Eighteenth Year

GRAND RAPIDS, WEDNESDAY, MAY 15, 1901.

\*

Number 921

To a Good Proposition on Combinations?

Best WARRANTED Knit Boot

with 1 Bkl. Duck R. E. Perf......\$22 67 per dozen with 2 Bkl. Duck R. E. Perf..... 25.65 per dozen

Best Light Gray, Black Top Boot

with 1 Bkl. Duck R. E. Perf......\$21.15 per dozen with 2 Bkl. Duck R E. Perf..... 24.13 per dozen with 1 Bkl. Gum R E. Perf..... 20 49 per dozen

Dark Gray, Black Top Boot, Good Quality

with 1 Bkl. GRANITE Perf......\$18.18 per dozen

We carry all styles in Felt Boot and Sock Combinations and sell extra Overs at a very low price.

# BEACON FALLS RUBBER SHOE CO. THE BEACON FALLS RUBBER SHOE CO..

207-209 MONROE STREET, CHICAGO, ILL.

D. A. WENTZ, General Selling Agent.

The Best Goods Made and Not in ANY Trust.

\*

# Don't Read This

unless you are interested in the best goods in the market. If you are then you should enquire into a matter that is a winner in your business. The whole secret is in

Royal Tiger 10c

A SMOKER'S SMOKE

Tigerettes 5c

PHELPS, BRACE & CO., Detroit, Michigan

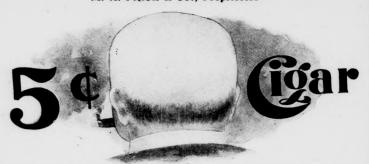
The Largest Cigar Dealers in the Middle West.

Carolina Brights Cigarettes "Not Made by a Trust."

F. E. BUSHMAN, Manager Cigar Department.

#### AMERICAN CIGAR FACTORY

Benton Harbor, Michigan M. A. PRICE & CO., Proprietors



Oh! where have I seen that face before? In Nearly All the Leading Stores.

# 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.

## 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.





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 Bl'dg, Cleveland.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

## SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS
INDEPENDENT FACTORY DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

**SMOKING** 

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

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

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

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MAY 15, 1901.

Number 921

#### THE MERCANTILE AGENCY Page.

Established 1841. R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

C. E. McCRONE, Manager.



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 18 to 21, 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 dep-uties wanted. Address Permanency

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



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

#### IMPORTANT FEATURES.

- Getting the People.
- Shoes That Lie
- Around the State. Grand Rapids Gossip.
- Hardware
- Paint Department.
- The Price of Success
- How to Conduct a Shoe Department. Village Improvement.
- To Make a Crockery Department Pay.
- Clothing
- Poultry.
- Butter and Eggs.
  The New York Market.
  Paraffining Cheese.
  Woman's World.
- 20.
- Home Again. Window Dressing.
- Commercial Travelers.
- Drugs and Chemicals.
- Grocery Price Current.
- Grocery Price Current.
- Proper Arrangement of the Cellar.
- Hardware Quotations.
- Death of an Inventor.

#### THE ANCIENT BLACKSMITH.

According to the earliest historic account. Tubal-Cain, the first man who worked in iron and brass, was a person of so much importance that in the brief record of the men and events of that time his name and calling are given special mention. He it was, doubtless, who, in the times anterior to all European history, was deified by the predecessors of the Romans under the name of Vulcan or the Divine Blacksmith.

At any rate, the men who first made for their people iron and bronze weapons, and other engines of war, were among the most important personages in the tribe. The chief business of the primitive men was to slay the animals which were required for food and to defend themselves and families from the attacks of powerful savage beasts and from more savage men of other tribes.

The first weapons were clubs torn from the branches of trees, and probably shaped by burning off the objectionable projections and afterward rubbing them down with fragments of stone. A great step in progress was made when flakes of flint were set in staffs for use as spears, or fixed to handles were used as axes. The construction of the rawhide sling, hurling pebbles, and of the bow, throwing flinttipped arrows, was another great step. When, however, men learned to forge swords and axes out of metal, a degree of advancement in the production of what may be considered personal arms reached a condition where they remained for thousands of years, and, indeed, until the invention of gun-powder, in comparatively modern times.

Through many hoary centuries the worker in iron was engaged in making swords and other weapons of war, and he was needed in great numbers in every country where the people were warlike on one side, or compelled to defend themselves on the other. There is no wonder that in England, where Tradesman Coupons the islanders were compelled almost constantly to defend themselves from own business has a good steady job.

the Northern savages from Scotland, from the Norwegian and Danish pirates, from the invasions of the Saxons, of the Romans, of the Normans and many others, the name "Smith," derived from the trade carried on by the many who practiced it, became the commonest of all the patronymics in the country.

To-day, while the nations of the earth are less warlike than formerly, there is greater need than ever for the workers in iron and brass, and although not a few of them are engaged in making muskets and cannon, by far the very greatest numbers are employed in working for the arts of peace. The worker in metals to-day is the possessor of something more than hand-skill. Science is his handmaid, and at every turn she aids him with improved processes and wonderful discoveries, so that he is almost a magician, his proper title being that of mechanical engineer.

It is the mechanical engineer that, by means of most ingenious and wonderworking machinery, has multiplied the labor of every man by six, and of every horse by sixty. He has changed the speed of the plodding mule team to that of 30 miles or 60 miles an hour, and has shortened the voyage of the transoceanic ship by two-thirds, by reason of increasing its speed.

To-day everything in the way of manufacturing is done by machinery, and the result is that human toil has been vastly decreased, wages have risen the prices of necessaries been reduced. so that there never has been a time when the people who work and are paid for their labor could live in as much comfort and under such pleasing conditions, while schools are provided for the children, and cheap but excellent diversions are in reach of the elders.

It should be remembered that this vast industrial progress has been accomplished in the period of the Nineteenth Century, and in the latter part of it. In the year 1800 there was not a locomotive or a railroad for public service in the world. To-day the United States alone, with half the mileage of the world, possesses 200,000 miles, nearly, of rail and about 40,000 locomotives. Then there was no telegraph; to-day its wires span the continents and carry messages along the bed of every ocean, binding the continents as with nerves of steel. Over three million miles of wire transmit some four hundred millions of messages annually, giving to the world news of every important event occurring in all quarters of the earth.

This wonderful system of mechanical appliance, aided by the wonderful discoveries of physical science, is what has resulted from the original labors that most ancient blacksmith, Tubal-Cain.

When the girl meets the rejected suitor who swore he would die without her and finds him looking sleek and comfortable she never forgives him.

#### GENERAL TRADE REVIEW.

In many regards the panic in Wall Street last week was different from any ever known in this country. The breaks in the values of stocks in preceding panics have been the culmination of boom conditions, but there was not the rapid advance in prices to abnormally high figures at the last which characterized this one. It seems in this case that there was an accidental corner in the stocks of one of the gigantic railway systems caused by the effort of financiers to get control for purposes of combination. Thus being purely a speculative panic, there is less effect on the financial world and on industries than has ever been known from a severe Wall Street flurry. Indeed, it would seem now as though the effect was likely to be really beneficial on general industry in that the mania for speculation of recent weeks has diverted much money and attention from legitimate The consequence of the business. squeeze will be to keep many out of the Street and funds will seek investment elsewhere. Share trading starts this week a little more than a third in volume of the days preceding the panic, but even this is a fair showing as compared with the amount not many months ago. Such a trade is phenomenal in the week succeeding a panic.

On May I all previous records of pig iron production were surpassed, the weekly capacity of furnaces in blast being over 300,000 tons, for the first time in the country's history. If this output, at the rate of 15,600,000 tons yearly, was accompanied by accumulation of stocks there would be reason for alarm, but, on the contrary, there has been a steady decrease, amounting to 116,067 tons since the year opened; whereas, in the same four months of 1900, with a slightly smaller output, furnace stocks rose 112,831 tons. It is this wonderful demand that sustains prices and gives little reason to anticipate such a collapse as occurred a year ago. Finished steel mills are from two to three months behind orders and, while the market is more quiet, the tone continues firm. A matter likely to have a far greater disturbing influence on this industry than the Wall Street flurry is the projected strike of the machinists of the country.

