling you in a former article that these improvement associations would undertake anything from the digging of a sewer to a flower bed; but these gentlemen are even broader in their views, and nothing seems too small to escape their notice, nor great enough to appall them. Fortunately, the new generation in the South were weary to nausea of being told they were a hundred years behind the times, and a majority of the towns were then only waiting for a leader. It was planned to organize a village improvement association in each city, town and hamlet along the road. To this end sub-agents were appointed in each town, to cooperate with Mr. Patrick in advancing the interests of their own town in every possible way.

The railway corporation made its station grounds an object lesson that has

caused the purchase of many a large and small park. As usual, the Southern women adopted the village improvement work with enthusiasm, but lacked a leader to organize, some one familiar with the workings of such societies. To this end, Mrs. Eugene B. Heard, an enthusiastic worker for her beloved Southland, was invited by the officers of the company to go to all towns along the road and organize an association wherever a desire was expressed by the people for such an organization.

Mrs. Heard is a woman of wealth and social prominence, a hard worker of the federated clubs, whose beautiful home, "Rose Hill," at Middletown, Georgia, is also the headquarters for the traveling libraries which this company send to any town along its road that desires one; yet Mrs. Heard graciously accepted the new duties and has organized many of these societies. To make easy the work of improvement the railway managers send out daily reading matter to interest and arouse public sentiment. Loads of whitewash circulars are sent out asking the people to whitewash fences, trees and outbuildings. They are given the recipe for the hot whitewash used by the United States Government on the White House, and on the lighthouses along our coasts.

This reminds me of a story. In 1872 an eminent Washingtonian visited us, after a tour in the South. He was asked regarding trade prospects in the South, and answered my mother thus: "Madam, the South may never hope to compete with the North until she uses more paint and whitewash." The meaning underlying this pithy sentence was that people who cared so little for their property as to allow it to decay for lack of paint and whitewash were hardly enterprising enough to raise a ripple of disturbance in Northern trade conditions.

Poetry and sentiment cause one to involuntarily associate the word South with sunshine, flowers and perfumes, and the Northerner feels defrauded if he finds any of these things lacking; but science has taught us that only hygienic cleanliness, pure water and good cooking can make living in a hot climate safe for Northern-bred people. The South is realizing that she must supply these fundamental necessities if she would hold Northern capital. To this end the Sea Board Air Line has started over one hundred experimental farms along their road, and have put men from the agricultural colleges in charge. These farms are entirely for the benefit of the farmers, as they bring no return to the company. Here the farmer can learn the needs of his soil. He sees the various grasses growing which can best stand the climate. He finds out what fruits and vegetables best suit the soil. He is shown how to grow hops and prepare them for market. He is taught that rotation of crops is the proper method of farming, and is getting the "all cotton" idea out of his head.

This company has prepared a train of twelve cars, which it calls "the school on wheels." Twelve instructors are sent with this train. The stops it makes are widely advertised and are made the occasion of a gala day at these points. This train has everything one can think of to instruct the people, from a roadroller to a home-made fruit dryer. The roadroller puts a piece of road in order about the station to show the farmer how quickly and cheaply the horrible roads can be mended Improved farm machinery is shown. A dairymar is

C. M. Henderson & Co.

Western Shoe Builders

Corner Quincy and Market Sts.

Chicago, Ill.

Write us for "Helpful Hints."

No More Dust



Our Reservoir Floor Brush Will not raise a particle of dust. Write for descriptive circular. WIENS BRUSH CO., Milwaukee, Wis.

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AND TO GIVE

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

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

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20000 Cords Hemlock Bark Wanted



We pay cash. Write us for quotations.

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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.

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419-421 MICH. TRUST BUILDING, GRAND RAPIDS

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

along with improved dairy apparatus. A trained cook shows how to can and dry fruits, make bread and even fancy dishes. Lessons are given on the need and use of disinfectants, and it would seem that nothing to help the people has been forgotten or overlooked.

These hundred experimental farms, this school on wheels, the traveling libraries, what untold good they are doing for these states the men who organized them may never fully know. But their work will reach more quickly and directly the people who need the help than had the company decided to spend several million dollars in founding a great university for the few.

This road carries a large part of the travelers to and from the pleasure resorts in the South. These travelers will soon see a continuous grass plot a thousand miles long, interspersed with pretty stations whose yards are filled with flowers and shrubs; through villages and towns whose yards are full of flowers, whose streets are free from weeds, past farms whose fences and outbuildings show thrift—and plenty of whitewash. This travel of which I speak is largely composed of monied people, many of them persons with money to invest. Think you a prosperous country will not appeal more quickly to such people than if the old order had remained?

I know a road in Indiana which is not only grassing its roadside, but is planting trees also. I thought it a pity they had planted only one sort of tree. We have a vast assortment of ornamental trees of which we make too little use. Supposing the Seaboard Air Line would plant some of every tree our country knows along its roadside. Our redbuds, dogwoods, crab-apples, white-thorns, smoke-trees, catalpas, lindens, tulip-trees, magnolias, service, all the fruit and nut-bearing trees, all our forest trees, plentifully interspersed with fruit trees for their bloom as well as fruit. Can one imagine anything more beautiful than a ride northward over such a road in the springtime? These trees can nearly all of them be had for the labor of bringing from the woods. Get the children along the road interested and offer a prize for the best trees grown in a section.

If Southern people knew what their Cherokee roses and jasmine (the yellow princess of the South) meant to Northern eyes, I am sure every section boss along the road would be instructed to spare them. Ugly fences would be covered with Virginia creeper, American ivy and other vines.

As a people, we Americans have been

very busy making money; there are many thousands of very rich people among us, and as a nation we are now demanding luxury and beauty to an extent heretofore unknown to the modern world. Artist and artisan alike are awakening to their opportunities.

It is only a few years since we first realized our architecture was so bad as to be depressing. We are building now some of the most beautiful public buildings in the world.

Mr. Higginson said the Old World had its era of cathedral building, but that we are now passing through the age of library building.

The higher the culture the more harmony and beauty demanded by all the senses, and we are well into the century which will see the beautifying of homes and villages with flowers brought to marvelous perfection. Flowers, thank God, are within the reach of the poorest. A rich person may buy beautiful objects of art and hide them away in his house, but his flowers must grow in the sunshine where all can see them. They grow as finely for the cottage as the mansion. Nothing tells more quickly of refinement within the home than flowers outside it.

This village improvement work is one of the most beautiful thoughts of the day, and there is no end to the work it opens up. In small towns it may well take the place of the board of trade of the cities.

All honor to the men of the Seaboard Air Line, who have shown us that a corporation has a soul. Let us hope they will reap richly where they have sown.

They have done their work on so large a scale that nothing less than a rich corporation would have dared undertake it. Let us hope the people along the road are alive to their peculiar advantages. For, after all, it lies with the people themselves to say to what extent this improvement work shall go. In the midst of all this beauty a few towns or a few farmers may decline to join the work, and thus become an eyesore to the company that has done so much for them. It will also cause thousands of travelers to wonder what makes those towns and farms less prosperous than others.

The go-ahead, progressive part of the population of such towns will withdraw one by one, leaving the lazy ones to their weedy streets and tumble-down fences. Will it pay you to allow your property to deteriorate for the lack of a little exertion on your part? Not in this age.

Jessie M. Good.

Undertaking Establishments No Longer Gloomy.

"There was a time," said a man old enough to remember it, "when all the ways of the undertaker were of a deeply sombre cast. The old-time coffin itself was the very symbol of death, so terrifying that it was hidden away in the back shop, to be brought out only when put to its dreadful use.

"There was in those days about the whole undertaking establishment an air of mystery and gloom, which was heightened by the severity of its furnishing. The only thing visible here besides the actual fittings and furniture was, perhaps, a solemn, black-framed picture, displayed in a window lined with dark woods showing a group of mourners, attired in deep black and with sorrowful mien placing a mourning wreath upon a funeral urn.

"But now that old-time aspect of gloominess has given way to one of some cheer. In the undertaking business nowadays, as in every other, modern methods prevail.

"In the window where once stood the picture of the funeral urn there may now be seen a modern burial casket, of small size, perhaps, its lid thrown back, to show its beautifully fitted and furnished interior, while standing in the casket there is seen, it may be, a printed card containing the announcement of the midsummer night's festival of some pleasure coterie.

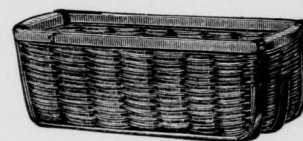
"If there was room for it there you might find in the undertaker's window to-day a burial casket of the full size; you would be pretty sure to find such inside displayed there in show cases, to protect them from the dust. And things of beauty you would find these to be, and some of them costly, too.

"But coming back to the window again you'll find there nowadays the businesslike sign 'Pinking Done Here,' and samples of the work turned out by the pinking irons, done in gayly colored silks, nothing sombre or death-reminding about them. And here you'll find nowadays the sign, 'Camp Chairs to Hire,' and it may be, 'Chairs Delivered in Ordinary Delivery Wagons.' Manifestly these chairs are to hire for other than funeral occasions; they might for that matter be hired for weddings.

"And here now in the window, in the picture way, I see instead of the old-time mourners bending over a grave, a picture of a railroad and cemetery office, situated near some cemetery that is reached in the modern fashion by rail. Isn't that businesslike? And here in another window is a picture, not of the hallowed urn or the weeping willow, or of two or three single graves, but broad, sweeping, beautiful landscape of a modern cemetery, a lovely, restful, rural spot, in which, when his time had come, one might be glad to lie down and sleep.

"Truly have the ways of the undertaker changed mightily."

Balloou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT
UNCLE DANIEL.
OJBWA.
FOREST GIANT.
SWEET SPRAY.

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

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

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

The Meat Market

All That Glitters Is Not the Precious Metal.
Written for the Tradesman.

It was worth one's while to watch him. He was a rarity in the first place, because nowadays an American born, for some reason or other fights shy of the butcher's shop, even as a beginning place. It may be because Europe has so trained her boys inclined to the meat business that the American who hates dainty details in an undainty business finds it impossible to compete with his foreign brother and has consequently left the field to him. Be that as it may, this young Yankee butcher's boy—he didn't want to be called clerk—was as full of business as he could be and no chance for talk was offered for a good half hour. The last customer was a beautiful specimen of young womanhood, physically, and as she went out and up the street it seemed the proper thing to say, as a beginner, "My! but isn't she pretty! I should think you'd want to cut off the slice of steak next to the one she ordered and have it for your dinner—I would."

"You may have it—of course you are ready to pay something extra a pound for it and I'll pocket the extra! That sort of girl comes in here too often for me to care anything for her. This last is a pretty fair sample, only a little better than the general run. I like this girl a little better than the rest because on a pinch she will take home the meat herself. She shrinks a little from the blood and always wants an extra paper, but she's the only one whose nose wouldn't go up several inches if that is suggested to her.

"I tried it when I first came in here. There was a family that lived on Overhere street—you may not know it, but that kind of folks are always on the move—and the young lady of the family was very fine indeed. I think if she could she would have put on a pair of new gloves every time she stepped out of doors. I had seen her go tiptoeing by as if the ground was entirely too mean for her to step on and I hoped the time would come when I could poke a little fun at her. You see, that kind always overdo it. They are never sure of themselves and they are so afraid of doing something improper and they know so little about what they want to know that they get their feet into it every time. The family lived just around the corner in a house they couldn't afford to live in. The man is a good enough fellow if they'd let him alone, but they are constantly living beyond their means and that keeps him always with his nose to the grindstone.

"Well, Her Royal Highness, in white from head to foot, came in here one day about five o'clock looking more like an Easter lily than anything else you could think of. She had plainly enough come under protest and her face was ugly enough to kill ducks. I was alone and I more than knew that she'd try to freeze me because she was mad with her mother—that's one of their tricks. She'd got all rigged up to go somewhere else, you see, and the idea of coming over to the butcher shop in her royal robes and ordering vulgar meat for dinner was simply too humiliating for anything!

"In she came with just enough of the breath of the lilies about her to make a fellow forget her frowns and ordered 'a pound of meat for dinner at once!' Of course she meant steak; but I wasn't supposed to know that, so as she was

turning away with her nose in the air I asked, 'What kind of meat?'

"Oh, anything that's meat."
"Well, that's exactly what we have—anything; but, unless your order is more definite than that, you might not get what you were sent for. Will you have pork, or veal, or beef or mutton? Then here are chickens and ducks, and here is a nice fat turkey that came in to-day from a farmer. But perhaps it's pigs' feet or tripe—I wish you could have seen her face when I said that—'your mother wants. You see, 'anything' means a good many things. Are you sure it wasn't tripe?'

"Yes, I am. It must have been some sort of beef; but I don't know. I don't know anything about such things! And, do you know, that young woman, all of 20 years old, said that as if she was proud of it!

"Well, I said, 'now about beef. There's the cervical vertebrae. A good many people order that. How would a pound and a half of that do?' I thought, as long as she was so high and mighty, I'd work off onto her a piece of the neck and get her laughed at. It didn't work. She 'didn't think that sounded familiar—what other kinds were there?' So I mentioned tee-bone at 60 cents, and porterhouse at 50, and sirloin and a lot of other names that I've seen in the books and, true to her instincts, she ordered the 60 cent meat. I knew her mother would bring the meat back, so when she was turning to go I started to cut the rump steak that family always bought—I don't know as you know it, but rump folks always eat rump beef, with the neck pieces for a change!—and I said, 'You just wait a minute and I'll have the meat done up and you can take it right back with you.'

"Then was the time you should have seen her Offended Majesty. Whew! Victoria in the summit of her glory couldn't have done it better; but the good Queen never would have said, as this very common young woman did, 'Well! I'll bet I won't!' as she marched off like a drum major in full uniform.

"Did she come again? Sure—such folks are never the genuine article, so I don't like 'em; and when you think a steak sliced off next to hers would be just the thing I don't deny it, but I'll sell my chance at a premium every time."

Bits of Business Wisdom.

To stand still in business is to be lost among the "has beens."

Talk is not the whole thing in trade, but, counting advertising as conversation, it represents the lion's share.

Do not whine about your business troubles. Or if you must whine go into a sound-proof room and shut the door.

There is a social side to business that will well repay the merchant who cultivates it in the right way.

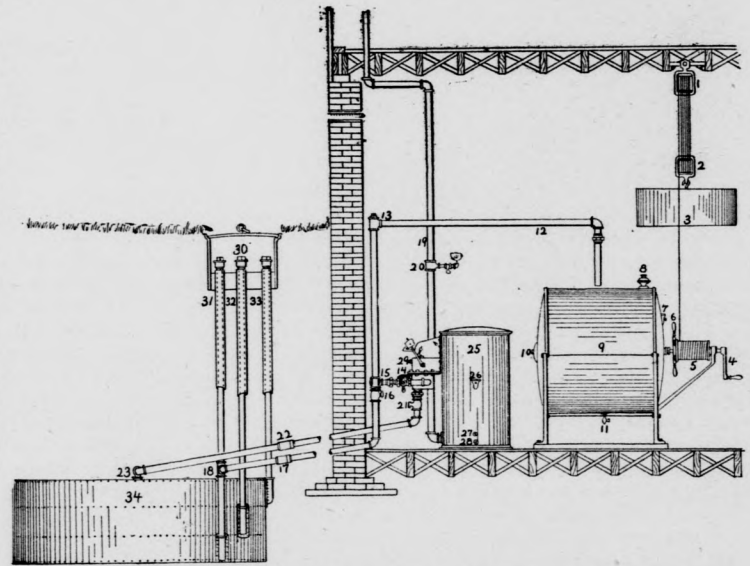
Learn your business faults. If you have lost a customer, find out why. Maybe your eyes will be opened to a needed reform.

Schemes whereby something is offered for nothing are always distrusted. Reputable dealers will do well to cut them out of their plans for booming business.

Some merchants bank heavily in their business methods on "what father did." Father was, undoubtedly a good man and perhaps a successful one. But is he doing business in 1901?

The difference between success and failure may be only the difference between a sanguine or a despondent feeling. Therefore, keep jolly and jolly your neighbor. Your weak and struggling neighbor may be wrecked because of that dish of green cucumbers you ate for dinner.

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.

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.