The most serious problem the cotton goods makers have to contend with is the fact that they have been paying too much for their staple and so can not sell goods on the new level of the decline. This is causing the idleness of many spindles as there is poor show for anticipating future needs under such condi-Wool manufacture, on the other hand, is depressed by the cheapness of wool and the prospect of a heavy clip next month. Boots and shoes exceed all previous shipments from the East and the shops report good contracts.

It is well to paddle your own canoe, and it is also well to paddle the gable end of your boy's trousers occasionally, if you would make a man of him.

Some men seem to have been made out of dust that had gravel in it.

### Getting the People

Vim as an Element in Bringing and Hold-ing Custom.

Vim means enthusiasm, but it means something more. There is in its meaning more of the staying quality than is found in the longer word. There are in it more of energy and more of earnestness and, perhaps, less of the hurrah boys.

The dealer who tries to sell his goods by advertising to-day must be in earnest. He must believe in himself and in his goods.

There are dealers who think they can sell almost anything by making enough noise about it. It is coming to be recognized that the auctioneer's operations are essentially temporary. Noise and hurrah] may induce forced sales, but they will not build up trade.

The merchant must believe in himself and in his goods. The man who can not buy goods right can not sell goods. To believe in his goods a man must be able to buy them right.

With goods bought right and a good fair margin added for profit a man can believe in himself. It too often occurs that one is timid on these points. He fears that his competitor has some advantage over him in buying or that he will sell on a smaller margin. The apprehended danger that he is being beaten on these points takes all the vim out of him and his timidity is manifest in all his work.

A man of good common sense who pays his bills can buy right. It is not that he must buy below any of his competitors, nor need he fear that under similar conditions any of them can far outbuy him; the thing is to have the prices right, and if they are a little higher in some cases it is nothing to frighten one-there is more often occasion to fear the effects of too low prices.

The advertiser who believes in himself and in his goods can give his work the ring of conviction. This sort of vim counts. It is an unconscious qualitythe product of conditions. It can not be simulated.

But it can be lost unconsciously, even when there is no reason for its loss. A fit of the blues-all are of variable degrees of buoyancy of temperamentmay make the bravest and most energetic too timid for good work. The remedy is simple-rest and get on your feet again and then do your work.

The spirit of sincerity and indomitable energy will create the best style for advertising. In such work there are no uncertainties, no ifs, no expressions of a desire to do something. There is no "we have on hand and are very anxious to sell" or even "we are going to " but "we are selling and you want sell, it."

Vim is contagious. Its germs are conveyed in the wording of an advertisement; and, unlike many other contagions, it is attractive. Customers like the spirit of assurance, of candid conviction and no attractions offered by the indolent can serve to neutralize this sort of contagion.

I must repeat, it can not be simulated. Vim is the product of a belief in one's self and a belief in one's business. This, with the exercise of dili-gent common sense, will assure success under any reasonable conditions, and the man not under such conditions can not make a change too soon.

The Coy Mercantile Co. occupies a

#### SENSIBLE IN STYLISH SHOES!

You've read and heard of us before. We want you to hear from us again. Scores of customers have tried and tested our SHOES for years until now, it is a maxim that if you want a good shoe, "Get it at Coy's." We know how to do business one way and that is strictly on the square. We want your shoe trade and we promise to make it pay you to buy your shoes of us. All kinds and conditions of men, women, boys and girls find their feet easily fitted with us with good durable stylish shoes that are money savers. We are now showing one of the largest shoe lines north of Traverse City. Some pretty lines of Women's Toe Slippers, Walking Shoes and Oxfords at \$1.00, \$1.25 and \$1.35. Buy your Shoes at the Busy Big White Store on the Corner. Premiums for

#### COY MERCANTILE CO., LTD.

CHAS. H. COY. Manager.

ALDEN

MICH

IT, IS NOW FULLY TIME

Brick, Lime, Cement, Sash and Doors. Nails, Paints, Oils, Varnishes Barbed and Plain Wire, Cook Stoves, Ranges, Bicycles, Pumps, Eavetroughing, Plumbing, &c.

\*

We will say that we are here to figure on these lines and to SELL the goods.

YOURS FOR BUSINESS.

W A. LOVEDAY & CO.

#### PRESERVES BERESES BERESES BERESES HERE WE ARE

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

at the same old stand. We have secured the services of Charles Watznauer, an experienced

#### TINNER.

Bring in your work and try us tor skill and price.

J. H. Edwards & Son. W 4922222222222222

#### -----YOU OWE US NOTHING

For doing right. The druggist who desires to grow in the confidence of his neighbors has no other safe and sure way open to him. We simply solicit your patronage on the grounds of pure drugs, rightly handled, at fair prices. On this basis we have grown; on this basis we will coatinue to grow. We are in business to make raoney, but know full well that we must earn your confidence before we can get your patron-

Maus' Drug Store.

## CLARK BROS.

Have just received their new line of

#### WALL PAPER

FINE IN QUALITY RIGHT IN PRICE.

They will also have about April 10th, their new line of

Carpets Rugs and Curtains.

Watch for them. Respectfully yours,

Clark Bros.

## How Is Your Tooth Brush?

When it wasrs out we want to sell you the next one, and if we don't give you the best tooth brush for your money you can come back and get a new one. We've got them with hard bristles or soft bristles or in between-just as your teeth need them. We've tooth preparations, toowashes, pastes, soaps and powders.

large space and the printer has tried to make his work effective, but not with the most abundant success. In the first place, the writer gives him too much matter and much of it is evidently intended to fill space. There are too much "we want" in the writing and too many independent, unrelated propositions. The platitude as to "doing business on the square' is too general and conventional to sell shoes. material enough for a good advertisement, but it must be heroically pruned and trained into symmetry. Premiums for cash trade ought not to be a necessary expedient. Your customers want shoes, not premiums. The printer should have made the upper panel wider and the type plain and possibly a little The solid paragraph should have been shorter and broken by moderate display in the center. The name in the lower panel should have been a plain letter and the name of the manager larger. The address should have been spaced nearer together and in more extended letter.

W. A. Loveday & Co. write a live hardware advertisement, and the printer has done his work fairly well. It would better accord with the present style to omit the points at the ends of the display lines. I do not like a complimentary address in closing an advertise-ment, even if it has "business" in it. Omitting the line before the name would strengthen the advertisement ma-

terially.

J. H. Edwards & Son write a fairly good announcement of their tinning department, but the printer should not have changed the style of type in "Tin-ner." "Hardware" and the address should have been added at the bottom.

Maus' Drug Store writes a dignified, argumentative advertisement which has elements of value. The printer's work would be improved by using a letter at the top that is not so black and a signature not quite so crazy.

Clark Bros. write a good businesslike advertisement, but, to my notion, less styles of type would improve it. I should have given more of the space and display to wall paper, giving reference to rugs and carpets below the signa-ture. The space used for "Respect-fully yours" would afford room below for the address, which is desirable.

E. M. Kennedy, the Kalamazoo druggist, writes an advertisement in the conversational style which is so popular nowadays in speaking and writing. The wording is good and the announcement ought to sell tooth brushes-and other things as well in which there is more money for the druggist. His printer should have given him a letter not so black at the top and plainer, and the signature should have been less adapted to hardware or the blacksmith. "Preparations" should not have been misspelled. Correct spelling is especially essential in this style of writing

Only a Glimpse.

Detective-Did you see a man and woman driving past here in a dog-cart about an hour ago? Mrs. Blank—Yes.

"Ah, we're getting on the track of them! What kind of a horse was it?

'They were driving so fast I didn't notice that. But the woman had on a Scotch mohair and wool jacket of turquoise blue, last year's style with stitched lines, a white pique skirt with deep, circular flounce, a satin straw hat, tilted and rather flat, trimmed with hydrangeas and loops of pale blue surah and her bein med done. and her hair was done up pompadour. That's all I had time to see."

When it comes to that critical stage in the retailing of footwear that the legitimate retailer has not only to com-

legitimate retailer has not only to compete with the shoe manufacturer, but with tricky schemes as well, it is time that somebody said something.

Manufacturers who have invaded the field of the legitimate retailer have neglected no opportunity to educate shoewearers in regard to the economical desirability of dealing directly with the maker. The argument reads well, but the sensible person is slow to understand how the manufacturer can conduct a retail establishment any more economically than a dealer can.

The only difference, if there is any difference at all, is the slight profit per pair that the manufacturer receives from the retailer who buys his goods. In these days of fierce competition this

pair that the manufacturer receives from the retailer who buys his goods. In these days of fierce competition this profit on a single pair of shoes doesn't amount to much, and the manufacturer who is endeavoring to fool the public knows it as well as the other manufac-

turer who is selling shoes to the re-

Where the manufacturer-retailer really Where the manufacturer-retailer really has an advantage over the plain every-day retailer is in his ability to produce a handsome line of samples for his display windows and another line for his cartons. The samples in the window are supposed to represent the goods on the shelves. Here is where they are misrepresenting things. Here is where the shoes would have caused the late Mr. Ananias to have been uncertain as to his rights as a champion liar. But his is said to he so. It is a sample of Mr. Ananias to have been uncertain as to his rights as a champion liar. But this is said to be so. It is a sample of the kind of competition that the new century retail shoe dealers are compelled to meet. It is to be hoped that there can be some way of meeting this competition without "fighting fire with fire." The average shoe dealer does not pose as a saint, but there are some things he would not do and could not do. This sample business is one of these things.

And yet, looking the matter squarely

in the face, one is forced to admit the necessity of doing something. The manufacturers have cut into the retailers' business during the past few years, and it is only from a lack of some method of retaliating that the long suffering retailers have been silent. Some day the worm will turn, and the manufacturer who is flirting with two ends of the industry, to the shoe dealers' discomfort, will feel like standing from under.

## Calfskins More Closely Competed for Than Formerly.

Formerly.

"The season for the annual take off is at hand," says a dealer in green calfather can be some way of meeting this of the er can be some way of meeting this off posses as a saint, but there are some hings he would not do and could not see any indication of even a normal ships he would not do and could not see things.

And yet, looking the matter squarely

Formerly.

"The season for the annual take off is say and comparatively few are marketed as they formerly were. There are some supply. I do not argue that fewer skins will be taken off, but since the introduction of the many patent tannages the use of calfskin leather has materially increased. The methods of distribu-

tion have radically changed. Formerly there were many collectors and country butchers who sent their skins to the large city markets, where they were sold by commission dealers to the tanneries. It was a matter of common occurrence for salters to carry enormous packets in their cellars during the last months. During the succeeding years it became the custom to sell them as they came in and let the tanners carry them in warm weather. Now it is the custom for large tanners to employ traveling buyers, who invade every small country village and pick up the calfskins, and comparatively few are marketed as they formerly were. There are as many calfskins as ever, but they are more closely competed for." tion have radically changed. Formerly

No. H 3625. Men's Velour Calf, ½ D. \$2.35 A Hummer to retail at \$3.50.



This is the front cover of our first "Helpful Hints" booklet.

It will pay you to see these booklets, which we publish "every little while."

They cost you nothing and we do not confine them to our cus-

If you want all the new business pointers, write us to put your name on this "Helpful Hints"



No. H 900. Women's Dongola, Foxed \$1.35

# 20th Century Methods

Should interest you. Our position in the shoe field is positively unique. We manufacture every shoe we sell and ship direct from our factory, here in the center of population. We help our customers sell their goods, rendering them valuable service without charge.



C.M.HENDERSON & CO. The Western Shoe Builders

A CHICAGO.

Keep in touch with the most progressive people in the trade. Besides manufacturing all lines of shoes, we keep them in stock for immediate shipment.

Send for sample dozens.



. H 1903. Girls' Don	
S., Lace, Paris Toe, Tip	
81/2-12	1.00

Have these in both lace and button, also in angaroo calf.



The trade-mark of our famous "Red School House" shoe is known the country over as a guaranty of merit.

The merchant who handles this line gets the school trade of the town.

Our line of women's shoes at \$2.00 and \$1.35 are especially strong.

Our \$2.25 shoes for men sell readily at



No. H 6020. Men's Oil Grain Creole, \$1.10

#### **Around the State**

Movements of Merchants.

Chesaning-E. M. Foster has sold his bazaar stock to E. E. Judd.

Wallin-King Bros. have purchased the grocery stock of F. N. Jones.

Lake Linden-Dr. A. F. Fischer has opened a drug store at this place.

Coloma-Thomas Gibbons is closing out his general merchandise stock.

Belleville-Geo. C. Coleman has purchased the harness stock of Isaac Crane Cheboygan Sinclair & Mathews have sold their dry goods stock to Glover & Co.

New Buffalo-F. L. Schrader has purchased the grocery stock of Frank A.

Shepherd-J. S. Bicknell, dealer in dry goods and clothing, has removed to

Benton Harbor-Wenman Bros. have purchased the grocery stock of Chas. S. Hopkins.

Holt-Fred Nickel is succeeded in the foundry and vehicle business by Chris. Korkoski.

Sault Ste. Marie-Arthur G. Bailey has opened the Bailey pharmacy in the Goetz block.

Detroit-Chas. F. Kimball, groces and meat dealer, has sold out to Mrs. M. O'Connor.

Dowagiac-Hamblin & Moulthrop succeed Cooley & Hamblin in the grocerv business.

Lake Linden-Alfred Krueger has engaged in the grocery and confectionery business.

Eau Claire-Smith & Phillips succeed Lester G. Smith in the grocery and crockery business.

Port Huron-Emory Richards has opened a grocery store at the corner of Howard and Ninth streets.

Elmira-Benj. Scott has added a line of hardware and agricultural implements to his grocery business.

Flint-Levi Brown & Son is the style of the firm which succeeds Brown Bros. in the grocery and fish business.

Detroit-Jos. D. Culnan has taken a partner in his grocery business under the style of Culnan & Cheseman.

South Lake Linden-Joseph Weis has opened a grocery and confectionery store in the new building erected for him.

Wolverine—H. and S. Cook have purchased the Burnham, Stoepel & Co. general stock and are continuing the business.

Moline-E. C. Nevins has purchased the drug stock of E. N. Bates and will remove it to the new building now in process of construction.

Red Jacket-Arnold A. Miller has opened a meat market in the Hennes building. He was formerly manager of L. Hennes & Co, 's Calumet store,

Flint-Articles of association have been filed by Howard Hughes, I. A. Hopkins and James E. Leete to carry on a drug business for the next five

Traverse City-Asher & Co. have opened their new Fair store in the Loeding building. They will carry a line of crockery, glassware and bazaar goods.

Laurium-Louis Labby and George Daume have formed a copartnership and purchased the meat market of Mathias Sailer. The new firm is known as Labby & Daume.

Ashley-D. W. C. Tiffany and N. B. Bowker have formed a copartnership,

continue the furniture, undertaking, hardware and implement business of Mr. Tiffany.

Hastings-S. E. Phillips, for many vears connected with the business interests of this place, has engaged in the flour and feed business in his new location at Chelan, Wash.

Big Rapids -H. Wilinski has removed his clothing stock from Saginaw to this place and will locate in the brick block of Darrah Bros. & Co. on North Michigan avenue.

Mancelona—J. M. Flanagan has moved his stock of dry goods, boots and shoes and furnishing goods into the store adjacent to his former location He has added a line of furniture.

Saginaw-Ladd Bros. have leased the store building at 116 South Hamilton street and will engage in the purchase of cheese. Last season they were in charge of the cheese department of the Saginaw Produce & Cold Storage Co.

Newberry-A copartnership has been formed between Andrew Westeen and J. A. Shattuck to continue the general merchandise business of the latter, who is desirous of retiring from active business life. Mr. Westeen will assume the management of the business.

Grant-Jorgensen & Hemingsen, who uttered a \$2,000 chattel mortgage to the Ball-Barnhart-Putman Co. and other creditors three or four years ago, have liquidated the indebtedness and secured a discharge of the mortgage at the hands of the trustee.