Awnings, Tents, Flags

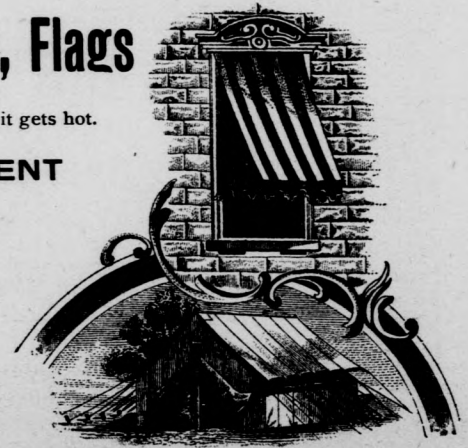
Order your Awnings before it gets hot.

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 STEET, TOLEDO, OHIO



Butter and Eggs

Observations by a Gotham Egg Man.

I called attention last week to the unfortunate and unhealthy conditions arising from a maintenance of country prices on a large quantity of current egg collections, the quality of which was becoming unsatisfactory to dealers and altogether unfit to store, and accumulations of which in the hands of receivers here were becoming burdensome. The difficulty has since steadily increased. Our receipts of regular packed eggs have been running very heavy and buyers have become more and more particular as to quality, throwing an increased proportion of the receipts upon the cheaper class of trade and overstocking the outlets. The faults complained of chiefly have been serious mixture with dirty eggs and among the Southwestern receipts weak whites and some less in rots have made these goods especially undesirable. Marks that formerly gave satisfaction in a good class of trade have been refused by their regular buyers and the market has been burdened with eggs which could only be forced to sale by cutting prices materially—often to a point below a parity with their first cost. It is evident that this losing game can not go on for any length of time. If the competition in the country remains so strong as to support prices on the recent basis, a larger quantity of the collections will have to be stored than heretofore; otherwise collectors will have to get their prices down low enough to force a larger consumption.

* * *

There are recent indications that the speculative furor has been weakening of late. Many collectors who have formerly been looking upon the New York market with disdain, owing to the extreme prices obtainable in other directions, have lately been offering more goods this way and our market has been weakened thereby. The rates previously ruling for storage packed eggs here—say $14\frac{1}{2} @ 14\frac{1}{2}c$ —were dragged up only by the high outlets in other directions; they were obtainable at all only because so few of the superlative qualities were offered here and were above a point at which any large quantity could have been moved. The first sign of larger offerings therefore caused a reduction. There is now reason to hope that collectors will be able to force country prices down to a point that will permit a more prompt sale of the surplus production in consumptive channels. The storage situation is already considered a very risky one by all experienced operators; it would be fatal to go on accumulating all the surplus of good, poor and indifferent eggs that would be necessary during May if prices are held up to the April standard, and the only way that these goods can be forced into consumption more largely without loss is to make a material reduction in country paying prices.

* * *

During the past ten years there have been only one or two occasions when the average price of prime Western eggs was lower in May than in April. For the benefit of those who would like to

compare the records in this respect I have compiled the following comparative table, the range of prices during April being given for the finest grades only:

1901.....	$13\frac{1}{2} @ 14\frac{1}{2}$
1900.....	$11\frac{3}{4} @ 13$
1899.....	$12\frac{1}{4} @ 14\frac{1}{4}$
1898.....	$10 @ 11\frac{3}{4}$
1897.....	$9\frac{1}{2} @ 10\frac{1}{4}$
1896.....	$9\frac{1}{2} @ 12\frac{1}{2}$
1895.....	$12\frac{1}{4} @ 13\frac{3}{4}$
1894.....	$10\frac{1}{2} @ 12\frac{1}{4}$
1893.....	$15\frac{1}{4} @ 16\frac{1}{2}$
1892.....	$13\frac{3}{4} @ 15$
1891.....	$14 @ 21\frac{1}{2}$

In 1899 the report of receipts here during April was perhaps more seriously falsified by the failure of certain railroads to give accurate statistics (under the insistence of certain Western shippers) than before or since, but the actual arrivals at that time were relatively light because the West was the greatest accumulator of eggs at the high prices then ruling. That was the only year when our May receipts were materially greater than those of April except the year of 1893. The average price of best Western eggs was a little lower in May than in April in 1896 and slightly lower in 1893. The high price noted in April, 1891, was only for a few days at the beginning of the month (result of a late opening of free production) and in spite of it the May average was higher than the April average. I am very much inclined to the belief that the peculiar conditions prevailing this spring may result in a reversal of the general rule of the past. April prices have averaged higher than in any year since 1893, in spite of the largest April receipts on record, and unusually heavy storage accumulations have resulted. It will indeed be strange if the speculative fever continues through May on a relatively extreme basis. If there is to be any salvation for the speculative element at all it would seem to lie solely in operating on a lower basis hereafter—N. Y. Produce Review.

Special Rules for the Observance of Merchants.

- Do not advertise your competitors by talking against them.
- The secret of success is constancy of purpose.
- Employ nobody to do what you can do yourself.
- Be honest from principle as well as from policy.
- A pound of pluck is worth a ton of luck.
- Maintain your integrity as a sacred thing. Be clean in your speech, dress, manners and surroundings.
- Be truthful in your representations.
- Be politic, but not in politics.
- Memoranda are surer than memory.
- Truth should be the corner stone of business.
- Care of health is indispensable to good business management.
- System is the basis of good business. Results can not be obtained without work.
- Be punctual, dignified and decisive in all your dealings.
- Politeness pays. Be prompt in everything.
- Always perform what you promise.
- Shun strong drink.
- Be strict in keeping business engagements.
- Do nothing carelessly or in a hurry.
- Do not wait for trade. Hustle! Go after it.

Push in busy seasons; in dull, still push.

Have a place for everything, and everything in its place.
Be careful and explicit in bargains; put everything in writing.

Never misrepresent goods nor allow it to be done.

Let the other man sell at a loss. You sell at a profit.

Be industrious; know your business; spend less than you earn; succeed.

Under a rule recently adopted by the board of education of New York City, school children will no longer be allowed to give presents to their teachers unless the gifts shall be sent anonymously to the teachers' homes. The object of the new regulation is to put an end to favoritism in the public schools, charges having been made that certain teachers were partial to the children of well-to-do parents because of the presents which such youngsters brought them.

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.

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.

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

WANTED

1,000 Live Pigeons. Will pay 10c each delivered Detroit; also Butter, Eggs and Poultry. Will buy or handle for shippers' account. Cold Storage and Coolers in building.

GEO. N. HUFF & CO.,

55 CADILLAC SQUARE, DETROIT, MICH.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Reference, Home Savings Bank, Detroit.

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

We solicit your shipments of Fresh Eggs and Dairy Butter.

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

Desiccated Eggs, Egg Powders and Egg Substitutes.

Different methods of evaporating or desiccating eggs have been proposed and several products which claim to be prepared in this way are now on the market. It is said that the egg is dried in or out of a vacuum, usually by a gentle heat or by currents of air. When placed on the market the dried egg is usually ground. Sometimes salt, sugar, or both have been used as preservatives. Such material is merely egg from which the bulk of the water has been removed. If the process of manufacture is such that the resulting product is palatable and keeps well, the value of evaporated eggs under many circumstances is evident.

This material is used by bakers to some extent as being cheaper when fresh eggs are high in price. It is also used in provisioning camps and expeditions, since desiccated foods have the advantage of a higher nutritive value in proportion to their bulk than the same materials when fresh. Fresh eggs contain about 25 per cent. of dry matter. If all the water is removed in preparing evaporated eggs, one pound will furnish nutritive material equivalent to about four pounds of fresh eggs. One of the commercial egg products recently tested appeared to be dried egg coarsely ground. For use it was thoroughly mixed with a small quantity of water. The mixture could then be fried or made into an omelet, etc., and was found to be very palatable, closely resembling in taste the same dishes made from fresh eggs.

An egg substitute has been manufactured from skim milk. It is said to contain the casein and albumen of the milk mixed with a little flour, and is put up in the form of a paste or powder.

Such material is evidently rich in protein and, according to reports apparently reliable, is used in considerable quantities by bakers and confectioners in place of fresh eggs.

Egg substitutes have been devised which consist of mixtures of animal or vegetable fats, albumen, starch or flour, coloring matter, and some leavening powder in addition to the mineral matters similar to those found in the egg. Such products are designed to resemble egg in composition.

Other egg substitutes have been marketed which contain little or no albumen, but apparently consist quite largely of starch, colored more or less with some yellow substance. These goods are specially recommended for making custards and puddings similar in appearance to those in which fresh eggs are used. There is no reason to suppose that such products can not be made so that they will be perfectly wholesome. The fact must not be overlooked that in the diet they can not replace fresh eggs, since they do not contain much nitrogenous matter or fat. As recently pointed out in one of the medical journals, this may be an important matter if such an egg substitute is used in the diet of invalids, especially if the composition of the egg substitute is not known, and it is employed with the belief that, like eggs, it contains an abundance of protein. C. F. Langworthy.

Possible Danger From Eating Eggs.

Occasionally a person is found who is habitually made ill by eating eggs, just as there are those who can not eat strawberries or other foods without distress. Such cases are due to some personal idiosyncrasy, showing that in reality "one man's meat is another man's

poison." A satisfactory explanation of such idiosyncrasy seems to be lacking.

Over indulgence in eggs, as is the case with other foods, may induce indigestion or other bad effects. Furthermore, under certain conditions eggs may be the cause of illness by communicating some bacterial disease or some parasite. It is possible for an egg to become infected with micro-organisms, either before it is laid or after. The shell is porous, and offers no greater resistance to micro-organisms which cause disease than it does to those which cause the egg to spoil or rot. When the infected egg is eaten raw the micro-organisms, if present, are communicated to man and may cause disease. If an egg remains in a dirty nest, defiled with the micro-organisms which cause typhoid fever, carried there on the hen's feet or feathers, it is not strange if some of these bacteria occasionally penetrate the shell and the egg thus becomes a possible source of infection. Perhaps one of the most common troubles due to bacterial infection of eggs is the more or less serious illness sometimes caused by eating those which are "stale." This often resembles ptomaine poisoning, which is caused, not by micro-organisms themselves, but by the poisonous products which they elaborate from materials on which they grow.

Occasionally the eggs of worms, etc., have been found inside hens' eggs, as indeed have grains, seeds, etc. Such bodies were doubtless accidentally occluded while the white and shell were being added to the yolk in the egg gland of the fowl.

Judged by the comparatively small number of cases of infection or poisoning due to eggs reported in medical literature, the danger of disease from this source is not very great. However, in view of its possibility, it is best to keep eggs as clean as possible and thus endeavor to prevent infection. Clean poultry houses, poultry runs, and nests are important, and eggs should always be stored and marketed under sanitary conditions. The subject of handling food in a cleanly manner is too seldom thought of, and what is said of eggs in this connection applies to many other foods with even more force.

C. F. Langworthy.

An Odd Occupation That Pays.

The cultivation of cocoa in Trinidad is one of the few industries that can be relied upon to make a handsome return for the time and capital invested. I would advise any young man who possesses a good constitution, a few hundred dollars, and a capacity for hard work, to investigate the possibilities of the island in regard to the cocoa industry. Already there are among us scores of young Americans who own cocoa plantations, and I have yet to learn of an instance in which one has failed to make money.—E. Nelson Dade in Success.

Doesn't Want to Be Blacklisted.

B. W. Padley, grocer at 2801 Jackson street, Seattle, Wash., last week entered suit against the officers of the Seattle Retail Grocers' Association to restrain them from placing him on their blacklist, by which under agreement with the jobbers as a non-member he is not maintaining the card prices, and alleges that he is required to pay 5 to 15 per cent. more for his goods than is charged to members of the Association. Mr. Padley asks the Superior Court to issue a restrainer, as he fears his trade will otherwise be ruined. The Association has aimed only to prevent price cutting on staples.

Red Bananas Disappearing.

Not so many years ago red bananas were plentiful, more so than the yellow-skinned bananas, but they have been gradually disappearing and now very few fruit stands handle them, and those that do, charge as much as 25 cents for two of them.

They require great care in cultivation, and the planters began to find that it did not pay them to give so much time to the red skinned fruit when the other kind would grow without any attention whatever. Some people think the red banana is the best. The flavor is very different from that of the yellow variety. Some red bananas cost as much as a quarter apiece, but in a few years they will be as scarce as peaches in winter. There are only a few plantations now that cultivate them.

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

Write us for prices for

Butter and Eggs

We pay prompt cash. Our guarantee is worth something. We have been in business in Detroit for over forty years.

PETER SMITH & SONS
DETROIT, 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.

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.

The New York Market

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

New York, May 4—Interest in legitimate trading has been absorbed by the rush in the stock market and the excitement in Wall Street must be something like the rush to newly-discovered gold fields in Alaska. Merchants and clerks, rich and poor, high and low, are taking one flyer or a hundred and the scene has been one of confusion worse confounded. Business has not been altogether given up, however, and the general tone is healthy. Prices are well sustained and, altogether, the seller is in a happy frame of mind.

The coffee market is slightly stronger than a week ago, owing to lighter receipts at primary points. Rio No. 7 closed strong at 6 1/4c. There is no occasion, however, for the retailer to feel at all worried over the situation, for the supply of coffee is abundant and whatever may be the feeling for a day or so here it is certain that there is an abundance for the coming twelve months. Speculation is small, but there is a slight advance—say about 5 points. In store and afloat the amount of coffee aggregates 1,239,831 bags, against 1,020,483 bags at the same time last year. Mild coffees are steady and the demand has been fairly satisfactory. Good Cucuta is worth easily 8c. East Indies are quiet.

The sugar market during the week has been strong and the chances are good for an advance within a short time, as the season calls for larger and larger supplies. Wholesalers seem to have only moderate stocks and, when the spring demand does come, it will come with a rush.

There has been a better call for teas, and, altogether, the situation shows a degree of improvement over last week. It is hoped the improvement may last, but the country seems to lack appreciation of tea and, notwithstanding the amount of money spent in advertising during the past five years, it is not a national beverage like—Milwaukee.

Rice buyers are taking only the smallest possible lots and, taking the situation as a whole, it is certainly not improved over last week. The one thing that keeps quotations firm is small offerings. Even although the demand is light it is likely that the new crop will find the market pretty closely sold up. Foreign sorts are firmly held at previous rates.

Sellers of spices are not disposed to make concessions and buyers are not disposed to make purchases at any price. The whole market is devoid of interest, although some jobbers report a fair trade. Prices are without change.

A light trade has been done in grocery grades of New Orleans molasses and the situation is decidedly quiet. Prices are generally firm, however, and, with a light yield of open-kettle, the situation a little later on will, it is thought, show considerable improvement.

Syrups move slowly. Neither exporters nor home traders are doing anything and the general situation is one of quietude. Prices are without change.

The canned goods situation is lacking life. Neither in spot goods nor in futures is any animation displayed and if one article is seemingly firmer another is a little shaky and the situation generally is devoid of interest. Prices are likely to be higher, as a rule, than last year, but as yet little business has been done, and the future is perhaps able to take care of itself.

There is a fair trade in the better qualities of butter, but rates are no higher, 19c being top for the best West-

ern creamery; firsts, 18@18 1/2c; Western imitation creamery, 14@17c; factory, 12 1/2@13c.

New cheese is arriving quite freely and the market is in pretty good condition, although quotations have made no advancement. Old stock is moving out at about 11 1/2c for the better grades.

With lighter arrivals and a fair demand the egg market has gained strength and best Western stock is quotable at 14c, although this is top. A good many stored eggs are being worked off at low rates.

Time and Telephone Work Wonders.

"I was startled the other day, and in an entirely new way," said a prominent merchant. "The use of the telephone has become so much a part of my life that in talking with my friends and acquaintances every few days, I apparently kept up the acquaintance as of old when I used to see them more regularly. A few days ago I had occasion to visit an old-time friend of mine with whom I had talked probably once a week or oftener for the past three or four years, but whom I had not seen during that period. When I met him I was startled. His black beard had turned gray, almost white, and he had changed in other respects as was natural during the three or four years of that period, yet through the use of the telephone I had in my mind's eye seen him as of old every time I had talked with him and you may imagine how surprised, even shocked, I was to see this change in him. Did you ever have a similar experience? I imagine the increasing use of the telephone causes many of them. You hear the usual voice on the telephone and mentally picture the friend as he looked when you saw him last—which may have been a year or several years in the past."

The Estate of a Fowl Picker.

From the Richmond Times.

An old negro died suddenly on Clay street yesterday morning. It was thought he was in poverty little short of what might be termed abject. He had for years been subsisting in the barest way on an income derived from picking the feathers off fowls for market. For picking a chicken he would receive two cents; for a duck or turkey, five cents.

After the negro was dead the people with whom he lived went through his possessions to learn the value of his property. There were found in his old trunk \$300 in money and certificates of bank deposits aggregating \$1,000. The negro left a fortune of \$1,300 in money, and as far as is known all of it was made by plucking feathers from fowls for the table of the white man.