Pentwater-F. W. Fincher, on account of poor health, has retired from the active management of the Grange store, which will hereafter be under the supervision of J. E. Gamble. Mr. Fincher will, for a time, have charge of the machinery and farm implement stock.

Petoskey-On July 1 the Brackett Hardware Co. will be changed from a limited copartnership to a joint stock company. The capital now invested by the copartners will remain in the form of stock and an equal amount of new stock will be issued, so as to double the working capital and capacity of the concern.

Evart-V. E. Lacy has disposed of the brick block occupied by the mercantile firm of Davy & Co. and the drug and stationery stock of G. N. Bruce. Davy & Co. have become owners of the premises occupied by them, 44x132 feet, facing on Seventh street and occupied by their grocery department. Mr. Bruce has purchased the corner store, 22x100 feet, occupied by him as a drug

#### Manufacturing Matters.

Detroit-The Detroit Table Manufacturing Co. has been organized with a capital stock of \$5,000.

Litchfield-The Litchfield Butter & Cheese factory has increased its capital stock from \$10,000 to \$25,000.

Jackson-The Granger-Hayden Carriage Co. succeeds the Collen-Becker Carriage Manufacturing Co.

Fenton-The capital stock of the Detroit Portland Cement Co. has been increased from \$5,000 to \$1,000,000.

Elk Rapids-Henry Ogletree, of Central Lake, has engaged in the cigar manufacturing business at this place.

Detroit—The trial of the suits of the Fred W. Wolff Co. against the Detroit Sugar Co. and the Oakland Sugar Mill Co., in the United States Circuit Court, ended May 14 in a verdict for plaintiffs for \$29,627.19. Plaintiffs supplied a under the style of Tiffany & Bowker, to quantity of machinery to equip a beet

sugar mill and defendants refused to pay, alleging that the machinery was

Lansing-Arrangements have been completed by the Lansing Business Men's Association whereby a factory for the manufacture of a patent plow point will be established on the Improvement Company's addition in this city. Ground will be broken for the new factory this week. Charles Keith and Walter Pratt are the principal stockholders in the new company. The company will manufacture a patent plow point for Jerome B. Wilson, who will receive a royalty.

#### Trying to Get Away From the Credit System.

Calumet, May II--Several of the largest merchants doing mercantile business in Calumet on the credit sysbusiness in Calumet on the clean 333-tem for many years past are now seri-ously considering the advisability of changing to the cash system, and it is probable that one or more of them will probable that one or more of them will make the change in the very near fu-ture. There are few towns in the coun-try where business is conducted along the lines it is in Calumet and where the credit system has secured such a hold on the people and on the business men. To break away from it entirely would be next to an impossibility in Calumet.

The system is an outgrowth of the early days of mining in the copper country, the mining company store and the plan of monthly payment of employes of the mine being in a degree responsible for it. In the early days, when stores were few and far between, when stores were few and far between, the storekeeper was pretty much of a banker as well as merchant and every store was a department store on a small scale. The city has never outgrown this entirely. The credit system of doing business fastened itself on the people here and hundreds of people who get their income once a month pay their bills once a month and have lived on that plan for so long that it would be bills once a month and have lived on that plan for so long that it would be utterly impossible for them to break away from it. In fact, the great major-ity of people in the city do business ex-actly on that plan. There are at present very few, if any, business houses in the city who do a strictly cash business. There are many who profess to do so, but it is doubtful if there are more than

but it is doubtful if there are more than an exceptional one or two who do not do some credit business, as they really can not help it and keep all their trade. The greatest trouble with the credit business has been the dead-beats, as it did not require much engineering for any man to get credit at a local store and then beat the proprietor out of more or less money. Notwithstanding the fact that many of the managers used their best efforts to prevent such things, it was practically an impossibility to prevent more or less of this class of trade being forced on them. Nevertheless, it is stated by well-known businessmen that the credit system will live and flourish in Calumet as long as there is a town and that it can never be eliminated from business in this city. Several in a town and that it can hever be eithiniated from business in this city. Several of the big firms here are planning on going on a cash basis sometime this summer, but it is doubtful if they will make it a success.

If a man is big and fat and able to keep his mouth shut, he can bluff nearly anybody.

#### The Boys Behind the Counter.

Saranac-Ernest Barber, who has been for some time clerk in A. W. Burnett's drug store, has secured a more lucrative situation in a drug store at Kalamazoo.

Traverse City-James Brace, of Newaygo, has taken a position in the drug store of James G. Johnson.

Belding-Fred P. Smith, ex-city clerk of Belding, has been transferred from Green Bay to Appleton, Wis., by the Continental Clothing Co., with which concern he is engaged, giving him a better position and an advance in sal-

Manton-Eugene Delong, salesman at C. B. Bailey's general store, and Miss Jessie Schutts, of Lakeview, were recently united in marriage.

Marshall-Herman Zanger has taken position with the dry goods firm of J. P. Huckeaslein & Co., in Detroit.

Durand—Miss Mae Hoffman has taken a position in C. Minto's store, as book-keeper.

Bay City-F. H. Beckwith, formerly with the Bay City Cash Dry Goods Co., has taken a position with Jay Thompson & Co., having charge of the dress goods and silk department.

Kalamazoo-Mrs. G. W. Cate has resigned her position in the cloak department of Flexner Brothers and Miss Agnes Owens has been employed to succeed her.

St. Joseph-C. D. Pease, who has been employed as clerk in Pound's dry goods store, has resigned his position and taken a similar one at C. C. & Chester C. Sweet's hardware store.

Howard City-Joseph Taylor has resigned his position as salesman in Crittenden & Co.'s grocery store to accept a similar position with Bradley & King.

Thanks to the energy and aggressiveness of Representative Schumaker, the merchants of Michigan are likely to have ample protection from itinerant fly-by-night merchants, as such peddlers will be put out of business, as they will be required to make a deposit of \$500 with the Secretary of State, secure a special license costing \$25 and also obtain a local license, the cost of which will be graded according to the value of the stock based on the existing assessment rate. Provision is also made for fly-by-night merchants who carry on bankrupt and fire sales, as they will have to comply with the same conditions as they will be required to make a sworn statement as to where they procured the goods.

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

Do you use circular letters in your business? If you do, and are looking for some one to write them, or if you have any other kind of TYPEWRITING

TYPEWRITING
to be done, I am at your service in this line. My
work is neat and accurate; my rates reasonable.
I do the work as you request it done, and can
guarantee to pleaseyou. No dissatisfactory work
from me. I also take dictation and would like
to have you try me in this. Call on, or address
CHAS. H. WINKE, 96 4th St., Grand Rapids.

### M. O. BAKER & CO. TOLEDO, OHIO

Want to buy Potatoes---Carlots.

#### Grand Rapids Supply Company

Jobbers of WROUGHT IRON PIPE

Fittings, Valves, Pumps, Well Points and Tubular Well Supplies. MILL SUPPLIES

20 Pearl Street

Grand Rapids, Michigan

#### Grand Rapids Gossip

The Produce Market.

'Apples—Ben Davis are steady at \$3.75 per bbl. The prospect for apples is far above the average at this season. Generally there is a decline in condition to be noted at this time, but the past winter was so mild all over the country that very little injury was done. According to a recently compiled table the condition is about 94 everywhere. In some states it is 100, which is unusual. Peaches are 90 or over everywhere except in California and Oregon, where ey are 67 and 77 respectively.

Asparagus—Home grown commands

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 working downward. Local dealers hold handpicked at \$1.75 in carlots and \$1.80 in bog lots in bag lots.

Beets-\$1 per bbl.

Blackberries-All through the North west have been badly winter killed. In Michigan the black and red rasp-berries are an ordinary crop, and in some sections slightly above the aver-

Brussels Sprouts-Are attracting con-Brussels Sprouts—Are attracting considerable attention among growers in the vicinity of New York. In some sections of Long Island the acreage has been doubled within the past two or three years, but the yield has been absorbed by New York buyers without any material reduction in price. A good many are canned also, which has established a still stronger demand for them them.

Butter—Factory creamery is steady at 18c. Receipts of dairy grades have increased in volume and improved in quality. Fancy commands 15c, choice ranges from 12@14c and packing stock moves readily on the basis of 10@11c.

Cabbage—Southern commands \$2.25@ 3.50 per crate, according to size.

Celery-Florida stock is in fair de nand at 75c per doz. bunches.

Cranberries—Only a few barrels are left, and those are working out slowly at nominal prices.

Cucumbers—Home grown command \$1 per doz. Southern fetch 85@90c.

Eggs-Local dealers market their receipts on the basis of 11c as fast as they come in. Current receipts are breaking the records, and it looks as though the May crop would be larger than ever known before. The storage warehouses at Chicago continue to put in eggs, and there are fully 35 per cent. more in now than was ever known cent. more in now than was ever known at this season of the year. A conservative estimate is there are more than 400,000 cases of eggs in Chicago coolers. The small dealers along South Water street have thus far put up no eggs for their customers. They usually have a surplus in April and put these in the coolers, but this year competition in the country has been so strong, and Armour and Swift have taken all the April eggs offered, that the commission merchants offered, that the commission merchants are bare of stock for next fall. They are are bare of stock for next tall. They are now candling as rapidly as they can get the stock and are putting it in the coolers. This will make late storage, and it would surprise no one if the entire capacity of the city is more than taxed capacity of the city is more than taxed before the cooler eggs begin to move next fall. All the Eastern coolers are fuller than ever before. At Syracuse no more eggs to speak of can be received. Boston has 40 per cent. more than at this time last year and New York has 55 per cent. more than a year ago. In the face of all this the movement East is heavy. The quality of the eggs in the coolers is good, with a larger percentage of April storage than larger percentage of April storage than was ever known before.

Green

Green Onions—Toc 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@

Lemons—Californias command \$2.75 r 300s and 250s per box. Messinas tch \$3.25 for choice and \$3.50 for

Lettuce-Hothouse stock is in good emand, commanding 11c for leaf.

Maple Sugar—10@10½c for genuine

Maple Syrup—\$1 per gal, for fancy,
Onions—Bermudas command \$2.60
per crate. Egyptians fetch \$3.75 in

per crate. Egyptians fetch \$3.75 in 112 lb. sacks.
Oranges—Mediterranean sweets fetch \$3@3.50. Seedlings range from \$2.25@3. Parsley—40c per doz.
Parsnips—\$1.25 per bbl.
Peaches—A large number of peach orchards in Delaware, having only worthless or unpopular varieties, will be destroyed this year, which will be again to the market. Formerly the Delagain to the market. Formerly the Delaware peach was considered the most perfect specimen of the peach obtainable, but gradually its prestige has declined, until it has come to be of small system of setting, pruning and cultivating is to be attempted in some localities this year, and results will be carefully studied in an endeavor to win back some of the fame of the Delaware peach.

Pieplant—75c for 50 lb. box. Pineapples—Are stronger a Pieplant—75c for 50 lb. box.
Pieneapples—Are stronger and more
active for ripe and fancy stock. Poor
goods are barely salable at inside quotations. General conditions are unchanged except that the tendency ward increased activity and higher

Plants—Tomato and cabbage command 75c per box of 200. Pepper and sweet potato fetch 90c.

Potatoes—The market has rallied considerably during the past week and is stronger all along the line. Country buyers are paying 28@32c. Local dealers hold their supplies at 35c.

ers hold their supplies at 35c.

Poultry—Farmers are so busy putting in their crops that they can not find time to kill and dress poultry, in consequence of which local dealers are compelled to draw on Chicago for supplies. They pay as follows for dressed: Spring turkeys, 11@12c; old, 8@oc; spring chickens, 11@12c; fowls, 10@11c; spring ducks, 11½@12c—old not wanted at any price: spring greese. o@ 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 ducks, 9½@10½c; pigeons, 50@6oc per doz.; squabs, \$1@1.25 per doz.; broilers, 18@25c per lb. Radishes—18@20c per doz. bunches for hothouse stock.

for hothouse stock.

Seeds—Blue grass, \$1.25@11.50; 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—\$3.25 per case of 24
qts. for Mississippi stock. Arkansas
stock in 32 qt. cases commands \$5.50.

Tomatoes—\$1.75 per 4 basket crate.
Turnips—\$1 per bbl.
Vegetable Oysters—20c per doz.
Water Cress—50c per doz.

A. W. Stein, who is engaged in gen-129 Butterworth avenue, has purchased the dry goods and notion stock of Geo. H. Kirtland, at 1159 South Division street. He will shortly remove his general stock to the latter location and open a department store.

Mrs. Peter Schuit has engaged in the grocery business at 537 Ottawa street. The Freeman Mercantile Co. furnished the stock. Peter Schuit will manage the business.

T. D. Rose & Son, hardware dealers at Moline, have added a line of groceries. The Freeman Mercantile Co. furnished the stock.

Mrs. R. Dutton has opened a grocery store at Ottawa Beach. The Worden Grocer Co. furnished the stock.

A man is always wanting something he can't get and always getting some-thing he does not want.

Sugars-The raw sugar market slightly weaker. Refiners are generally disinclined to pay 45-16c for 96 deg. test centrifugals and what few sales were made were at 4 9-32c, a decline of 1-32c. Refiners were willing to take further supplies at this price, but offerings were decidedly limited, as, in view of the strong statistical position, holders remain firm, anticipating higher prices in the near future. The refined market is firm but unchanged. Buyers have but small supplies on hand and, with the early summer demand close at hand, it is believed an active market will be experienced, with a gradual rise in prices, influenced by anticipated higher prices for raw sugar. At the present basis, the margin between the price of raw and refined sugar is 1.01c per pound.

Canned Goods-There have been no changes of interest to report in the general canned goods market during the past week. The market has moved along quietly, and the quotations for all kinds of spot goods underwent change. There is, however, a growing interest manifested in the condition of the growing crops. The demand for spot peas is good, with a continued scarcity of the better grades. tomato market was not so active last week and the buyers are slow to take hold of any large lots. There were some very cheap tomatoes offered at exceedingly low prices, which somewhat weakened the market, but full prices are obtained for the full standard goods. There is very little to say about future tomatoes; there are not many offered and there are not many buyers in sight. Corn is very quiet, showing that very little interest is taken in it. However, full prices are obtained for what few lots are sold. There is a good demand for gallon apples at un-changed prices. The first of the new pineapples arrived in this country last week. The quality of the fruit was excellent. The size is all that could be desired and it is the opinion of the pineapple packers that the cargoes now afloat are the finest ever brought to this country. Those which came in last week were not for the packers, but were sold to the retailers, the packers waiting for larger receipts in anticipation of lower prices. It is expected more will be in within a few days, when the active canning season will commence. The peach crop continues to flourish and it is now almost certain that there will be a large crop of good quality. The market for spot peaches is quietremarkably so-and there are very few selling. Sardines are very quiet, most dealers having recently purchased heavy supplies. Salmon is rather quiet. Stocks are light and many predict an advance soon, as the largest consumptive season is just beginning. There is nothing of special interest to report of the remainder of the market. The orders, while plentiful, are rather small for all lines. The outlook for an active and prosperous packing season never was brighter, and the packers all seem to be eager to get to work. Dried Fruits-The dried fruit mar-

ket generally shows rather more activity and the consumptive demand is good. Prunes are in quite good demand, 40-50s, 60-70s and 90-100s being most wanted. The smaller sizes are in light supply and are held firmer, particularly 90-100s, which are very scarce. There is a fair business in loose muscatel raisins. The demand is prin-

grade. cipally for the three crown Stocks of loose raisins are light. is a little more interest in seeded raisins, also, stocks of which are gradually decreasing. The apricot market is in better shape, the cheap lots being well cleaned up. Choice goods are still wanted, but are hard to find as they are also scarce. Prices for all grades are firmly held. Peaches of all grades are in good demand at previous prices. Cheap peaches are still wanted by the regular trade, but the demand is less urgent. Dates are easy, holders showing anxiety to sell. There is practically nothing doing in figs. In sympathy with the advancing Grecian market, currants have advanced 1/2@1/8c on the different styles of packages. There is a good demand for evaporated apples at previous prices. Stocks, however, are very light and very firmly held.