How They Shoe Geese in Poland.

Three million geese are brought regularly to the October market in Warsaw, Poland. Often coming from remote provinces, many of these geese have to travel over long distances upon roads which would wear out their feet if they were not "shod." For this purpose they are driven through tar poured over the ground, and then through sand. After the operation has been repeated several times the feet of the geese become covered with a hard crust.

Never Left the Road.

An old negro in a neighborhood town arose in prayer meeting and said: "Bredderin and sisterin. I been a mighty mean nigger in my time. I had a heap er ups and downs—'special-ly downs—since I jined de church. I stoled chickens and watermillins. I cussed. I got drunk. I shot craps. I slashed udder coons wid my razor, an' I done er sight or udder things, but, thank the good Lawd, bredderin and sisterin, I never yet lost my religion."

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.

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. 1 1/2c
600 case lots, per doz. 1 3/4c
1000 case lots and over, special rate on application. Thos D. Bradfield, Sec.



The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency.

The Imperial Gas Lamp Co.
132 and 134 Lake St. E., Chicago

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.

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.



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.

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.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

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 can use your **SMALL SHIPMENTS** 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

Futility of Undertaking to Prevent Mist Marriages.

There are a good many signs that seem to indicate that we are slowly, but surely, drifting towards a paternal form of government. One of the most significant proofs of this is furnished by the fact that several of the states are seriously contemplating setting up in the matrimonial agency business and deciding the important question of who shall marry, and when they shall do it.

So far there seems to be as much difference of opinion on the subject in states as there is in individuals. Wisconsin is all for booming connubial bliss and protecting her infant industries, and at the present session of her Legislature two bills were introduced with that end in view. One of these provided that the assessors of towns should take a list of the unmarried men of 36 or over and levy a special tax of \$10 a year on each, while the other bill offered a substantial premium to the mothers of large families.

In Minnesota, on the other hand, marriage is at a discount, and it is proposed to allow only the physically fit to marry. All candidates for matrimony must be examined by competent physicians and must present a clean bill of health, showing they have no mental or bodily disorders and are cursed with no hereditary taint before they can obtain the State's blessing upon their union.

The state regulation of marriage is a matter in which all women are vitally interested, for between death and divorce there is no telling when even a married woman may need another husband, and the Minnesota view of the subject is distinctly discouraging. In these days of overproduction of women and underproduction of men, it is no easy matter to catch a husband, even under the most favorable auspices, and if all the masculine drunkards and cranks and dyspeptics are to be barred out, it plainly reduces a girl's matrimonial chances to zero. Of course, she's a million times better off single than she is as the wife of such a man, and it's a wise and beneficent provision of the state to try to protect her from the effects of her own folly. Oceans of arguments will never convince a girl who is in love of it, however, and in case of both the Wisconsin and the Minnesota bill becoming actively enforced laws, I look to see a wholesale emigration of Minnesota's spinster population to her sister state.

Pathologically, there can be no argument against the wisdom of preventing diseased people marrying. Insanity could be stamped out. Idiocy would be prevented. Consumption and epilepsy would disappear, and we should be well on the way to that millennium when everybody born in the world would have a sound mind in a sound body. There is no other thought in the world so appalling and so fraught with pathos as that of the millions of sickly and deformed and feeble-minded children whose sole heritage in life is the diseases and sins of their parents. Nothing can atone for such a crime against the individual and against society, and anything that even tends to lessen it is a blessing to humanity.

Probably no one will deny the advantage to posterity of permitting only the fit to marry, but some will say that the price is too high to pay, and ask, with Artemus Ward, What has posterity ever

done for us that we should sacrifice ourselves for it? Let's look at the matter practically, instead of sentimentally, for after all the time comes when every romance gets down to hard, indisputable facts, and see if in the long run it wouldn't make for the present happiness of the ones concerned as well as for the good of the race.

If Algernon were refused permission to marry Maud because he was a drunkard, or the state refused to grant Gustavus a license to wed Evelina because she was physically unsound, no doubt these young people would consider themselves hardly used, and think of blighted lives and broken hearts, and all the rest of us would drop a few sympathetic tears and join with them in bewailing their hard fate.

In reality, we should save our pity for the girls whom nothing stops from marrying drunkards and the men who find themselves tied for life to sickly wives. That's the place where our tears are due. You see, things have such a habit of working out differently in real life from the way one expects it to be beforehand. When Maud falls in love with a dissipated man and looks at the future, she doesn't see herself dragged down to poverty, a drunkard's wife, getting up in the night to let in a disgusting, reeling, maudlin man. She sees herself, by that beautiful wifely influence of which we hear so much, and see so little, leading him up to the higher life, and it is this picture of herself as a guardian angel that makes her rush into taking a step she spends the balance of her life repenting. We can all count up on one finger of one hand, and have a finger to spare, all the women we personally know who have reformed men, but it would take a patent adding machine to enumerate all the ones we know who have wrecked their lives trying to do it. If there's any way by which the Government can prevent girls making fool matches, for heaven's sake let us have it.

It is the same way, too, with men who marry sickly girls. When a young fellow is in love with an ethereal-looking young creature, her very delicacy gives her an added charm. He pictures himself cherishing and guarding her, and winning the roses back into her cheeks, just like heroes always do in novels. Do you suppose if he had

a vision, for one moment, of what the reality of having an invalid wife is, that he would marry her? Not on your life. If he is a poor man, it means that he spends his days toiling to pay doctors' bills and druggists' bills. It means that he goes home to an ill-kept house, to humor a sick person's whims, to querulous complaints and temper and nerves. There is no martyr in all the calendar who is more deserving of reverence and adoration than the husband who bears patiently with an invalid wife, but any man who is prevented, forcibly if necessary, from getting himself into such a scrape should erect a monument in gratitude to whoever stopped him in time.

If the state once begins to regulate who shall marry, however, there is no reason it should stop at a health quarantine. There are so many other things. There is the financial side, for instance. I am not one of those who believe that wealth is necessary to happiness, but a sufficiency is. You can not love properly on an empty stomach, and it is just a plain, simple business proposition that no man has a right to marry until he has some settled occupation that will enable him to support a family.

We Americans are the most sentimental people on earth, and when we hear of an impecunious youth who has never supported himself marrying a girl who has not a penny to bless herself with, we don't look on them as a pair of young criminals, as they deserve. We back them up in it, as if marriage was a kind of supernatural state in which people were never hungry nor did not have to have clothes, and we entirely overlook the fact that nine times out of ten they go and settle themselves down on some hard-worked old father or mother, who has to take care of them because they can not see them starve. "Love is enough," says the old poem. So it would be if we were all heart, but as long as a very infinitesimal portion of our anatomy is heart, and all the rest is body, that has to be fed and clothed and housed, love is not enough by a long shot. So far as my opinion goes, whenever the marriage laws are amended, I am in favor of inserting a good, strong, financial plank into them, and making every man stand on it before he is given a right to starve a woman.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Wall Paper, Paints, Oils.

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

PAPER HANGING AND PAINTING
BY EXPERTS.

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

C. L. Harvey & Co.,

59 Monroe Street.

Exclusively Retail.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

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

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

WALTER BAKER & CO. Limited,

DORCHESTER, MASS.

Established 1780.

They all say

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

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

Then there is the question of suitability. I have often thought that a good matrimonial advisory committee, with power to enforce their advice, was one of the crying needs of every community. They might do a world of good, and at any rate they could not make worse selections than many people make for themselves. One of the heart-breaking things of life is the fatal persistency with which men marry a woman for one quality and expect her to possess the opposite the minute the ceremony is over. I have a friend, a doctor, a charming man, whose wife died, leaving him with four little children. Within a year he married again giving as his apology for haste that his children needed a mother. There was no doubt they did, but what kind of a mother do you think he provided them with? He picked out a beautiful, gay, high-spirited young girl of 19 years, who was just as fit and competent to form and guide those little souls as she is to pilot an ocean liner across the sea. Is it any wonder that such a marriage is a failure, that the husband is dissatisfied, and the wife rebellious and the children growing up without control? The stupidest advisory committee in the world could see how it was bound to end, and would have warned a man against committing such a folly. Nor is this an isolated case. There are plenty of similar ones all about us—wrecks of happiness that might so easily have been prevented if only the fool-hardy mariners would have heeded the danger signals that marked the course.

After all, though, any talk in this country, of the state regulating marriage is idle. Cupid laughs at difficulties. The affections are amenable to no laws, and just as long as there are men and women they will marry when and whom they please.

And the divorce courts will be kept busy sorting out the misfits.

Dorothy Dix.

Giving Advice to the Public.

In giving gratuitous advice to his customers the retailer should pursue a middle course. He should not be arbitrary in requiring that his trade should look at everything in the same light in which he views it, and on the other hand he should see to it that the consumer is thoroughly posted in the matter of results and cause and effect in his purchases. Any tangible information which the retailer has, and of which the consumer is not possessed, should be offered the customer, and if the retailer is in a position to make accurate deductions from such information, he should offer advice. On the other hand, the retailer should be careful not to advise the customer in matters of which he has little knowledge of circumstances.

I was in a retail store recently, and a lady customer, whom one would take to be in average circumstances, came into the store and enquired for a pair of shoes at \$1.50. The clerk brought out a pair, which the lady tried on and seemed to like.

"How much are those shoes?" she asked.

"Two dollars," was the reply.

"Well, I can not afford to purchase them; let me see something at a dollar and a half."

"You can not get shoes at that price that will wear," was the advice given in a brusque manner.

"Perhaps not," was the reply, "but that is all the money I have with me,

and I will have to get them at that price or not at all," and the woman flushed up in embarrassment at being obliged to make this explanation.

The clerk brought forward several pairs at the figure mentioned, but he treated the customer as if she were under obligations to him and as if it was beneath his dignity to sell shoes at that figure. It was a relief to me when the woman asserted her prerogative and got up and left the store, for I felt that she was being imposed upon.

Gratuitous advice which is likely to embarrass a customer by implying that his or her buying powers are not what they ought to be in the opinion of the retailer or the clerk should never be offered. All advice should be educational in its way. It would have been well enough for that clerk to have said to his customer: "We can not give you as good quality at the price you mention as we can at \$2, and I would like to show you our \$2 shoe." She could have explained that she did not care to look at it, but preferred to purchase the other value, and she should have been treated with as much consideration as though she were buying the higher priced article. Explanations in a diplomatic manner; suggestions made without embarrassing the customer, are necessary in business, but arbitrary dictation as to what a customer should and should not buy will not prove a drawing card in this country, where most customers have a mind of their own, and where they have a feeling of independence, and should be treated as courteously as though they wore diamonds and satin dresses.—Commercial Bulletin.

He Was a Mighty Rich Man.

A gentleman recently took a ride with an old New England farmer through one of the pretty little villages that are common in that region, during which some of the men in the neighborhood came under criticism. Speaking of a prominent man in the village, the traveler asked: "Is he a man of means?"


"Well, sir," the farmer replied, "he hasn't got much money, but he's mighty rich."

"He has a great deal of land, then?" was asked.

"No, sir, he hasn't got much land, either, but he is mighty rich."

The old farmer, with a pleased smile, observed his companion's puzzled look for a moment, and then explained: "You see, he hasn't got much money and he hasn't got much land, but still he is rich, because he never went to bed owing a man a cent in all his life. He lives as well as he wants to live, and he pays as he goes. He doesn't owe anything, and he isn't afraid of anybody. He tells every man the truth and does his duty by himself, his family and his neighbors. His word is as good as his bond, and every man, woman and child in the town looks up to him and respects him. No, sir, he hasn't got much land, but he's a mighty rich man, because he's got all he wants."

F. W. Mills, as a "peanut king," has had an interesting career. He began life as a peanut vender on a train. When only 12 years old he had contracts with several railroads running out of Chicago for the exclusive right to sell peanuts on the trains. This lad of 12 had grown men in his employ. Mills, the peanut vender, is now the employer of more than 600 men. He is manager of a company that makes slot machines, which supply salted peanuts. Mr. Mills will put 15,000 machines on the market. When all are out it will require 30,000 pounds of peanuts to supply them for one day. Mr. Mills has expended between \$300,000 and \$400,000 in laying in the supply he thinks he will need.

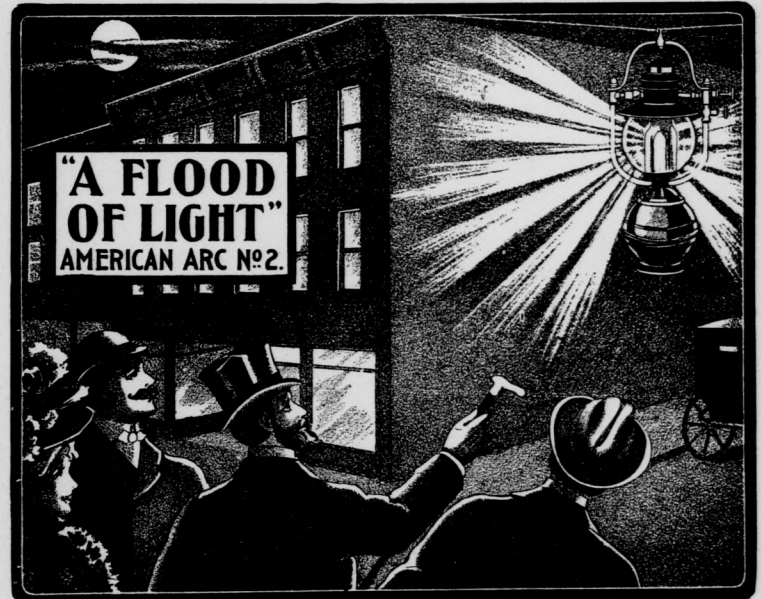


You will see this seal on the ends of each package of biscuit and wafers that is fully protected against dampness, dust and disease. It is the sign of the In-er-seal Patent Package.

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



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

Brass Manufacturing & Supply Co.

192-194 Michigan Street, Chicago, Ill

Ask for Catalogue.

Hardware

Some Secondhand Hardware Stores in New York City.

This is an age of specialization. Even in such a subordinate department as the secondhand hardware business may be considered at first thought, the same conditions hold good. Down in the lower part of New York City, and particularly upon the eastern water front, on South street and nearby, there are several considerable establishments doing a very good trade along special lines. The neighborhood is, as a general rule, devoted to shipping, lightering, tug-boating, and kindred occupations, and this will give some idea of the class of clients catered to. But aside from these, and in spite of the out-of-the-way stands, a considerable business is done in what can be called curios, brought by sailors from foreign lands.

At 106 South street, near the corner of Oliver, is the shop of John P. Hurley, the small show-window completely filled up with everything imaginable in the secondhand hardware line. Moreover, the store itself is so crowded that the genial proprietor has to occupy a seat in the very doorway, and it is really remarkable how he can burrow his way around among the conglomeration of merchandise in order to find what is wanted by a customer.

"Yes," said Mr. Hurley, "I've got pretty nearly anything you choose to call for, from a paper of tacks to a wooden leg. Sailors and travelers and all kinds of people bring things to me, and if they are at all in my line, I buy them. And then the auctioneers notify me of their sales and I pick up things that way. But perhaps the best comes from pawnbrokers' and administrators' sales. I have been established here over twenty years now and I guess I'm pretty well known."

All of one side of the store was occupied with shelving, piled full of secondhand tools, such as chisels, saws, planes, and such.

"I do a good business in that line," said Mr. Hurley, in reply to a question; "and people come from all over for them. I have regular customers in Jersey and Long Island and some even farther away. They are principally house and ship carpenters and seafaring men. At one time this was a great place for the ship carpenters, before the dry docks and marine railways were moved away, but I keep most of the connections I had then and the men come to me from wherever they are when they want anything. Why shouldn't they? I can give them just as good goods for less than they would have to pay elsewhere. A tool that has been properly taken care of is practically as good as new, if not better, for it has been tested, as you might say. And then lots of my things are only secondhand in having laid for years on shelves or in warehouses. Never been used. Only a little rusty or handles scorched by fire, or something like that. Nothing to really hurt so far as actual use is concerned. And then I have many other kinds of customers, such as artists and ladies after odd things for decoration and ornament. You might hardly think it, but I'm liable to have a customer for the most unlikely thing you see here, at any minute. New York is an awful big place and there are all kinds of people in it. There are hundreds who come here looking for something, they hardly know what. And like as not they see something that takes their eye here and they buy it. Such things as old candlesticks, and kettles, and warming pans, and like that, go off pretty near as quick as I can get them; but then there are lots of other articles, many of them that I don't know the names of or use of, only that they are of old brass or copper or leather, that people go wild over and buy. In the curio line I handle pretty nearly anything, old guns, pistols, swords, cannon, lanterns, clocks, musical instruments, and so on. I get documents with some giving their history or who they belonged to, and those sort of things get snapped right up. But it would be pretty hard to tell you

about the many kinds of custom I have. I do a good trade in supplying theatrical companies with stage property. I rigged out one company a couple of weeks ago. They go principally on swords and guns and that sort of thing, but they are liable to want most anything. Lots of the property men come around to see what I've got, and I buy things from them as well. So you see it is good trade all around. It may seem an out of the way neighborhood down here, but it has its advantages. Most of the sailors from foreign parts come around here and I pick up lots of things from them. Couldn't begin to tell you all, but Malay cresces, carved idols, queer shells, and such like. And they buy considerable, too. I have revolvers, jack knives, and all kinds of nautical instruments, such as quadrants and sextants and compasses. I have captains that come to me year after year. I can usually give them what they want."