Rice-Dealers report an increased demand for rice, and a better disposition was shown by buyers to pay ruling prices. The improved enquiry apparently is due to the fact that buyers throughout the country are carrying light stocks, as all orders are specified for prompt shipment. The general position of the market is strong. Dealers remain firm and prices are fully maintained for all grades. Choice styles command relatively high prices, owing to their scarcity and to the fact that the supply promises to be limited during the whole season. The question of an advance is still in evidence. It is said there are good reserves of rough rice available, but they were laid in at round cost to meet the future requirements of the trade. These supplies are in the hands of a few large holders and may not be marketed until prices advance sufficiently to cover prime cost, carrying expenses and milling profit.

Tea-Most dealers report a slow market for teas. Only a moderate business was done during the past week, principally in green teas, for which full prices were realized. Prices remain quotably unchanged, holders refusing to make concessions.

Molasses-The molasses market is quiet, but, on the whole, business is satisfactory, considering the time of year. Buyers purchase supplies to fill current wants and are not inclined to stock up with the approach of warmer weather. The position of the market is strong, particularly for mixtures and blends, owing to the continued firmness of glucose. Because of the firm and higher prices asked by some dealers for mixtures and blends, some buyers are paying more attention to straight molasses and full prices are realized for all grades.

Fish-Codfish has advanced 35@50c at Gloucester. Supplies there are reported very scarce, recent arrivals being bought up practically as fast as landed. Withdrawals of fishing vessels to go into mackerel fishing has also strengthened the market. Gloucester dealers are now delivering pro rata.
The demand for codfish is reported good. It is a very unusual thing for fish to advance at this time of the year, fish to advance at this time of the year, but there is a good reason for it, as in former years there has always been more or less old fish carried over from the fall before, but this season started off with very light stocks and the catch has been nothing compared with pre-

vious years.

Nuts—Advices from Tarragona estimate almond stocks as being rather liberal, with the new crop progressing well. Jordan shelled are somewhat firmer, while Valencias are easier in sympathy with Sicilies. Peanuts are in good demand at unchanged prices.

#### Hardware

Breakage of Stoves in Transit From the Maker's Standpoint.

The breakage of stoves in transit, and how to dispose of each case as it comes up, is a proposition that confronts all of us almost as regularly as Uncle Sam delivers our mail. It is not of recent origin, but has been a "bug-bear" to the dealer and the manufacturer, in the order named, from the time that stoves were first made, and having become fired with the spirit of expansion that has prevailed throughout our country, especially since that memorable mornis a proposition that confronts all of

has prevailed throughout our country, especially since that memorable morning on which our fleet entered the harbor of Manila, it has grown ten-fold.

The excessive breakage during the last two years or more is, primarily, the result of gross carelessness in handling on the part of the transportation companies and their depot employes; the latter, being compelled to take care of an immensely increased amount of freight mensely increased amount of freight without a corresponding increase in help, have become careless in the ex-treme, and this has been aggravated by the introduction of air brakes and automatic couplers, with which all through freight trains are now equipped as required by law, which enable the train men to check a momentum almost beyond the power of the human mind to comprehend and to stop a heavily loaded train within almost a distance of too train within almost a distance of 100 feet, thus exerting a force sufficient to batter down the great wall of China, to say nothing of its effect on a modern

The railroads and the dealers may tell us, as they frequently do, that we are to blame because of insufficient and imperfect crating, but my experience, and that of my company, based on a close observance of individual cases in order observance of individual cases in order to test it, have proven that assertion to be without any foundation in fact, as the better a stove is crated the more carelessly it is handled, and the more disastrous the results, unless it is shipped in an iron bound box, packed with excelsior.

with excelsior.

Before taking up this question I consulted the catalogues of over 100 manufacturers, and, under the head of "Terms," as published by them, it was very explicitly stated, with but two or three exceptions, and in most of them in bold black type, that "our responsibility ceases after obtaining carrier's receipt in good order, etc." I then addressed the secretary of each of the eleven local associations, and some of the larger manufacturers, enquiring if these terms were lived up to by their members and, if not, what their custom was in dealing with breakages. Replies were received promptly from all of them, except one Pennsylvania association, and not a single one admitted that the terms excelsior. not a single one admitted that the terms were fully enforced, and all had different methods of treating their complaints, but they were unanimous in stating that

abuse that we are constantly trying to keep down. They are but human and will take everything you give them, and they are not disposed to let one manufacturer dish out more generosity than another, and they are shrewd enough to hold on to all you give them. We, the manufacturers, are responsible for all the things we have to kick about, and I believe we can undo what we have done if we will.

I am one of those who is firm in the faith that this association can devise a plan for handling the breakage business in a manner that will be entirely satisfactory to all concerned; that its satisfactory to all concerned; that its members can enforce any resolution it may adopt, provided it has the ring of the golden rule in it. I am free to say that I am not in favor of casting all of the burden on the dealer, but that we should insist on an equitable division

\*Paper read at annual convention Stove Founders' National Defense Association by W. S. Todd, of Cincinnati.

in cases where they can not hold the carriers responsible for the whole, and this leads to the remark that there is no necessity of holding out any charitable feeling for the transportation companies, as they will take care of themselves under the claim that they are absolved from all responsibility and liability for damages while in transit in consideration of the, as they claim, low rate in the "released" classification under which nearly, if not quite all, stove rate in the "released" classification under which nearly, if not quite all, stove shipments are now made, but this does not hold good, as in some states they are held responsible under the laws and in a great many others the courts have decided they are liable for all damages except in case of riots, storms, and other causes beyond their control, and this is practically admitted by them, as otherwise they would not request the shippers to sign a released contract for each year.

Waiting on Customers in Turn.

A reprehensible habit exists among many clerks of waiting on people out of turn. This habit leads to serious consequences in the loss of trade. It is a habit, too, that can be so easily corrected by cultivating the faculties of observation and attention that it is really inexcusable. It is a species of discourtesy which produces greater irritation in the customer than almost any other. A busy business man steps into a store; possibly he is on the way to his office and already late. Every clerk is busy; nobody pays any attention to He waits impatiently a few minutes for some one to be at leisure.

Meantime another customer has come in, perhaps four or five minutes after first one, and the first clerk who is at leisure waits upon the second customer before he does the first one. If the first one doesn't go out of that store without making a purchase, resolving never to enter it again, he ought to. It should not be so, but it seems to be a fact that American-born clerks are much more likely to commit this un-pardonable error than foreign-born clerks.

We don't say that the clerks are altogether to blame in this matter. In most cases it is probably largely the fault of the proprietor. It is his business to drill the clerks, not only with respect to waiting on customers in turn, but all other matters which will help trade along. Does he do it? Generally not, it would appear. In large stores where there are numerous clerks and an usher is employed to see that customers are properly waited on, probably the fault which we complain of does not exist to the time has come that something must be done, and the consensus of opinion was that relief could be obtained only through the adoption by this body of some uniform plan.

I believe you will all agree with me that the dealers are not to blame for the that we agree constantly trying to takes in having them waited upon out takes. any great extent and should not exist takes in having them waited upon out of their turn.

#### Proof of Honorable Intentions.

An old gentleman walked into the prosecuting attorney's office recently with an air of serious importance and consulted the assistant in charge about a young man who persisted in making love to his daughter.

"That's no crime," said Mr. Kelly.

"Well, maybe not. But isn't there some law to keep him from making love to her?"

"None that I ever heard of," said Mr. Kelly.

"Are his intentions honorable?"

Mr. Kelly.

able?"
"Yes, sir," was the answer. so anxious to marry her that he's been trying to pawn his watch to get money for the license."

It never cools a man off when the street sprinkler throws water on him.

Anticipatory Action.

Hiram, I am considering a proposal marriage, and, as you have been of marriage, and, as you have been coming to see me for nearly six years, I thought it would be no more than right to tell you of it."
"Why Bella I.—I have always wanted

"Why, Bella, I—I have always wanted to ask you myself!"

"Why haven't you done it?"
"I—I haven't dared to. Will you marry me, Bella?"
"Yes."

"You dear girl!" (Pause, properly filled up): "Tell me, now, Bella, whose proposal of marriage you were consider-''Yours, Hiram.''