A little further down South street, No. 167, is the establishment of the estate of John Harrison, or rather the two establishments, for the business comprises a couple of buildings, one devoted to new goods and the other to secondhand. The executor of the estate and the manager of the business, William H. Harrison, welcomed the reporter and gave him a cordial permission to inspect the premises. The secondhand department is almost wholly marine goods, and is housed in a building of four stories. As one enters the old-fashioned arched doorway the air is redolent of tar, hemp, and the forecastle of an old sailing ship. Inside are great piles and coils of ropes and chains, weather-worn and rusty, but still fit for certain uses and so marketable. Here also are old anchors, dead eyes, blocks, and all manner of ship hardware. In among a pile of tarred canvas one corner of an ancient rusty iron safe, all bolt-studded and battered, could be seen. From the rafters overhead dangle lanterns, oarlocks, marlinspikes, deck cleats, and many other articles, all old and weather-worn, looking as if they had served their time in many a breeze and blow.

"The business was established in 1830," said Mr. Harrison, in reply to a query, "so you can see that we should know something about it. These secondhand goods we buy from ships, auction sales, and from wreckers. We have various kinds and classes of customers for them, and it would scarcely be possible to go into detail about it. Lots of our stuff is practically as good as new, from off wrecks, for instance, and so is bought to be used on other ships. Old rope and canvas and metal have all kind of uses and we handle a good deal of them. We also have a few odds and ends in the curio line, principally arms and that sort of thing. Our house is well known, and we have calls for all manner of queer things. We supplied the bags with which Lieutenant Hobson tried to save some of the Spanish warships that were run ashore down in Cuba. Here are pictures of them in actual operation. We made 250 of them. They were eight by twenty feet, with a lifting capacity of twenty-nine tons apiece. They were made of canvas. It leaked a trifle, but air was constantly being pumped into them. The leaking just acted like a safety valve for them and prevented them from bursting."

"How much for this?" cried an assistant, coming into the office at this moment with a Japanese sword in his hand. "A party wants to buy it."

"It is not for sale," replied Mr. Harrison promptly. "That was actually used in the Chino-Japanese war," Mr. Harrison went on to explain to the reporter, "and killed a good many, it is said. It belongs to my private collection."

Among many other things, too numerous to mention here in detail, we were shown an old boat howitzer that did good service in the Civil War. Squeezing through great heaps of old rope and chain, one enters a small sanctum containing many curious things. Here are Mausers from San Juan Hill, flint-lock muskets of the Revolution, and arms of various sorts from many battlefields and nations. Here also were such incongru-

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.

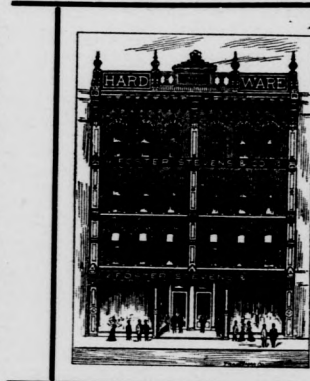
We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

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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.

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

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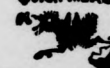
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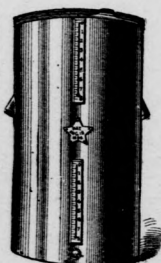


Your stock is not complete without you have the

Star Cream Separators

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

Lawrence Manufacturing Co.
TOLEDO, OHIO



Patented August 15, 1899

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

ous mixtures as dozens of old army trumpets without mouthpieces and a second-hand electric motor. Perhaps the strangest thing of all is to come out of the warehouse, redolent of old times and ancient shipping, and find that the establishment lies directly underneath a shore span of the Brooklyn Bridge. Modern progress casts a very realistic shadow upon the relics of the old. Here again, as at Mr. Hurley's, the investigations of the reporter were interrupted by customers. This time it was a lady and gentleman, both brimming over with happiness, and wearing rather suspicious gala attire.

"Bride and groom after some odds and ends to decorate their new home, I'll bet a nickel," said one of Mr. Harrison's assistants in an undertone to our reporter. Downtown a little further, on Front street between Old Slip and Cuyler's Alley, in a row of timeworn, but what were once quite aristocratic buildings, is an establishment bearing the sign "Westminster Abbey." In front of the store are exhibited all manner of things, running from cannon to rusty chains, and inside the variety is still more promiscuous and curiosity-provoking. The business occupies the whole building, four stories and cellar.

"Named after the historic place in London?" replied the proprietor. "I am. Not the store. Westminster Abbey is my own name and so was my father's before me. My grandfather was a distinguished lawyer of Albany, and when my father was born, the old gentleman at once booked him for the bar and gave him the majestic name of Westminster. He felt sure that he could rise to any height with such a name. But things went different. My father, instead of soaring aloft by means of Coke and Blackstone, found that he had not the slightest taste for the law. And so, finally, he founded this business right here seventy years ago, when E. D. Morgan was his next-door neighbor on the right. He left me both his name and the business. I don't know that I am exactly what you call a secondhand hardware dealer, although the best part of my stock could come under that category. I handle curios of all kinds, as well, and in fact, as you see by the samples around you, anything and everything. A good deal of my stuff comes from auction sales over at the Navy Yard and from the various sales at the Government arsenals and stations of what they call condemned goods. These things are scarcely ever in bad order; merely out of date, superseded by new ideas and inventions. Sometimes I buy things that I would seem to have little prospect of selling, but nevertheless a customer comes along sometime or other. About the only thing that I can think of at the moment that seems to be a slow seller is a lot of big ship-carpenters' planes, about five feet long, that I bought from the Government. However, I've sold a few of them. Got any use for these?" Mr. Abbey exhibited a brand new cavalry sabre as he spoke. "I've got sixty thousand of them. Made for the Civil War. I bought them over at Governor's Island. Here is a rather unique piece of hardware," he went on, conducting the reporter about the premises. "It is one of the very earliest cannon cast, and a fine specimen, too. The metal is harder than flint. It was made before the art of tempering bronze was numbered among the arts we have lost. Its pedigree shows that this cannon was made in Holland while the Low Countries were still subject to Spanish rule, and the weapon has served through all the Colonial wars with Mexico, and formed part of the fortifications of San Juan, Puerto Rico, that Admiral Sampson was unsuccessful in bombarding. You may find plenty of older cannon in New York; in fact, I have some here, but they are of iron or brass. I have made a study of this subject and I can find no record of any bronze cannon more venerable than this in the museums of Berlin or Nuremberg. Nothing dating back of 1640. This specimen before you weighs 500 pounds, is five feet long, with a six inch bore. It is a muzzle-loader, as were all of these ancient cannon."

This gun is certainly worthy of admiration. Cast in relief at the breech are the words: "Kilianus Weaewart me fecit Campis 1631," which may be freely translated, "Kilian Weaewart made me at Campen, Holland, in 1631." The Spanish coat of arms is carved between the breech and the trunnions, and between the trunnions and the muzzle appears "El Infante" in scroll work. In the center is an artistic pair of dolphin handles by which it was moved, and the carving throughout is in a splendid fashion. When this gun was fashioned Spain was at the zenith of her power. In a little over two centuries and a half it has seen the fall of an empire, and now lies a spoil of war to the nation upon which the haughty Dons fastened their expiring quarrel.

"If I was to attempt to touch upon the various historical features of my stock we might spend a whole day and then not finish," went on Mr. Abbey. "But perhaps a few samples will suffice. Here are some Revolutionary flintlocks stamped 1762. Here is another marked 1776. And to come down to a later date, here is a musket stamped Harper's Ferry, 1848. And I have specimens of many dates and various countries as well. Here is the greatest curiosity in the gun line that I possess. It is said to be the only gun of its kind in existence, ancient or modern. It is a sporting smoothbore flintlock. It is four and a half feet long and weighs only four and a half pounds. It is the lightest gun for practical use ever known. In just as good condition now as it ever was, capable of being put to good use by a hunter. One of the greatest finds I have ever made I have recently disposed of. Your readers should be specially interested in it, for a variety of reasons. It was a piece of chain, a few links of the historic chain which was stretched from West Point across the Hudson to Constitution Island, to prevent the British war vessels from forcing a passage up the river. Some years ago I was prowling around the Brooklyn Navy Yard when I saw a pile of this chain on sale as old iron. Each link was three feet long and weighed 300 pounds. Without imagining for a moment that it had any particular history I bought the lot, and only learned several years later from Mr. Gunther, an expert on such matters and a collector for the Libby Prison Museum, that it was a part of the West Point chain. He had carefully traced it down to the time it reached the junk pile in Brooklyn and there he got on my trail. It had lain, unnoticed and uncared for, for fifty years in that navy yard. This chain was never successfully passed by the British, as was the one stretched across between Fort Montgomery and Anthony's nose in 1776. This last was swept away twice by the river currents and a third one was destroyed by the British in 1777, who then went up the river as far as Kingston. This West Point chain was much heavier than the ones which proved so futile at Fort Montgomery. Several lots of this chain were purchased from me by various historical societies and private parties. Among others who were specially interested in it was ex-Mayor Hewitt. He owned the iron mines at Sterling, from which came the ore from which the chain was made. At Tuxedo is the old forge, then owned by Robert Townsend, where the chain was manufactured. His great-grandson purchased some of the links from me. But now I'm going to give you a change from all this dry business. I'm going to surprise you."

While Mr. Abbey had been speaking he had conducted the writer up a flight of narrow, dusty, cob-webbed stairs to the second story of this veritable old curiosity shop. Everything was dark and one had to proceed by sense of touch alone. Dodging all manner of obstacles, such as projecting anchor flukes and piled up junk of all kinds, the conductor suddenly threw open a door. Stepping inside one finds complete contrast to the regions of gloom without. It is a well lighted, large room, carpeted with rich rugs, and flanked on all sides with paintings of considerable rarity and value. The

transition is abrupt and well planned. Mr. Abbey seems to thoroughly enjoy the burst of enthusiastic admiration which the newcomer can in no wise restrain.

"This is my picture gallery," he said, as he proceeded to show and tell of the various paintings; "and I scarcely think you can find another like it in this part of the city."

The collection is most extensive, including canvases framed and unframed, and specimens of both ancient and modern French, English, Dutch, and Flemish schools. Some of the pictures are valued at \$2,000 and over. Among them is a portrait by Van Dyke, and others bearing the signatures of such famous names as Rembrandt, Carolus Duran, Innes, Andrea del Sarto, Detaille, Cazin, and Bonnat.

"My most valuable painting is too large to exhibit here," concluded this modern wonderworker. "It originally cost \$20,000. It is 400 feet long by forty-five in width, representing the Falls of Niagara, and the work of the celebrated French artist, Paul Philippoteaux."—Hardware Dealers' Magazine.

Ontario Legislates Against the Trading Stamp.

In the closing hours of the session, the Ontario Legislature passed, by a very large majority, an amendment to the Municipal Act, empowering the councils of cities, towns and villages throughout the Province to prohibit by by-law the giving, selling or receiving of trading stamps, coupons or other similar devices, and for prohibiting the giving, selling or dealing therewith by any person, firm or corporation engaged in trade or business; and for imposing fines on persons, firms and corporations infringing such by-laws; and for levying the same by distress and sale of the goods and chattels of the offender; and for the imprisonment of such offenders for any term not exceeding one month.

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



Labels for Gasoline Dealers

The Law of 1889.

Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M.	75c
5 M.	30c per M
10 M.	40c per M
20 M.	35c per M
50 M.	30c per M

Tradesman Company,
Grand Rapids, Mich.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

WORLD'S BEST

S.C.W.

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

Brownie's Mission in Life.
Written for the Tradesman.

It was April. A cold fine rain which a high wind drove in sheets filled the air. Brownie stood shivering, with her tail to the wind and her head down, wondering what it all meant. She had first seen the light of day twenty-four hours before, and it hadn't been like this. The sun shone then and it was warm and bright. Her mother had fondled and kissed her, licking her with her great tongue until her brown coat was glossy and dry. She had talked to her, calling her lovingly if she strayed the least distance. When the other cattle had come up to welcome the newcomer she had driven them fiercely away. Now this fond mother was lying prone upon the cold wet ground. Her eyes were wide open, but there was no answering gleam in them. Brownie's plaintive call which the day before had met with such anxious response was unnoticed. What did it all mean? Why did her mother lie so still, always looking in one direction? Had she grown tired of her baby so soon? Poor little Brownie didn't know that during the long dark night when the coyotes had howled and she had crept nearer her mother death had come. It was more than her short experience of life could comprehend and so, hungry and chilled to the bone, she stood waiting with the dumb patience of her kind.

The wind veered from the east to the north, changing the rain to sleet and snow and driving it into a stinging blizzard. The motherless calf, unable to withstand the piercing cold and fierce wind, wandered reluctantly step by step away from the side of its dead mother. Helplessly it drifted before the storm until a barbed wire fence stopped further progress.

Then a dreadful thing happened; but Brownie was too numb for either fear or resistance. The pasture rider on the Two-bar had a heart and when, upon his homeward way, he discovered the helpless, half-dead calf he placed it across his saddle and carried it home with him. At the ranch-house a big fire blazed in the kitchen stove and warmth and comfort held full sway. Brownie came back to a state of consciousness and again wondered what it could mean. Several children crowded around her, petting and stroking her. She wasn't afraid of them, although she had never seen anything like them before. The big man who had carried her on his saddle frightened her dreadfully, because he put his fingers in her mouth and then held her nose down into a pail of warm milk. Her nose got full of it and she spluttered a great deal, making the children laugh and dance around her. Hunger and cold were things of the past and in blissful contentment the little brown calf lay down on the soft warm bed they made for her and spent its second night of life in the big kitchen of the pasture rider's house.

The next day Brownie was placed in a warm dry shed along with several other calves, where she soon learned to be happy and contented. Then came the hot summer days, which sped swiftly, and in the early autumn Brownie passed through the agonizing ordeal of being branded. Oh, the horror of it! She never would forget it as long as she lived. How cruel and rough those men were! Even the pasture rider, who had been so kind to her before, swore at her when she struggled fiercely under the sizzling branding iron. When it was all over and he turned her loose he

called her a "gritty little devil." Henceforth she was to go with the herd. The next day, among the company of several hundred cows and calves, she walked a long, long way until they came to the pasture where Brownie's mother had died. There the horrid men on horseback, who swung ropes and yelled, "Yip-hi! Yo-he-ho! Yo-he-ho!" so loudly whenever a cow or calf lagged behind, left them. It was all very new and strange to the petted calf as, with the instinct of her kind, she patiently plodded after the herd. Their tormentors gone, the tired cattle strung into single file, making slowly for the stream which flowed through the pasture.

Brownie quickly became accustomed to her new surroundings, where she roamed at will, with nothing to do but grow. This she began to do in a most astonishing way, despite the fact of her misfortunes upon first entering the world. She developed a length and girth of body wonderful to see and before cold weather came was larger than any yearling in the herd.

Two years of ease and plenty sped quickly away. Then cattle men from all parts of the country gathered in a populous Western city to hold a convention. The local cattle raisers had exerted themselves to make the convention a success. Fine specimens of thoroughbred stock were shipped to the city's stock yards from the nearby ranches. The visiting stockmen were to be shown the kind of cattle this part of the Great West could produce.

Brownie wondered, as usual, what it meant when a rider came galloping across the pasture and, singling her out, drove her away from the herd. For three days this rider urged her slowly forward. He was very kind to her, permitting her to stop and rest or graze whenever she wanted to, when he would pat her smooth neck. When they came into the city everybody looked at them in wonder. Troops of children followed them. Brownie heard them exclaim, "Isn't she a monster!" but was not aware that they referred to her. She thought it must be the man on horseback who was driving her that caused the people to stare.