BUCKEYE AND SUMMIT SEWER PIPE CO.

Akron, Ohio

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

SAVE TIME AND STAMPS PELOUZE POSTAL SCALES HANDSOMEST AND BEST M

Write us for Discounts

THEY TELL AT A GLANCE THE COST OF POSTAGE II OON PAY FOR THEMSELVES IN STAMPS .
PELOUZE SCALE & MFG. CO.,
CHICAGO

## COAL TAR

Tarred Felt, Asphalt Paints, Roofing Pitch. Galvanized Iron Cornice, 2 and 3 ply and Torpedo Gravel Ready Roofing, Sky Lights, Eave Troughing,

Sheet Metal Workers and Contracting Roofers.



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

Secure the agency of the "Ouick Meal" Gasoline Blue Flame Oil Stoves and Steel Ranges

They have no competitors. Write at once to

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

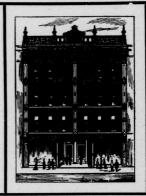


Your stock is not complete without you have the

#### Star Cream Separators

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

> Lawrence Manufacturing Co. TOLEDO, OHIO





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

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St. Grand Rapids, Mich.

7 Tradesman Company Grand Rapids,

#### PAINT DEPARTMENT.

Should Be Made a Feature of a General Stock.

The paint department can easily be made a feature of the general merchandise stock, without any very great investment of capital, and can be made to pay with a smaller outlay of energy and hard work than many other departments of the business.

If the general merchant has \$150 which he desires to invest in a line of paints he will find that this will provide him with an abundant stock, and will equip the paint department so that he can take care of all the business that will come to him. If the capital available only amounts to \$100, it will go a long ways in putting the paint department on a good basis, and the general merchant can discount most of his bills, if he manages conservatively and purchases his stock with discrimination.

In all probability the best way to start the paint department is to secure from the manufacturer or jobber in the town where you buy goods the exclusive agency for a line of paints not previously handled in that town. If possible this agency should be for paints that are reasonably well advertised, or that will be advertised in that section of the country. When an agency is secured handle this line of paints exclusively and build up your business on their merits. Therefore, it is most necessary that care should be taken in accepting an agency and that a good line of paints is obtained. Poor paints will injure the reputation of the seller to a greater extent than the reputation of the maker.

After securing the agency, the retailer should be honest and fair in his treatment of his customers, and in his relations with the firm whose paints he sells. An agency for a well established line of paints is a valuable business asset, and increases in value as the business grows older and as the surrounding country develops. It behoves the dealer then to continue relations unimpaired which will be of profit to him.

In the selection of stock retailers need not load up heavily on any one line. Manufacturers and jobbers now furnish color cards which are adapted to the re-tailing of paints in the general store. These color cards contain something like 14 to 18 different colors, and shades of colors, including those which are most generally required in interior and exterior house painting. The retailer should be guided largely by the demands which he may expect from his trade, in making up his stock. He should purchase heaviest of those colors which are in greatest demand in his locality, in quarts, halves and gallon cans. In all probability half a dozen or a dozen cans of each of these sizes will be sufficient with which to start the business, and in colors which will not be in such heavy demand a quarter of a dozen quarts and the same of halves, with a sixth of a dozen gallons, will be

The dealer should also include a small order for floor stains, floor paints, enamels, etc., and if he is located in a farming community, he should take in a fair stock of carriage and wagon paints, and the lines that are likely to be required in general painting on the farm. He ought also to have a well assorted supply of brushes and should carry in stock linseed oil, white lead, and putty, etc.

Orders from retailers to jobbers or manufacturers can be made comparatively small, and should be sent in frequently. Shipments from wholesale sources, according to the modern methods of doing business, are made on the day that the order is received and dealers are able to obtain supplies in twenty-four to forty-eight hours after the order is received at the wholesale house or factory. This does away with the necessity for carrying large stocks, and makes it possible for retailers to do business without involving as large an amount of capital as formerly.

If the retailer intends to make his paint department pay him a good profit he should display his goods as much as possible. In some modern general stores the proprietor has a narrow shelving built up on the outside of the counter. This shelving is just the width of a gallon can of paint and the different cans are displayed thereon, where they can not fail to attract attention. Such a plan is a good one. Paint cans are usually attractive in appearance and they can be arranged on shelving in a tasty manner. Most country retailers keep their supply of brushes in boxes on the shelving and never display them. If they have no available place for the display of brushes in their show cases, it is a good plan to take a board a foot wide and two or three feet long and attach different sizes of brushes to this by means of staples. This can be hung up alongside of the color card or in some convenient place where it can be seen, and where it can be easily reached. The customer can look over the samples and when a decision is reached the brush can be obtained from the box stored under the counter or on the shelves. It is better, however, to arrange the sample brushes attractively in a small part of one of the show cases. Then they are not injured by the dirt and dust, and are always bright and clean when shown the trade. A few square feet in a glass show case will furnish sufficient room for the brush display, unless very large brushes are carried in stock.

The profit on a line of paints is a fair one for the retailer. Ordinary house paints should return a profit of 25 to 30 per cent. Carriage and coach paints, enamels and specialties of this character should return a profit of 30 to 50 per cent. and the sale of the latter should be pushed. White lead, oil and turpentine are the only lines on which the profit is nominal. In paints they hold a position corresponding to sugar in the grocery department. Varnishes, if handled rightly, may be made to pay a profit of 20 to 25 per cent.

There is little or no loss in the paint department, even under the poorest management. Paints keep year after year without deterioration, and if they are not sold this year they may be the next, but under the present plan of doing business on the part of the jobbers, retailers do not need to carry larger stocks than they can readily dispose of during a season, and there is no necessity for having capital tied up in the paint line that can not be turned over several times during the year.

In farming communities the paint department is important to the general merchant. It helps to hold the farmer trade, and is convenient to the towns people, who, if paints are not carried by the general merchants, are obliged to send to the larger cities for their supplies, which frequently causes them great inconvenience.—Commercial Bulstein

#### His Secret May Have Died With Him.

James McMenamin, the only successful canner of crab meat in the world, has just died in the hospital at Baltimore, and it is feared that his secret has died with him. He is believed to have made \$1,000,000 out of crab canning, by running a large cannery at Hampton, Va., for six months in the year, but he kept the process hidden even from his work people, and unless his will divulges it or he confided the secret to his sons before his death, the canning plant will have to be shut down and nobody may ever know why its proprietor succeeded where others failed.

proprietor succeeded where others failed.

Mr. McMenamin went to Virginia from Massachusetts in 1878. While working as a clerk for Mayor Whitehead of Norfolk it came out that he knew how crab meat could be canned without losing its flavor and Mayor Whitehead helped him to establish a small cannery at Hampton. In time the small cannery was replaced with a bigger one, but never has the big one been able to meet all the demands upon it for canned crab meat.

During the six months of the year when the cannery was open the proprietor was the busiest man in it. A large force of colored women picked the meat from the crabs. It was sent to a locked room in which Mr. McMenamin personally attended to its preparation. Then it was sealed in the cans.

Last year the demand for canned crab meat was unprecedented and the man with the secret, when he died, was wondering how he could increase the output for this year.

#### Lubricant for Bicycle Chain.

To properly lubricate a bicycle chain there are many recipes given. Most of them recommend graphite in some form. A very good recipe is to thoroughly oil the chain by allowing it to lie for fifteen or twenty minutes in any good paraffine oil, and then wiping off the excess of oil. In this way the chain is thoroughly lubricated in every part.

# The Biggest lOc Assortment in the Market.

ORDER ONE TO COMPLETE YOUR LINE FOR SPRING TRADE.

#### DECORATED ASSORTMENT

- 2 Dozen FANCY HANDLED TEAS
- 1/3 Dozen 1-PINT PITCHERS
- 1/3 Dozen COMPORTIERS
- 1/3 Dozen LARGE PLATTERS
- 1 Dozen BREAD PLATES 1 Dozen OAT MEAL BOWLS
- 2 Dozen DINNER PLATES
- 3 Dozen TEA PLATES
- 1 Dozen BONE DISHES
- 1/2 Dozen 11/2-PINT BOWLS
- 1/2 Dozen CAKE PLATES
- 12 Dozen

Price, including package,

\$10.80.