When they finally reached the stockyards Brownie was given a roomy pen all to herself and hundreds of men and women came and stood around the pen looking at her. The man who brought her to town was almost six feet tall and he often came into the pen and stood beside her to show the spectators how high she was. She heard the people talk about the "big cow;" and if she could have read the newspapers she would have learned that tickets for a chance to draw the "big cow" were being sold among the stockmen at fifty cents apiece.

On the last day of the convention Brownie was led away from the stockyards into the city. Here they put a wide blue ribbon around her body and, preceded by a brass band, walked her up and down several great long streets. Finally they stopped at a place where an immense crowd had gathered. The band played several pieces and then a man stood up in a carriage and announced that a Mr. Somebody, who held ticket number 1,155, had won the "big cow."

Mr. Somebody was a wealthy cattleman from Texas and he gave Brownie to a charitable institution in the city that needed funds. In the meantime she was taken to the city park and placed

in the field with the buffaloes, where she proved a great attraction. For more than a month it was quite the thing for the fashionable city dames who were charitably inclined to go about from store to store selling tickets for a chance on the "big cow." Brownie was to be raffled again, this time by the charitable institution to which the Texas cattleman had given her.

After this she was purchased from the lucky winner by an insurance company and given by them to another charity. Several times she changed owners in this way, until the public ceased to be interested in her and at last she fell into hands that brought her to the inevitable goal.

Brownie's life had indeed been a notable one, for she was the means of raising several thousand dollars for the benefit of the needy. MacAllan.

Good Aluminum at Last.

It is possible that a new era has opened in the use of aluminum—at all events for fittings. "Magnalium" is the name given to an alloy of aluminum and magnesium invented by a continental scientist, and the reports upon it are of the most encouraging nature. It is lighter than pure aluminum, it can be worked and turned like brass or copper and it is stronger than brass. It is stated that it does not oxidize at all, fumes of ammonia and sulphuric acid not damaging it. It can be turned, bored, drilled, milled, filed, ground and polished easily. Tubes working one within the other slide without the slightest fretting. Screws made of it are very strong, with clean-cut threads and durable. The metal is patented and manufactured by the Magnalium Company of Berlin.

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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.



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

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.

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.

Presented With a Banner By the Ladies.

Grand Rapids, May 6—Saturday evening, May 4, being the regular meeting of Grand Rapids Council, No. 131, a large-sized council was again in attendance. These meetings are growing very popular with the traveling men of Grand Rapids, for at every meeting there are some initiations, smokers and social times. At this meeting nearly all the preliminary arrangements for the trip to the Grand Council meeting in Kalamazoo were made—including a special train on the G. R. & I. and arrangements with the railroad company for one fare for the round trip, tickets good going on special or regular train Friday, May 14, and good to return up to and including May 20. A special meeting is called for Saturday evening, May 11, at 8 o'clock, at the Morton House to make final reports on everything. It is the intention to take a band along, if such arrangements, can be brought about, it being simply a matter of having money enough. If anyone can suggest a way out, please report to D. E. Keyes, who can be found at the wholesale house of Clark-Jewell-Wells Co.

The meeting and its surprises will long be remembered by everyone present. About 9:30 an alarm was sounded on the outer door, which, upon investigation by the sentinel—and, by the way, nothing passes Sentinel Driggs when he is on duty—was found to be a party of ladies—wives, sweethearts and daughters of the members—and, Mr. Editor, you will pardon me for making the statement that I do not think a sweeter lot of girls can be found anywhere than "our girls." The Sentinel reported that they demanded immediate admittance. They got it—our girls always get what they ask for—and in they marched, beautiful, proud and happy—beautiful as Nature adorned them in their true womanhood; happy, well, happy because they all love their husbands and know their husbands just dote on them and proud of the very elegant and beautiful U. C. T. banner they had to present to Grand Rapids Council, No. 131. Won't the Grand Rapids boys feel their importance in the parade at Kalamazoo, walking behind such a banner! Well, I guess yes. Mrs. Compton, in behalf of the ladies, in a very neat speech, presented to our Senior Counselor and the Council the banner they have been working for the past year to procure. Senior Counselor W. R. Compton said some very nice things to the ladies in accepting the beautiful gift. Past Senior Counselor John D. Martin asked for recognition from the chair. It being granted to him, in a few impromptu remarks he stated how the Committee appointed to purchase badges had overstepped their money limit to some extent, and then turned over to the Senior Counselor the Council badges, gotten up in a very beautiful combination of blue, gold and white, and to the ladies he presented badges which were an exact reproduction of the Council badge, except being all in white—an emblem of purity.

Everyone then went into the dining room—a joyous, happy family—and partook of the good things already prepared, and such good things, but alas! they did not last long. Many of the viands became exhausted, but not some

of the boys' appetites. Some of them took the cake; in fact, it was generally conceded that many of them would take cake and sandwiches had they a chance. Will not mention any names this time, but don't let it occur again.

The evening came to a close, just as all such evenings do in connection with anything gotten up by the order of the U. C. T., with entire satisfaction to those who were instrumental in preparing it and with the utmost pleasure to those entertained.

Many of the U. C. T. brothers were happy at their social Saturday evening to again see the ever-pleasant face of Mrs. C. P. Reynolds among the ladies. She has been missed for many socials and we hope, with the continuance of improving health, she will be among us for all social gatherings to come.

A special meeting of Grand Rapids Council, No. 131, will be held at the Morton House, Saturday evening, May 11. Important business pertaining to the trip to Kalamazoo to the Grand Council meeting, May 17 and 18, will be transacted. Ja.Deel.

Gripsack Brigade.

The Western Michigan trade heretofore covered by L. E. Phillips for the Western Shoe Co. (Toledo) will hereafter be seen by Mr. Hittle.

Coopersville wants a hotel and will make it an object to a good hotel man who is looking for a location in a growing town on the line of both steam and trolley lines.

Sault Ste. Marie News: John S. Curry, formerly manager of the Mud Lake Lumber Co.'s store at Raber, has taken a position as traveling salesman for P. C. Keliber.

H. T. Morgan, Michigan representative for Limbach, Sons & Co., of Detroit, who has made Grand Rapids headquarters for the past year, removes this week to Detroit. He will make no change in his territory or method of covering it.

Theo. F. Vander Veen, who represents D. C. Vander Veen in this State with a line of Quick Meal stoves, is recovering from a severe attack of appendicitis. He was taken ill at the St. Clair House, Port Huron, but is now at his home.

Wm. Reeder, Northern Indiana representative for Geo. H. Reeder & Co., has resigned to take a position with a New York lumber concern. He is succeeded by Frank Coates, who has until recently represented the Lambertville Rubber Co. in Michigan.

J. J. Mahoney, of Lansing, who has been traveling in Michigan the past five years for the Patterson-Sargent Paint Co., of Cleveland, has severed his connection with that house and will engage in the hardware business at Collinwood, Ohio, to which place he will shortly remove his family.

Battle Creek Journal: W. W. Bishop, traveling salesman for the L. A. Dudley Rubber Co., of this city, has purchased Floyd B. Coates' residence at 32 Frelinghuysen ave., and will with his family occupy the same as a home. Mr. Bishop is a former resident of Coldwater, and was considered one of that city's most enterprising and honorable business men. His advent into Battle Creek is very welcome.

Thomas Whittingham, who has covered Eastern Michigan for the past seventeen years for the Rogers Shoe Co., Toledo, has signed with Ainsworth, Wickenhiser & Co., Toledo, to cover the same territory. The vacancy thus created in the ranks of the Rogers Shoe Co. has been filled by the engagement of Joseph Straughn, of Flint, who has visited the trade of Eastern Michigan for the past fourteen years for the Western Shoe Co. and its predecessor.

SUCCESSFUL SALESMEN.

Chas. C. Hill, Representing Geo. H. Reeder & Co.

Chas. C. Hill was born at Birmingham, Mich., Aug. 20, 1863, his father being Rev. S. M. Hill, a Presbyterian clergyman who enjoyed a wide reputation as a theologian and a pulpit orator. Mr. Hill's mother died when he was 5 years old, when the family removed to Vassar, where Mr. Hill attended school, completing his education with a high school course. At the age of 12 years, he became a member of the family of Dr. Wm. Johnson, of Vassar, with whom he remained until he was 18 years old. May 1, 1881, he entered the employ of the Vassar Woolen Co., working first in the office and afterwards going on the road as traveling salesman until 1892. The next two seasons he covered Michigan for the Appleton, Wis., Woolen Mills. In 1894, he returned to his first love, covering his old trade in Michigan for the next two years. In the meantime—Sept. 17, 1892, to be ex-

confidence of his friends and customers. He enjoys the respect and friendship of the trade to an unusual degree and, judging by his past experience, he is destined to achieve a large measure of success in his chosen calling.

Hides, Pelts, Furs, Tallow and Wool.

Hides are in light offering, with a slight advance in price. The late take-off is of better quality and the demand equals the supply. A strong market is the outlook, with no material advance.

Pelts are gradually moving out at low rates. Pullers are not anxious except at low prices, as their pulled wool piles up on them and they are not certain that bottom has been reached, but are sure that the demand for their product is light.

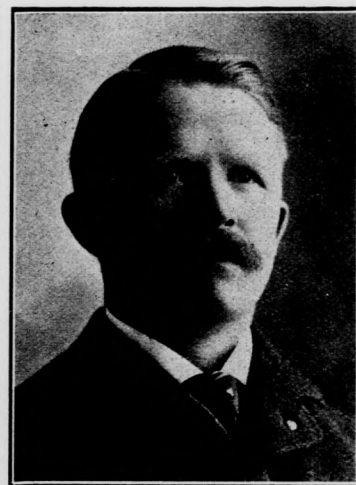
The fur season is at its close at much lower values. The trade has not been profitable and dealers are not anxious buyers. Offerings will be large at June sales.

Tallow is in good demand for all grades, with but fair offerings. The advance in price holds firm and considerable trading is done.

Wool remains low, with no Eastern buyers in the State. What little has been marketed is to home buyers at low prices. Trade in this commodity has changed so materially that old buyers are at their wits' end to know what is best and safe. So many paid for a lesson last year that they go to the extreme the other way. Prices do not tempt the grower and the sale of the clip drags. Present purchases at prevailing prices should not keep the dealer awake nights, as they are far below an importing point. Wm. T. Hess.

R. P. Bigelow has given up the State agency of the Stimpson Computing Scale Co. to take the position of Central Michigan salesman for C. W. Inslie & Co., of Detroit, covering the territory traveled by the late Samuel B. Taylor, of Lansing. Mr. Bigelow relinquished this territory to Mr. Taylor about a dozen years ago, since which time Mr. Bigelow has represented Berdan & Co. in the same territory and the Stimpson Computing Scale Co. in the entire State.

A man's curiosity never reaches the feminine standpoint until some one tells him that his name was in yesterday's paper.



act—he entered into partnership with W. T. Lewis and engaged in the boot and shoe and men's furnishing goods business at Mayville, under the style of W. T. Lewis & Co. The stock was removed to Vassar May 1, 1894, where the business was continued under the style of Hill & Lewis. Jan. 1, 1894, he purchased the interest of his partner and retired from the road, continuing the business under the style of C. C. Hill until Feb. 1, 1898, when he sold an interest to F. C. Hogle, who was then covering Michigan, Wisconsin and Minnesota for Lawrence, Webster & Co., of Malone, N. Y. The copartnership expired by limitation Feb. 1, 1901, when the stock was closed out and the business discontinued.

Mr. Hill then engaged to cover Eastern Michigan for Geo. H. Reeder & Co., of Grand Rapids. He makes his headquarters at Vassar and undertakes to see his trade every sixty days. Living in the heart of his territory makes it convenient for his customers to communicate with him as often as once a week.

Mr. Hill was married Jan. 29, 1885, to Miss Alice Hough, of Alma. They have one child, a boy, now 15 years old.

Mr. Hill is a member of Vassar Lodge, F. and A. M., the K. P. Lodge at Millington, the Maccabee Lodge at Vassar and the Michigan Knights of the Grip.

Mr. Hill attributes his success to hard work and hustling and to the fact that he has always made it a cardinal rule never to deceive himself or destroy the

A Hotel Man Wanted

with some capital, to build and conduct a first-class hotel in the thriving village of Coopersville, Mich., located on the line of the finest interurban railway in America. No better opening in the State. A paying investment for the right man. A fine site, with plenty of foundation stone, can be bought cheap if taken soon. For particulars address C. DeVos, Secretary Business Men's Association, Coopersville, Mich.

Your Liquor or Morphine Disease

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

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

Special price to all liquor cases to May 15.
Phone 1291.
Dr. C. E. Patterson, Manager

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WERT 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.

Formulas For Ten Kinds of Condition Powders.

This class of remedies is usually composed of numerous substances, giving them the character of "shot-gun" prescriptions. Among the more prominent ingredients making up the composition of these powders are: Black antimony, sulphate of sodium, nitrate of potassium, sulphur, fenugreek, gentian, asafoetida and ginger. We have, in the above, alteratives, diuretics, diaphoretics, tonics, laxatives, sedatives and correctives. A fact well established is that the commercial black antimony of the market contains no antimony, but consists principally of coal dust mixed with chalk and other inert substances; therefore, if the medicinal properties of antimony are desirable, why not use the sulphurated antimony (Kermes mineral) mixed with powdered charcoal to produce the necessary bulk and proper color?

When sulphate of sodium is an ingredient, it should be desiccated by exposure to the air, when it will effloresce, losing its water of crystallization, and fall into a fine powder. The dose of condition powders is usually a tablespoonful to a horse, cow or hog; two tablespoonfuls for an ox or mule; a teaspoonful for a good-sized calf, sheep or dog; mixed with their food night and morning for a week or two, afterwards the same dose every other day. For fowls, a small quantity of the powder is added to corn, grain or other provender that has been moistened, and fed to them for a short time. While the stock is being dosed, it should be kept under shelter and not exposed to wet and cold weather. The following table of the normal number of pulsations in a minute in various animals is here added, which may be useful to those administering medicines to animals:

Horse, 34 to 40; ox or cow, 38 to 45; mule, 48 to 54; sheep, 70 to 80; goat, 72 to 76; dog, 90 to 100; cat, 110 to 120; hen or duck, 136 to 140.

1. Sodium sulphate..... 8 parts
 Sulphur..... 4 parts
 Fenugreek..... 4 parts
 Gentian..... 2 parts
 Black antimony..... 2 parts
 Reduce all to powder and mix well.
 Known as **Darby's Condition Powder.**

2. Potassium nitrate..... 2 parts
 Sulphur..... 4 parts
 Iron carbonate..... 1 part
 Ginger..... 2 parts
 Black antimony..... 1 part
 Linseed meal..... 10 parts
 Reduce to powder and mix with the linseed meal. Known as **Youatt's Powder.**

3. Sulphur..... 8 parts
 Potassium bitartrate..... 2 parts
 Potassium nitrate..... 1 part
 Gentian..... 2 parts
 Fenugreek..... 4 parts
 Aniseed..... 1 part
 Black antimony..... 2 parts
 Reduce to powder and mix. Known as **Taplin's Powder.**

4. Gentian..... 6 parts
 Asafoetida..... 1 part
 Ginger..... 1 part
 Licorice..... 1 part
 Sodium chloride..... 4 parts
 Fenugreek..... 6 parts
 Resin..... 1 part
 Reduce to powder and mix; to promote appetite. Known as **Lebla's Powder.**

5. Gentian..... 8 parts
 Bayberry..... 4 parts
 Turmeric..... 4 parts
 Myrrh..... 2 parts
 Bone-black..... 2 parts
 Reduce to powder and mix. Known as **"Diapente" Powder.**

6. Sulphur..... 12 parts
 Black sulphuret mercury... 1 part
 Rhubarb..... 2 parts
 Asafoetida..... 1 part
 Aloes..... 2 parts
 Wormseed levant..... 2 parts
 Reduce to powder and mix. Known as **Lebla's Worm Powder.**

7. Aloes..... 5 parts
 Senna..... 5 parts
 Ginger..... 5 parts
 Potassium bitartrate..... 5 parts
 All in powder and well mixed; for gripes. Known as **"Pulvis Santus."**

8. Magnesium sulphate..... 8 parts
 Aloes..... 10 parts
 Aniseed..... 2 parts
 Reduce to powder and mix. Known as **Lebla's Purgative Powder.**

9. Potassium nitrate..... 16 parts
 Camphor..... 2 parts
 Tartar emetic..... 2 parts
 All in powder; mix well. Known as **White's Fever Powder.**

10. White arsenic..... 1 part
 Cream tartar..... 19 parts
 Charcoal..... 20 parts
 Mix carefully; give half a teaspoonful once a day. Known as **White's Compound Arsenical Powder.**

The Drug Market.

Opium—On account of reported rains in the growing district, prices are lower in primary market and less firm here.
Morphine—Is unchanged.

Quinine—Is steady. The manufacturers' price remains unchanged.

Alcohol—Advanced again 4c on Saturday, making 6c advance in two weeks. The advance is on account of higher price for corn.

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

Bismuth Preparations—Have all declined 10c per lb., on account of lower price for metal.

Cocaine—Advanced \$1 per oz. on May 4 and is tending higher, on account of high price and scarcity of cocoa leaves.

Iodine Preparations—On account of the decline in iodine noted two weeks ago, its preparations are all lower.

Iodoform—Iodide potash, etc., have all declined.

Balsam Peru—Has advanced on account of higher prices in the primary market.

Oil Cedar Leaf—Is very scarce and has again advanced. There is very little to be had.

Oils of Lemon and Orange—Have both declined.

Oil Peppermint—Is very firm and advancing.

Elecampane Root—Is scarce and higher.

Sulphuric Ether—Has been advanced, on account of higher price for alcohol.

Linseed Oil—Is firm at the last advance.

The Cough Syrup Season.

A West Side druggist in New York recently had a window full of cough syrup over which he placed, as if to watch it, a papier-mache head of the well-known "Peck's Bad Boy." protruding from the grinning youngster's mouth was a long piece of white paper on which was printed, "We can recommend this." The remedy is prepared by the druggist.

Cereal Tooth Powder.

Dr. Fletcher, in an article on interstitial gingivitis, supports the theory that the exciting cause of this disease is generally local, due to the failure to clean the teeth, the use of soft brushes and inefficient dentifrices and the omission of toothpicks. In cleaning the teeth the approximal surfaces, and especially the necks, should have special care, since these localities are usually first attacked. A dentifrice should not be used as an abrasive; the enamel requires no polishing. It should be coarse enough to remove foreign matter. The author therefore condemns the use of chalk, sea-shell or pumice stone and recommends a powdered cereal made from the hard parts of rice or Indian corn as the base of his dentifrice. The grit in this powder does the work most thoroughly, without the least injury or wear, as must be self evident. Pulverized cereal has been objected to on the ground that it ferments in the mouth. This is wrong, however, for only hydrated starches ferment, and to hydrate it requires boiling, the action of caustic alkalies, or long continued action of bacteria.

With this pulverized cereal is incorporated 25 per cent. of soluble ingredients for sterilizing the mouth and neutralizing its acids. These ingredients are sodium borate, potassium chlorate, and potassium nitrate in some cases. The formula mostly used is as follows: R. pulverized cereal, 75 parts; sodium borate, 18 parts; potassium chlorate, 7 parts. Sweeten with saccharin and flavor to taste.

As a dentifrice this cereal powder does no possible injury, even by excessive use. It may be used freely and often enough to prevent any accumulations whatever on any surface accessible to a good brush. By the use of this powder the accumulations are not only kept away, but the surface of saw-toothed abrasions at the necks of the teeth become dark and lose their sensitiveness, showing that the abrasion has ceased.

Advantage of Serving Bromo Properly.

There are so few drug clerks who know how to serve a dose of effervescing bromo properly or, knowing, care. Go into ten stores and call for a glass of bromo and the chances are that it will be served to you wrong in ten of them. This is about the way they do it: They draw a mineral water glass nearly full of carbonated water at nearly the freezing point, put in a spoonful of the effervescing salt, stir it with the spoon and pass it over the counter.

How should it be done? So: Take a dry glass, put in the granular powder, draw another glass half full of plain water from the tap, and while the customer holds the first glass in his hand pour the contents of the second glass into it. Rationale: The bromo dissolves better in the tap water, the effervescence is more regular and steady, the customer can drink it down at once and the latter process of manipulation looks better, and hence does the patient more good. As 10 cents is usually charged, a half glass of vichy might be thrown in gratis for the customer to rinse his mouth with. Very little things influence trade, and a man would walk a block or two out of his way to get even so apparently small a thing as a dose of bromo served properly.

A New Anti-Fat.

Dr. Brodnax says: Last summer I was up in the mountains and met a reverend gentleman, and noted that he was

getting very fat and so short-winded that he panted on the least exertion. I told him what I knew about Epsom salts and directed that he sponge his whole body night and morning with Epsom salts one part, and water sixteen parts. I also told him to take a teaspoonful of the same three times a day. His weight then was 238 pounds. I saw him about the middle of the following May, and his weight was 178 (60 pounds reduction in nine months), his normal weight. He is strong and active, feeling well every way. He said he followed the directions very carefully and felt very much better and healthier in every way from the start.

Are You Short on Wall Paper

If so send to us for samples. A large stock on hand of good sellers. Ship orders same day received. Prices as low as you can imagine. Write us.

HEYSTEK & CANFIELD CO.
 Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

Talk No. 6



Machine for X Ray Work and Static Treatments

You are hearing a great deal about the wonderful cures made by electricity now days. The cut above will give you some idea of Static Electricity, one of the most valuable forms. It can be controlled so nicely that the smallest infant can take it. What is it good for? A multitude of diseases. Among them are Rheumatism, Neuralgia, Epilepsy, St. Vitus Dance, Bright's Disease, Diabetes, Paralysis, Locomotor Ataxia, Torpidity of Liver, Stomach and Bowels, diseases peculiar to Women, Skin and Scalp diseases, Nervousness, Insomnia, Weakness following Grip or any Wasting disease, etc., etc. It is the great regulator of the Nutritive processes of the body. Dr. Rankin will gladly exhibit its workings to any one who will call at the office.

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.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—Aalsam Peru, Oil Cedar, Cocaine, Sulph. Ether. Declined—Opium, Oil Orange, Iodide Potassium, Iodoform.

Table listing various drugs and their prices. Columns include drug names (e.g., Acetium, Benzolium, Boracic, Carbolicum) and prices in dollars and cents.

Table listing various drugs and their prices. Columns include drug names (e.g., Menthol, Morphia, Nux Vomica) and prices in dollars and cents.

Advertisement for Cigars. Features the text 'Cigars' in large font, followed by 'We are agents for the celebrated Brunswick Brands'. Lists brands like Wolverine, Victorias, Juniors, Crane's Cadets, Rainbow, and Hawthorn with prices. Also includes 'We also have Our Manager, Quintette' and '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

- Sugars
Rolled Oats
Corn Syrup

DECLINED

- Toothpicks
Cheese
Cordage

Index to Markets

By Columns

Table with columns A through Y listing various grocery items and their prices.

1

Table listing items under column 1, including Alabastine, Ammonia, Axle Grease, Baking Powder, and others.

2

Table listing items under column 2, including Butter Color, Candles, Canned Goods, and others.

3

Table listing items under column 3, including Catsup, Carbon Oils, Cheese, and others.

4

Table listing items under column 4, including Guatemala, Java, Mocha, and others.

5

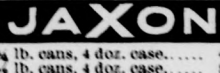
Table listing items under column 5, including Sugar Squares, Dried Fruits, and others.



Mica Axle Grease Standard Oil Co.



Jaxon Baking Powder



Jaxon Queen Flake



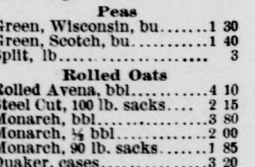
Jaxon Bath Brick



Jaxon Condensed Pearl Bluing



Jaxon Wheat Flour



Jaxon Tapioca



Jaxon Wheat Flour

JAXON Highest Grade Extracts. Includes list of products like Vanilla, Lemon, and others.

6



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



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

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

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

FRESH MEATS

Beef
Carcaass. 6 1/2 @ 8
Forequarters. 6 @ 6 1/2
Hindquarters. 8 @ 9
Loins No. 3. 11 @ 14
Ribs. 11 @ 13
Rounds. 7 1/2 @ 8
Chucks. 5 1/2 @ 6
Plates. 4 @ 5
Pork
Dressed. @ 7
Loins. @ 8 1/2
Boston Butts. @ 9
Shoulders. @ 8
Leaf Lard. @ 8
Mutton
Carcaass. 8 1/2 @ 9
Lambs. 9 1/2 @ 10
Veal
Carcaass. 8 @ 9

GRAINS AND FLOUR

Wheat
Wheat. 72
Winter Wheat Flour
Local Brands

Patents. 4 25
Second Patent. 3 75
Straight. 3 55
Clear. 3 15
Graham. 3 25
Buckwheat. 4 25
Rye. 4 40
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2s. 3 75
Diamond 3/4s. 3 75
Diamond 1s. 3 75
Worden Grocer Co.'s Brand
Quaker 1/2s. 3 80
Quaker 3/4s. 3 80
Quaker 1s. 3 80

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2s. 4 50
Pillsbury's Best 3/4s. 4 40
Pillsbury's Best 1s. 4 30
Pillsbury's Best 1 1/2s. 4 30
Pillsbury's Best 2s. 4 30
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s. 4 40
Duluth Imperial 3/4s. 4 30
Lemon & Wheeler Co.'s Brand
Wingold 1/2s. 4 40
Wingold 3/4s. 4 30
Wingold 1s. 4 20
Olney & Judson's Brand
Ceresota 1/2s. 4 60
Ceresota 3/4s. 4 50
Ceresota 1s. 4 40
Worden Grocer Co.'s Brand
Laurel 1/2s. 4 40
Laurel 3/4s. 4 30
Laurel 1s. 4 20
Laurel 1 1/2s and 1 3/4s paper. 4 20

Meal

Bolted. 2 00
Granulated. 2 10

Oats

Car lots. 31
Car lots, clipped. 32 1/2
Less than car lots.

Feed and Millstuffs

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

Corn

Corn, ear lots. 45 1/2

Hay

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

HERBS

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

INDIGO

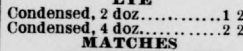
Madras, 5 lb. boxes. 50
S. F., 2, 3 and 5 lb. boxes. 50

JELLY

5 lb. palls per doz. 1 85
15 lb. palls. 38
30 lb. palls. 62

7

LICORICE
Pure. 30
Calabria. 23
Sticly. 14
Roof. 10
LYE
Condensed, 2 doz. 1 20
Condensed, 4 doz. 2 25



Williams' Park Match Co. matches

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

MEAT EXTRACTS

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

MOLASSES

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

MUSTARD

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

OLIVES

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

OYSTER PAILS

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

PAPER BAGS

Continental Paper Bag Co.
Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

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

Sugar

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

PARIS GREEN

Bulk. 14
Packages, 1/4 lb. each. 18
Packages, 1/2 lb. each. 17
Packages, 1 lb. each. 16

PICKLES

Medium
Barrels, 1,200 count. 4 50
Half bbls, 600 count. 2 75
Small
Barrels, 2,400 count. 5 50
Half bbls, 1,200 count. 3 30

PIPES

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

POTASH

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

PROVISIONS

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

Dry Salt Meats

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

Smoked Meats

Hams, 12 lb. average. @ 11 1/2
Hams, 14 lb. average. @ 11
Hams, 16 lb. average. @ 10 1/2
Hams, 20 lb. average. @ 10
Ham dried beef. @ 12 1/2
Shoulders (N. Y. cut). @ 7 1/2
Bacon, clear. 10 1/2 @ 11 1/2
California hams. @ 8 1/2
Boneless hams. @ 11
Bolted Hams. @ 16
Picnic Bolted Hams. @ 12 1/2
Berlin Hams. @ 8 1/2
Mince Hams. @ 9
Lards-In Tierces @ 6
Compound. 6
Kettle. 8 1/2
Vegetole. 6 1/2
60 lb. Tubs. advance. 3 1/2
80 lb. Tubs. advance. 3 1/2
50 lb. Tins. advance. 3 1/2
20 lb. Palls. advance. 3 1/2
10 lb. Palls. advance. 3 1/2
5 lb. Palls. advance. 1

8

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

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

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

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

Casings
Pork. 21
Beef rounds. 3
Beef middles. 10
Sheep. 60

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

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

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

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

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer. 3 15
Deland's. 3 00
Umpire. 3 15
German Family. 2 45
Dingman Soap Co. brand. 3 85
Dingman. 3 85
N. K. Fairbanks brands. 3 25
Santa Claus. 2 40
Brown. 4 00
Fairy. 4 00
Naphtha. 4 00
Gowans & Sons brands. 3 25
Oak Leaf, big 5. 4 00

SALT

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

Diamond Crystal
Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 407 lb. bags. 2 75
Butter, barrels, 280 lb. bulk. 2 65
Butter, barrels, 20 14 lb. bags. 2 85
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 27
28 lb. sacks. 22

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

Warsaw
56 lb. dairy in drill bags. 30
28 lb. dairy in drill bags. 15
Schultz & Co. brand. 6 75

Higgins
56 lb. dairy in linen sacks. 60
Solar Rock
56 lb. sacks. 30

Common.
Granulated Fine. 95
Medium Fine. 1 00

SALT FISH

Cod
Georges cured. @ 6
Georges genuine. @ 6 1/2
Georges selected. @ 7
Grand Bank. @ 6
Strips or bricks. 6 @ 9
Pollock. @ 3 1/2

Halibut.
Strips. 10
Chunks. 12

Trout
No. 1 100 lbs. 5 75
No. 1 40 lbs. 2 60
No. 1 15 lbs. 75
No. 1 8 lbs. 61

Herring
Holland white hoops, bbl. 11 25
Holland white hoops, 4 bbl. 6 00
Holland white hoop, keg. 82
Holland white hoop mechs. 87
Norwegian
Round 100 lbs. 3 00
Round 40 lbs. 1 50
Sealed. 19
Bloaters. 1 60

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

9

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

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

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

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

SOAP
B. T. Babbit brand. 4 00
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
100 cakes, small size. 3 85
Bell & Bogart brands. 3 90
Coal Oil Johnny. 4 00
Peekin. 4 00
Detroit Soap Co. brands. 3 15
Queen Anne. 1 75
Big Bargain. 2 15
Umpire. 2 45
German Family. 2 45
Dingman Soap Co. brand. 3 85
Dingman. 3 85
N. K. Fairbanks brands. 3 25
Santa Claus. 2 40
Brown. 4 00
Fairy. 4 00
Naphtha. 4 00
Gowans & Sons brands. 3 25
Oak Leaf, big 5. 4 00

WONDER SOAP

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85
Bell & Bogart brands. 3 90
Coal Oil Johnny. 4 00
Peekin. 4 00
Detroit Soap Co. brands. 3 15
Queen Anne. 1 75
Big Bargain. 2 15
Umpire. 2 45
German Family. 2 45
Dingman Soap Co. brand. 3 85
Dingman. 3 85
N. K. Fairbanks brands. 3 25
Santa Claus. 2 40
Brown. 4 00
Fairy. 4 00
Naphtha. 4 00
Gowans & Sons brands. 3 25
Oak Leaf, big 5. 4 00

JAXON

Single box. 3 00
5 box lots, delivered. 2 95
10 box lots, delivered. 2 90
Johnson Soap Co. brands. 3 60
Silver King. 2 70
Calumet Family. 2 70
Scotch Family. 2 50
Cuba. 2 40
50 cakes. 1 95
Ricker's Magnetic. 3 90
Lautz Bros. brands. 4 00
Big Aeme. 4 00
Ame 5c. 3 25
Marselles. 4 00
Master. 3 70
Proctor & Gamble brands. 3 00
Lenox. 6 00
Ivory, 6 oz. 4 75
Ivory, 10 oz. 6 75
Schultz & Co. brand. 3 00
Star. 3 00
A. B. Wrisley brands. 3 80
Good Cheer. 3 20
Old Country. 2 40
Scouring
Sapolio, kitchen, 3 doz. 2 40
Sapolio, hand, 3 doz. 2 40

SODA

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

SPICES

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

SYRUPS

Corn
Barrels. 20 1/2
Half bbls. 22 1/2
1 doz. 1/2 gallon cans. 3 20
1 doz. 1/4 gallon cans. 1 80
2 doz. 1/4 gallon cans. 92

10

Pure Cane
Fair. 16
Good. 20
Choice. 25



Kingsford's Corn Starch
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 3/4
6-lb. packages. 5 1/2
40 and 50-lb. boxes. 3 1/4
Barrels. 3 1/2

STARCH

No. 8. 4 80
No. 9. 4 75
No. 10. 4 70
No. 11. 4 65
No. 12. 4 60
No. 13. 4 60
No. 14. 4 55
No. 15. 4 55
No. 16. 4 55

TEA

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

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

BEST GLOSS STARCH

BEST GLOSS STARCH

BEST GLOSS STARCH

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BEST GLOSS STARCH

11

No. 8. 4 80
No. 9. 4 75
No. 10. 4 70
No. 11. 4 65
No. 12. 4 60
No. 13. 4 60
No. 14. 4 55
No. 15. 4 55
No. 16. 4 55

12	
Ruhe Bros. Co.	25@ 70 00
Hilson Co.	35@110 00
T. J. Dunn & Co.	35@ 70 00
McCoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros.	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	35@125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo.	35@ 70 00
Havana Cigar Co.	18@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	35@ 90 00
Benedict & Co.	7.50@ 70 00
Hemmeter Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Boek & Co.	65@300 00
Manuel Garcia	80@375 00
Neuva Mundo.	85@175 00
Henry Clay	85@550 00
La Carolina.	95@200 00
Standard T. & C. Co.	35@ 70 00
H. Van Tongeren's Brand.	
Star Green.	35 00
Fine Cut	
Uncle Daniel.	58
Ojibwa.	58
Forest Giant.	58
Sweet Spray.	58
Cadillac.	57
Sweet Loma.	58
Golden Top.	27
Hiawatha.	58
Telegram.	28
Pay Car.	53
Prairie Rose.	53
Protection.	58
Sweet Burley.	40
Sweet Loma.	38
Tiger.	39
Plug	
Flat Iron.	36
Creme de Menthe.	60
Stronghold.	40
Solo.	35
Sweet Chunk.	37
Forge.	53
Red Cross.	24
Palo.	36
Kylo.	38
Hiawatha.	41
Battle Axe.	37
American Eagle.	54
Standard Navy.	38
Speare Head, 16 oz.	43
Speare Head, 8 oz.	45
Nobby Twist.	49
Jolly Tar.	39
Old Honesty.	45
Toddy.	34
J. T.	38
Piper Heidsick.	64
Boot Jack.	81
Jelly Cake.	36
Plumb Bob.	32
Smoking	
Hand Pressed.	46
Double Cross.	37
Sweet Core.	40
Flat Car.	37
Great Navy.	37
Warpath.	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
I X L, 6 lb.	28
I X L, 30 lb.	32
Honey Dew.	37
Gold Block.	37
Flagman.	40
Chips.	35
Kiln Dried.	23
Duke's Mixture.	40
Duke's Cameo.	40
Honey Dip Twist.	39
Myrtle Navy.	40
Yum Yum, 1 1/2 lb.	39
Yum Yum, 1 lb. balls.	37
Creem.	37
Corn Cake, 2 1/2 oz.	25
Corn Cake, 1 lb.	23
Plow Boy, 1 1/2 oz.	37
Plow Boy, 3 1/2 oz.	35
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	31
Indicator, 1 lb. balls.	28
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21
TABLE SAUCES	
LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrin's, large.	3 75
Lea & Perrin's, small.	2 50
Halford, large.	3 75
Halford, small.	2 25
Salad Dressing, large.	4 55
Salad Dressing, small.	2 75
TWIN	
Cotton, 3 ply.	20
Cotton, 4 ply.	20
Jute, 2 ply.	12
Hemp, 6 ply.	12
Flax, medium.	20
Wool, 1 lb. balls.	8
VINEGAR	
Malt White Wine, 40 grain.	8
Malt White Wine, 80 grain.	11
Pure Cider, B. & B. brand.	11
Pure Cider, Red Star.	12
Pure Cider, Robinson.	11
Pure Cider, Silver.	11
WASHING POWDER	
Gold Dust, regular.	4 50
Gold Dust, 5c.	4 00

13	
Pearline.	2 90
Scourine.	3 50
WICKING	
No. 9, per gross.	20
No. 1, per gross.	25
No. 2, per gross.	35
No. 3, per gross.	55
WOODENWARE	
Baskets	
Bushels.	1 10
Bushels, wide band.	1 20
Market.	30
Splint, large.	4 00
Splint, medium.	3 75
Splint, small.	3 50
Willow Clothes, large.	7 00
Willow Clothes, medium.	6 25
Willow Clothes, small.	5 50
Butter Plates	
No. 1 Oval, 250 in crate.	45
No. 2 Oval, 250 in crate.	50
No. 3 Oval, 250 in crate.	55
No. 5 Oval, 250 in crate.	65
Egg Crates	
Humpty Dumpty.	2 25
No. 1, complete.	30
No. 2, complete.	25
Clothes Pins	
Round head, 5 gross box.	45
Round head, cartons.	62
Pencil Sticks	
Trojan spring.	85
Eclipse patent spring.	85
No. 1 common.	75
No. 2 patent brush holder.	80
12 lb. cotton mop heads.	1 25
Pails	
2-hoop Standard.	1 40
3-hoop Standard.	1 60
2-wire, Cable.	1 50
3-wire, Cable.	1 70
Cedar, all red, brass bound.	2 25
Paper, Eureka.	1 25
Fibre.	2 40
Toothpicks	
Hardwood.	2 75
Softwood.	2 75
Banquet.	1 40
Ideal.	1 40
Tubs	
20-inch Standard, No. 1.	6 00
18-inch Standard, No. 2.	5 00
16-inch Standard, No. 3.	4 00
20-inch, Cable, No. 1.	7 00
18-inch, Cable, No. 2.	6 00
16-inch, Cable, No. 3.	5 00
No. 1 Fibre.	9 45
No. 2 Fibre.	7 95
No. 3 Fibre.	7 20
Wash Boards	
Bronze Globe.	2 50
Dewey.	1 75
Double Acme.	2 75
Single Acme.	2 25
Double Peerless.	0
Single Peerless.	2 50
Northern Queen.	2 50
Double Duplex.	3 00
Good Luck.	2 75
Universal.	2 25
Wood Bowls	
11 in. Butter.	75
13 in. Butter.	1 00
15 in. Butter.	1 75
17 in. Butter.	2 50
19 in. Butter.	3 00
Assorted 13-15-17.	1 75
Assorted 15-17-19.	2 50
WRAPPING PAPER	
Common Straw.	1 1/4
Fiber Manila, white.	3 1/4
Fiber Manila, colored.	4 1/4
No. 1 Manila.	4
Creem Manila.	3
Butcher's Manila.	2 1/4
Wax Butter, short count.	13
Wax Butter, full count.	20
Wax Butter, rolls.	15
YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50
FRESH FISH	
White fish.	8
Trout.	7
Black Bass.	10@ 11
Halibut.	4
Ciscoes or Herring.	4
Bluefish.	12 1/2
Live Lobster.	20
Bolled Lobster.	20
Cod.	11
Haddock.	7
No. 1 Pickerel.	7
Pike.	6
Perch.	4
Smoked White.	4
Red Snapper.	11
Col River Salmon.	12
Mackerel.	16
HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1.	6
Green No. 2.	5
Cured No. 1.	7 1/2
Cured No. 2.	6 1/2
Calfskins, green No. 1.	9
Calfskins, green No. 2.	7 1/2
Calfskins, cured No. 1.	10
Calfskins, cured No. 2.	8 1/2
Pelts	
Pelts, each.	50@ 1 10
Lamb.	
Tallow	
No. 1.	4 1/4
No. 2.	3 3/4
Wool	
Washed, fine.	15@ 16
Washed, medium.	18@ 20
Unwashed, fine.	11@ 12
Unwashed, medium.	14@ 15

14	
CANDIES	
Stick Candy	
Standard.	7 1/2
Standard H. H.	7 1/2
Standard Twist.	8
Cut Leaf.	9
Jumbo, 32 lb.	cases @ 7 1/2
Extra H. H.	@ 10 1/2
Boston Cream.	@ 10
Beet Root.	@ 8
Mixed Candy	
Grocers.	@ 6
Competition.	@ 7
Special.	@ 7 1/2
Conserve.	@ 8 1/2
Royal.	@ 8 1/2
Ribbon.	@ 9
Broken.	@ 9 1/2
Cut Leaf.	@ 9
English Rock.	@ 9
Kindergarten.	@ 9
Bon Ton Cream.	@ 9
French Cream.	@ 10
Dandy Fan.	@ 10
Hand Made Cream mixed.	@ 15 1/2
Crystal Cream mix.	@ 13
Fancy-In Bulk	
San Blas Goodies.	@ 12
Lozenges, plain.	@ 9 1/2
Lozenges, printed.	@ 10
Choc. Drops.	@ 11 1/4
Eclipse Chocolates.	@ 13 1/4
Choc. Monumentals.	@ 15
Victoria Chocolate.	@ 15
Gum Drops.	@ 5
Moss Drops.	@ 9 1/2
Lemon Sours.	@ 10
Imperial.	@ 10
Ital. Cream Opera.	@ 12
Ital. Cream Bonbons.	@ 12
20 lb. pails.	@ 12
Molasses Chews, 15 lb. pails.	@ 14
Pine Apple Ice.	@ 12 1/4
Maroons.	@ 12
Golden Waffles.	@ 12
Fancy-In 5 lb. Boxes	
Lemon Sours.	@ 55
Peppermint Drops.	@ 60
Chocolate Drops.	@ 65
H. M. Choc. Drops.	@ 65
H. M. Choc. Lt. and Dk. No. 12.	@ 1 00
Gum Drops.	@ 30
Licorice Drops.	@ 75
Lozenges, plain.	@ 55
Lozenges, printed.	@ 60
Imperial.	@ 60
Molasses.	@ 60
Creem Bar.	@ 55
Molasses Bar.	@ 55
Hand Made Creams.	80 @ 90
Creem Buttons, Pep. and Wint.	@ 65
String Rock.	@ 65
Wintergreen Berries.	@ 60
Caramels	
No. 1 wrapped, 3 lb. boxes.	@ 50
Penny Goods.	55@ 60
FRUITS	
Oranges	
Florida Russett.	@
Florida Bright.	@
Fancy Navels.	3 00@ 3 50
Extra Choice.	@
Late Valencias.	@ 2 50
Seedlings.	3 00@ 3 50
Medt. Sweets.	@
Jamaicas.	@
Rodi.	@
Lemons	
Messina, 300s.	3 50@ 4 00
Messina, 300s.	3 25@ 3 75
California 300s.	3 25@ 3 50
California 300s.	3 25@ 3 50
Bananas	
Medium bunches.	1 50@ 1 75
Large bunches.	
Foreign Dried Fruits	
Figs	
California, Fancy.	@
Cal. pkg, 10 lb. boxes.	@
Extra Choice, 10 lb. boxes.	@ 9 1/2
Fancy, 12 lb. boxes.	@ 12
Pulled, 6 lb. boxes.	@ 9
Naturals, in bags.	@
Dates	
Fards in 10 lb. boxes.	@
Fards in 60 lb. cases.	@
Hallowi.	5 @ 5 1/4
lb. cases, new.	@
Sairs, 60 lb. cases.	4 1/2 @ 5
NUTS	
Almonds, Tarragona.	@ 17
Almonds, Ivica.	@
Almonds, California, soft shelled.	16 @ 18
Brazil.	@ 11
Pistachio.	@ 12 1/4
Walnuts, Grenoble.	@ 13 1/4
Walnut, soft shelled.	
California No. 1.	@ 13 1/4
Table Nuts, fancy.	@ 14
Table Nuts, choice.	@ 13
Pecans, Med.	@ 10
Pecans, Ex. Large.	@ 11
Pecans, Jumbo.	@ 12
Hickory Nuts per bu.	@
Ohio, new.	@
Cocanuts, full sacks.	@ 75
Chestnuts, per bu.	@ 75
Peanuts	
Fancy, H. P., Suns.	5 1/2 @
Fancy, H. P., Suns Roasted.	6 1/2 @ 7
Choice, H. P., Extras Roasted.	@
Span. Shld. No. 1 n'w	7 @ 8

15	
AKRON STONEWARE	
Butters	
1/2 gal., per doz.	48
2 to 6 gal., per gal.	6
8 gal. each.	52
10 gal. each.	65
12 gal. each.	84
15 gal. meat-tubs, each.	1 20
20 gal. meat-tubs, each.	1 60
25 gal. meat-tubs, each.	2 25
30 gal. meat-tubs, each.	2 70
Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each.	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	6
Stewpans	
1/2 gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail, per doz.	1 10
Jugs	
1/2 gal. per doz.	40
3/4 gal. per doz.	65
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 10
Tubular.	45
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 56
No. 1 Sun.	1 78
No. 2 Sun.	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz).	3 50
No. 2 Lime (70c doz).	4 00
No. 2 Flint (80c doz).	4 70
Electric	
No. 2 Lime (70c doz).	4 00
No. 2 Flint (80c doz).	4 70
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout	

Clerks' Corner.

Where I Mixed Into Other People's Business.

I hate to be dragged into other people's squabbles. I have enough of my own. Still, it seems as if I couldn't avoid it sometimes.

Several days ago I walked into a grocery store in a town out near Harrisburg. It was Saturday afternoon, raining at that, and nothing was doing.

As I entered, the store boy lounged on an upturned basket in the front of the store. The proprietor has a little sort of corner or enclosure that he calls a private office about halfway back, and from this excited voices issued.

I know both this grocer and his clerk very well. Every few weeks I get in that neighborhood and usually go in for a few minutes.

The participants in the debate were the grocer and his clerk. Both were angry and both were letting talk loose in great shape. My coming in the store made no difference—the discussion went right on.

"I've given you all you're worth!" I heard the grocer ejaculate.

"I say you have not!" the clerk said with equal heat. "If you got another man to do the work I do, you'd have to pay him a mighty sight more than you pay me and you know it!"

I could see the clerk from where I stood, and he turned just then and saw me.

"See here, Mr. Smith," he said, meaning me; "I'll leave it to your judgment. Come in here, please."

I didn't care to get in that debate, and shook my head, but the clerk persisted in calling me, so I walked to the door of the office, and simply said that I didn't desire to intrude into what didn't concern me. Then the grocer got me in it by turning to me and saying:

"This fellow seems to think I'm not paying him good wages. I could get a better man for less; I know that."

"Tell Mr. Smith what you pay me; go on," said the clerk, maliciously. "I'm willing; go ahead. Just tell him what I get."

The grocer got red and said nothing.

"I'll tell you what I get, Mr. Smith," said the clerk. "I don't get anything but my board, except sometimes I can squeeze 50 cents or a dollar out of him. And not only that, but this man even makes me do my own washing! What d'ye think of that?"

The clerk was desperately angry. He didn't seem to care whether he lost his job or not. I looked for the grocer to deny the washing part, for it seemed almost incredible, but he didn't. Ever hear anything like it?

"I was a — fool to ever come here without some arrangement about wages!" the clerk went on. "I was out of a job and glad to get anything. I was a stranger in town, so he proposed that I come here and board, and he'd fix up some amount of money to give me every week. It's been six months now, and he hasn't done it yet. It's like pulling teeth to get a dollar out of him every two weeks. Having to do my own washing, though, is the worst thing I ever struck!"

I agreed with him about that. The grocer is a bachelor and lives over the store, and that is how, I suppose, the washing business came about.

"That's all right," the grocer said. "I'm paying you all you're worth, and if you don't like it you can get out! You

ain't the only man on earth who can wrap up goods!"

It was an embarrassing position for me. As say, I have troubles of my own, and I don't like to get up against other people's. I tried to smooth the matter over the best I could, without actually mixing in, and I got away as soon as I could.

The clerk left that night; I have a letter in my pocket now asking me to get him something to do. What a lot of bother and bickering would be saved if a merchant and a clerk, when they came together, would draw up some written arrangement about wages. One of the loosest things in business is that. A young fellow will enter a grocer's employ as clerk. He starts on \$7 a week, we'll say. Well, beyond that fact there won't be the slightest definite arrangement about advances, to which in time he will clearly be entitled. Few clerks like to dicker about raises in salary before they actually begin work, but if they do, the grocer will probably say, "Oh, well, let that rest. I'll pay you more when you're worth more."

That sort of a vague, shilly-shally deal is productive of more bickering, more covert dissatisfaction, more secret accusations of stinginess against the employer, than anything else I know of, all because of a lack of the same business definiteness that characterizes the making of other contracts.

Suppose the arrangement would be that in six months' time the clerk would get \$8 a week, in a year's time \$9, in eighteen months' time \$10, and in two years \$12, where he should stop. The whole matter would then be settled. The clerk would know just what he had to expect; he entered into the contract with his eyes open; hence he would have no kick against anybody.

The employer, too, would be freer in mind. He would have the satisfaction of knowing that he was handling the matter in a businesslike way, and there would be no worry on his mind as to how long he could succeed in staving off an advance in his clerk's salary.

The advances, of course, would always be conditional on the expectation that the clerk should be worth keeping.

Think about this, grocers, when you hire a clerk.—Stroller in Grocery World.

Blasts from Ram's Horn.

Fast living is really but slow dying. The only true divine service is the service of humanity.

The heaviest cross of many Christians is the church collection.

A diamond must remain dirt if it be not willing to lose half itself.

Spasms of spiritual indigestion are produced by swallowing isms.

He who would win in a race must reckon only with the road yet to be run. A balloon rises when you throw out ballast, but a man will sink that way.

You can tell a man's price when you know what he will do for a principle.

Grit is a good thing to have so long as you don't fire it in your neighbors' faces.

The man who seeks to pillow on popular applause finds it hard to sleep for fear the bubble will burst.

The trouble with some scientists is that they live in the coal mine of their investigations and call their candle the sun.

The preacher who prides himself on the use of the whip usually slashes the outside sinners while he truckles to the traders in the temple.

Her Object in Staying.

The Mistress—Bridget, you must stay until I get another girl.

Bridget—That was my intension, anyway. I want her to know the kind of a woman ye are!

Hardware Price Current

Ammunition					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	80				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	4 95				
No. 32 long, per m.	5 80				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 20				
No. 2 Winchester, boxes 250, per m.	1 20				
Gun Wads					
Black edge, Nos. 11 and 12 U. M. C.	60				
Black edge, Nos. 9 and 10, per m.	70				
Black edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
125	4 1/2	1 1/2	5	10	2 85
154	3 1/2	1 1/2	4	10	3 00
200	3	1 1/2	4	12	2 50
208	3	1	8	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded					
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 00				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	6 50				
First Quality, D. B. Steel	10 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					
1/2 in.	5-16 in.	3/8 in.	1/2 in.		
Com.	7 c.	6 c.	5 c.	4 1/2 c.	
BB.	8 1/2	7 1/2	6 1/2	6	
BBB.	8 3/4	7 3/4	6 3/4	6 1/4	
Crowbars					
Cast Steel, per lb.	6				
Chisels					
Socket Firmer	65				
Socket Framing	65				
Socket Corner	65				
Socket Sicks	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,	28				
List 12 13 14 15 16.	17				
Discount, 65	18				
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	dls 33 1/2				
Yerkes & Plumb's	dls 40&10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	dls 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 O Tubular, Doz.	5 00				
Warren, Galvanized Fount	90				

Levels	
Stanley Rule and Level Co.'s	dls 70
Mattocks	
Adze Eye	\$17 00 dls 70-10
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Clatern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/4c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Scota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	40
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 65
Wire nails, base	2 65
20 to 60 advance	Base
10 to 16 advance	13 10
8 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	8 1/2
Manilla	12
Sand Paper	
List acct. 19, '86	dls 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 30
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 70
No. 27	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	8 00
Second Grade, Doz	7 50
Solder	
1/2 0/0	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	70
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x28 IC, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onelda Community, Newhouse	40&10
Onelda Community, Hawley & Norton's	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 25
Barbed Fence, Painted	2 95
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30
Coe's Patent Agricultural, [Wrought, 70&10	

IN BAD SHAPE.

Garnishment Bill More Unfavorable Than Present Law.

The Grand Rapids Herald of this morning contains the following:

Lansing, May 7—The Senate Judiciary Committee to-day reported out the Nevins garnishee bill with amendments and it was placed on the general order. The bill was amended so that single men will have one-half the exemption of householders. This would allow single men an exemption of \$4 and 40 per cent. of the remainder, but no exemption is to exceed \$15 in their case. There is considerable opposition to the bill in the Senate and it may have difficulty in getting through in the form it has been reported by the Committee.

The present garnishment law provides no exemption for unmarried men.

The garnishment bill now before the Senate includes such a provision, which would deprive the merchant of the protection now afforded him under the present law.

As between the present law and the Nevins bill, there can be but one choice—the old law, poor as it is, is greatly to be preferred.

The merchants of Michigan who have read and digested the Nevins bill are a unit in asserting that it should be defeated.

On the other hand, the constables and justices who think they would reap a rich reward from the fees which would ensue as the result of the enactment of the Nevins bill are clamoring for its passage.

The merchants of Marquette and several other cities and towns have held meetings, adopted strong resolutions against the amended Nevins bill and are leaving no stone unturned to secure the defeat of the measure.

The matter is now up to the merchants of the State and it is in their power to put the bill at rest by requesting their Senators to bury it with their votes or, by taking no action, to submit to the enactment of a measure which places the merchant in a much worse position than he is under the present unjust and obsolete law.

* * *

Representative Totten, of Kalkaska, is entitled to the thanks of the business public for the effort he is making to secure an amendment to the garnishment law.

Two years ago an amendment was tacked on to the law placing municipal employes within its provisions. Mr. Totten now seeks to have the provision expanded so as to include county and State employes as well. There was no objection to the measure in the House, the universal sentiment being that men who are drawing good salaries from the State and counties ought to pay their debts, and it is to be hoped that it will meet a similar reception at the hands of the Senate.

* * *

The Tradesman urges every merchant in Michigan to write his Representative, requesting him to work and vote for the High Peddling bill, transferring the licensing of country peddlers from the State to the township. This bill was introduced at the request of the Michigan Retail Grocers' Association, which has fathered a similar measure for the past six years, and it is the earnest belief of the Tradesman that the proposed law can be enforced and that its enforcement will result in a considerable curtailment of the horde of peddlers which now infest the country districts. Merchants, it is for you to say whether this bill will become a law or

whether you will continue to suffer from unfortunate conditions which grow out of the non-enforcement of the present law.

The Boys Behind the Counter.

Calumet—A. A. Miller, who has been manager of the interests of L. Hennes & Co. here for a number of years and is one of the best known business men in the city, will conduct the meat market in the Hennes building, which has been in charge of Louis Lobby up to the present time.

Sault Ste. Marie—Wm. Barrem has taken a position as salesman with A. M. Matthews & Sons.

Petoskey—Morris Lewis has gone to Sault Ste. Marie to take charge of the men's furnishing goods department of D. K. Moses & Co.

Lake Linden—Jacob Weis, who has held a position as clerk in the grocery department of L. Hennes & Co.'s store here, has resigned.

Saginaw—The local clerks' union at its last meeting took a step which is likely to cause a considerable stir in retail mercantile circles. A committee appointed for the purpose has had printed a large number of placards for posting in stores where union men are employed. A co-operative effort will then be asked from all union men, of whatever trade, for patronage of the authorized establishments. The employers will all be informed of the action of the union and a decision be asked as to the intention of each on the adoption of the union regulations. The committee has also taken another and more radical step in the printing of blanks which each employer will be asked to sign. In this the employer is compelled to promise that none of his clerks will be asked to work on Sunday, holidays, or after regular hours. The union is strong and its members, while not expecting trouble, will strongly urge the agreement asked.

Lake Linden—Frank Roy has again entered the employ of L. Hennes & Co., taking the place of head clerk in the grocery department, which was vacated by E. F. Prince, who retires to engage in the insurance business.

Saginaw—The Executive Board of the Michigan Protective Association of Retail Clerks recently held a meeting in this city, L. P. Butenschoen and F. L. Dardas, of this city, E. C. Thomas, of Ishpeming, Issie Nathan, of Alpena, and Albert A. Heine, of Bay City, being present. The main purpose of the meeting was to decide on the advisability of holding a State convention this year and the members of the Board unanimously decided to defer calling a convention until another year.

Cleaning Time.

Beneath the burnished chandelier
The weary housewife stands,
With scrubbing brushes, dampened cloths
And such things in her hands,
And in a rasping tone she gives
The hired girl commands.

A rag is wound around her head
To keep her hair in place;
She has the bedclothes wildly piled
Upon the dressing case—
Her nose is skinned and there are broad
Brown streaks across her face.

From room to room she makes her way,
And madly rips and tears;
Her husband helps throughout the day
To run the world's affairs,
And sadly wanders home at night
To sleep upon the stairs.

Dr. W. E. Dockery has opened a drug store at Upper Big Rapids. The stock was furnished by the Hazeltine & Perkins Drug Co.

S. Bogardus has embarked in the grocery business at Clare. The Lemon & Wheeler Company furnished the stock.

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 OR EXCHANGE FOR MERCHANDISE—120 acres of land with good buildings. Address 840, care Michigan Tradesman. 840

FOR SALE—BEST PAYING GENERAL merchandise store in Michigan; stock inventories \$7,000. Address No. 839, care Michigan Tradesman. 839

FOR SALE—CLEAN GROCERY STOCK, invoicing \$500. One of the best towns in Northern Michigan. Address No. 848, care Michigan Tradesman. 848

CHEAP FOR CASH—A BAKERY AND restaurant, doing a \$2,000 cash business yearly; in the best town in Southern Michigan; building in first-class repair and in good location. For particulars address L. K. Gay & Son, Morenci, Mich. 847

BAKERY AND RESTAURANT FOR SALE; neat, profitable; county seat; good territory, full stock tools and utensils; soda fountain and ice cream apparatus; good reasons. Box 28, Mason, Mich. 846

WANTED—DOUBLE DECKER SHOWCASE, 5 to 8 feet long. B. J. Reynolds, Grand Rapids, Mich. 845

FOR SALE AT ONCE—ONLY CROCKERY and bazaar stock in town of \$1,500; doing good business; best opening in Southern Michigan. C. E. Wise, Quincy, Mich. 844

FOR SALE—SECOND HAND SODA FOUNTAIN; easy terms. Charles A. Jackson, Benton Harbor, Mich. 843

FOR SALE—ESTABLISHED DRUG STORE, about \$1,800 in stock. Fixtures and furniture only \$200; manufacturing town with good farm trade; population 4,000; two new factories this spring; new railroad building this year. Reason for selling, other interests. Address L. G. Ripley, Three Rivers, Mich. 842

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

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

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

DRUG STOCK AND FIXTURES FOR SALE; good business in city of 5,000. Address W. H. Thorp, Dowagiac, Mich. 776

FOR SALE OR EXCHANGE—AN EXCELLENT 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

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

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

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

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

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 GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps and china, inventories 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 Hartlettta; possession given May 1. For particulars address J. C. Benbow, Yuma, Mich. 770

THE ROMBYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich. 785

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Choate Real Estate Co., Flint, Mich. 709

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

FOR SALE—DRUG 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—REGISTERED PHARMACIST at once. State salary and age. Address No. 838, care Michigan Tradesman. 838

WANTED—POSITION AS CLERK IN GENERAL store or manager of one or more departments; long experience; good references. Address Box 71, Station 7, Grand Rapids. 841

Testimonial That Tells

The Advertisement

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

The Result

Traverse City, May 6—Enclosed find 84 cents for advertisement and please do not print it any longer as the fountain is sold and I have had three other enquiries, all saying they had seen the advertisement in the Michigan Tradesman. There is nothing like the Tradesman if you have anything to sell.

L. C. KIRK.

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.

Are you going
to the
**Pan-American
Exposition?**
The
Michigan Central
is the short and direct route.
For particulars see M. C. Agents or
write to
O. W. Ruggles, G. P. & T. A., Chicago
J. S. Hall, D. P. A.,
Detroit

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

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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.

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President, E. L. HARRIS; Secretary, CHAS.
HYMAN.

Bay Cities Retail Grocers' Association
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Muskegon Retail Grocers' 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.					
Lv	Gd Rapids	ex Su	ex Su	ex Su	ex Su
Ar.	Cadillac	11 20a	5 40p	2 10a	9 00p
Ar.	Traverse City	1 30p	7 50p	4 15a	.....
Ar.	Petoskey	2 50p	9 15p	5 35a	.....
Ar.	Mackinaw City	4 15p	10 35p	6 55a	.....

Trains arrive from the north at 6:00 a m., 11:30 a m., 5:15 p m and 10:15 p m.

Going South.					
Lv	G'd Rapids	ex Su	ex Su	ex Su	ex Su
Ar.	Kalamazoo	8 50a	3 22p	8 35p	1 45p
Ar.	Ft. Wayne	12 10p	6 50p	11 45p	To Chicago
Ar.	Cincinnati	6 25p	.....	7 15a	.....

Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.

MUSKEGON	Except	Except	Except
Lv. Grand Rapids	Sunday	Sunday	Sunday
Ar. Muskegon	7 35am	2 05pm	5 40pm
Ar. Muskegon	9 00am	3 20pm	7 00pm

Sunday train leave Grand Rapids at 9:15am. Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.			
TO CHICAGO			
Lv. G'd Rapids (Union depot)	12 30pm	11 30pm	.....
Ar. Chicago (12th St. Station)	5 25pm	6 55am	.....

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO			
Lv. Chicago (12th St. Station)	5 15pm	11 30pm	.....
Ar. G'd Rapids (Union depot)	10 15pm	6 55am	.....

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon
and Return Every Sunday

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

Prompt- ness

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.

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

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

A. B. KNOWLSON,

—Wholesale—

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

Write for delivered prices.

OFFICE: COR. PEARL AND MONROE, GRAND RAPIDS, MICH.



TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

IMPORTANT

Our Lowest and Latest Special Bargains

Which are only a very few of the many hundred articles in our stock on which Merchants can save money by buying from us. Send for our Catalogue. It does the work of twenty high priced salesmen and saves you their hotel bills, salaries, etc.

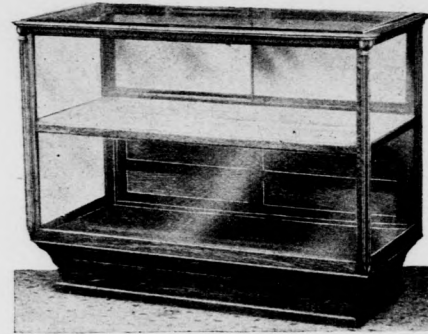
Bushel Baskets Extra Strong Per dozen.....\$0.85	Wire End Wood Butter Dishes 250 in a crate 1 lb., per crate.....\$0.42 2 lb., per crate......47 3 lb., per crate......57 5 lb., per crate......66	Mrs. Pott's Sad Irons Full Nickel Plated Per set (in case lots).....\$0.62
Two Hoop Common Wood Pails Per dozen.....\$1.20		Avon Alarm Clock High grade, nickel plated Warranted one year Each.....\$0.54
Saginaw Double Globe Washboard Per dozen.....\$2.25	Relief Iron Wringer High grade, rubber rolls Warranted, each.....\$1.58	Diamond Reflector Kitchen Side Lamp With No. 2 Sun Burner and Chimney Per dozen, complete.....\$1.80

If you have mislaid our Catalogue, send for another. We guarantee satisfaction and prompt shipments. Send us your mail orders. Don't wait for an agent.

H. LEONARD & SONS, Grand Rapids, Mich.

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case

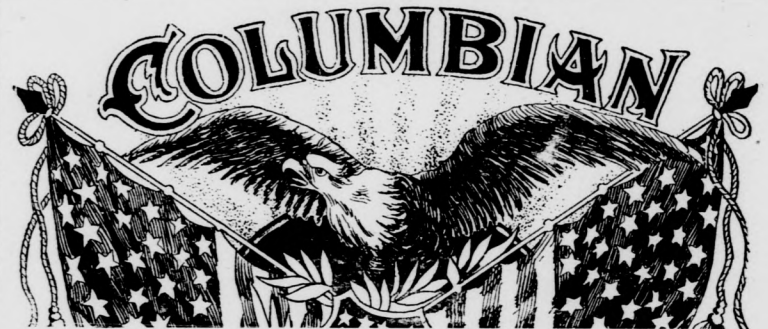


Shipped knocked down. Takes first class freight rate.

No. 37 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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



Michigan's Famous Cigars

Manufactured by

COLUMBIAN CIGAR COMPANY, Benton Harbor Mich.

Sunken Treasures

Who is going to get all the money lost on the turbulent seas of business? Money lost in the mercantile business can never be recovered. Once wasted and given away on unreliable scales, it is lost forever. There are divers reasons why you should use the

Money Weight System

1. Because it is a system.
2. Because it saves over-weight.
3. Because it pays for itself.
4. Because it avoids errors in calculations.
5. Because it is sold on such easy terms.

Nearly One Hundred Thousand in use.

The Computing Scale Company

Dayton, Ohio