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

## DEYOUNG & SCHAAFSMA,

Manufacturers' and Jobbers' Agents in

Crockery, Glassware, China and Lamps. 112 Monroe St., GRAND RAPIDS, MICH.

# Fans for Warm Weather



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

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

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

## Tradesman Company

Grand Rapids, Michigan



Devoted to the Best Interests of Business Men

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

#### TRADESMAN COMPANY

One Dollar a Year, Payable in Advance

Advertising Rates on Application.

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

Entered at the Grand Rapids Post Office as Second Class mall 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 15, 1901.

STATE OF MICHIGAN | ss. County of Kent

John DeBoer, being duly sworn, de-poses and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 8, 1901, and saw the edition mailed in the usual manner. And

mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### THE ART OF ENJOYING LIFE.

At a time when the importance of a practical education is so much insisted upon, it is remarkable that no one has endowed, or even so much as suggested that some one ought to endow, a professorship of the art of enjoying life. It is true that a distinguished American citizen has contended that young men at college should receive a systematic course of lectures on the choice of a wife; but while instruction on that point might very properly be regarded as a branch, it could hardly be represented as inclusive of the entire province of the art in question. It does, unquestionably, make a great deal of difference whom one marries; and now and then, perhaps, something turns upon whom one does not marry. But there is still a great deal of life which inveterate bachelors and old maids have in common, and even the unhappily married are not to be left wholly out of view in a comprehensive study of the ways and means of enjoying life.

Biology is the science of life but that, of course, is another thing. Physiology, however, touches the subject in hand at one point, and that is health. Hygiene is taught in the common schools nowadays, and this fact marks a distinct educational advance. Many men have passed away without ever having been able to make an approximate estimate of the number of bones in their own anatomical structure; but it was as well known to Plato and Aristotle as it is to anyone now that health and enjoyment are very closely related. The difficulty is to make young people realize their own personal interest in general principles which have never been ques-tioned. This, indeed, is one striking proof of the fact that practical instruc-tion is still a desideratum. Boys and girls are taught applied mathematics, mechanics and civil engineering, an-alytical chemistry and general physics,

in order that they may be able to get ahead by making themselves useful in some department of industry. That sort of thing is called practical education; but, in reality, it has very little to do with the actual enjoyment of life. It is technical, and it is probably more or less useful, but it does little or nothing to cultivate a taste for the unmarketable values of human existence. The complaint is not that what is called the business education of the young is neglected-not that they leave school and college quite unprepared to achieve success in trade-but that there is a growing tendency to ignore those in-terests which are not necessarily promoted by the accumulation of material

In a somewhat celebrated passage in one of Prof. Huxley's essays, man is represented as playing a game with nature. The human player finds the other side conducted by a benevolent but in-flexible power. He must observe the rules of the game and he must make the proper moves or suffer the consequences. Nature would as soon lose as win; but she punishes every mistake with an absolute impartiality. You must have insight and foresight and you must be always on your guard when you play with her or you will lose. She is invariably helpful to those who understand and ohey her laws; but she never fails to inflict suffering upon those who are ignorant of them, or who are not careful to observe them. It does not matter in the least whether one stumbles into the fire or deliberately walks into it. He will certainly be burned in either case. It is in this school, it is in playing this game with nature, that man receives his "practical education," as that term is ordinarily understood. But nature is not always burning one's fingers or pinching his toes, to teach him how to live. She has her poetry as well as her science, and, while she teaches the importance of vigilance and work, she teaches also the positive value of rest and recreation. Moreover, her philosophy is something very different from a sordid utilitarianism. She has her smiles and tears, her consolations and her sympathy-she "never did betray the heart that loved her." She is both hawk and dove, and has, after all, a mother-love for every creature.

All this is more or less clearly understood by the true naturalist, although not by the mere chemist, anatomist or physiologist. To be happy, one must take his mood sometimes, if not always, "Good day" from the day. world of hidden, unconscious signifi-cance there is in that common phrase. Man lives a day at a time if he is wise, and every day is good for him if he un-derstands it. The day, from the ten-der morning light to the glorious sun-set hour, how beautiful it is! But here, too, a certain culture is necessary to the highest enjoyment, and one must be highest enjoyment, and one must be educated to feel the charm of the everchanging, kaleidoscopic space between two suns. There is the day cup, filled to the brim and wreathed with flowers; quaff it! There is no headache, no heartache, in its intoxication; but only the joy of the truth that there is in beauty. Man, according to Shakespeare, looks before and after. It is his old habit to remember the hard lessons of experience, and to dread all the possibilities of error and weakness. He is not but always is to be blessed. In not, but always is to be, blessed. youth he lives in the future, in age he lives in the past. He climbs mountains

WATER POWER IN WEST MICHIGAN.

The beginning of work on the construction of a dam in the Muskegon River at Croton, nine miles above Newaygo, is of local significance as marking a new epoch in the utilization of power in the least improved portions of the western slope of the Peninsula. Enterprises have been progressing during the past half dozen years for the development and use along modern lines of the streams in the older settled portions of the slope, as on the St. Joseph and Kalamazoo Rivers, where the power could be used near by, but the progress of the art of electric power transmission has barely reached the stage to command capital in building dams a considerable distance from where the power can be sold.

The rivers which have been developed in the Southwestern part of the Peninsula are of the least power value, in proportion to their length and volume. in that the elevation of the land toward the central southern portion of the Peninsula is much less than in the north, and the length of the rivers in making the descent much greater. Thus the falls are comparatively slight, and then, again, the fact that the valleys of the streams are thickly settled makes it very costly to flood large areas. The use of the powers in that region is about all that can be expected under these conditions. While Grand River is the largest in volume of any in the State its length is also much the greatest. Its water power is far from being fully utilized, but local demands are ready to absorb any increase that may be made.

Further North the conditions are different. While the volumes of the rivers are less than the Grand, their length is also much less, thus making a greater proportionate descent. Then the elevation of the central plateau is considerably more, adding, again, to the downfall. Another feature which adds greatly to the steadiness of the power during the dry seasons and modifies the dangers of floods is the fact that the streams are generally the outlets of lakes of considerable magnitude. The Muskegon rises in Houghton Lake, the largest of the interior bodies of water in the State.

During the lumbering era of the Lower Peninsula many of the water powers were utilized in that industry that have since been abandoned. Of course, the means of utilizing the power at that day was very crude and so the work performed was no criterion of the possibilities; and when the cut was finished the site was left to make an unsightly ruin; many such are waiting for utilization as new discoveries.

The rivers in the Northwestern portion run through country that is yet sparsely settled. When the lumberman finished his work it was thought that much of the region would be abandoned as not worth development. A trip through many of these localities to-day will astonish the observer by the rapidity with which they are changing into profitable cultivation. But this is a recent feature of the situation and has not progressed far enough to materially change the conditions, especially on the streams in whose valleys the land is generally poor and light. As attention is being called to the water power possibilities it is easy to obtain any amount of land for flooding purposes.

Until the practical development of electric power transmission had pro-gressed far enough to attract attention hobby than your own.

to water powers in localities where the force could not be locally utilized, little attention was given to such streams. Thus, in the case of the Muskegon, it was known in a general way that the river made a descent in its course of at least five hundred and fifty feet from Houghton and Higgins Lakes to Lake Michigan. At a few places, as Newaygo and Big Rapids, local uses of the power were made, but, aside from these, there was nothing to warrant a survey of the stream as to its hydraulic possibilities. Now this is receiving attention and the extent to which capitalists are quietly buying up the lands along its course is a matter of astonishment to those whose attention has been called to the matter.

On account of the comparatively high prices of fuel, especially in the interior of the State, there are few localities which are more ready with demand for the utilization of these powers than this. Capital is coming to recognize this fact and, as noted above, is securing the river rights with the utmost expedition. The building of the Croton dam, where a thousand horse power is promised, is but a small beginning of what will follow along much of the course of the stream.

For this improvement alone it was necessary to buy several thousands of acres of land. The whole of the town site on the lower level is to be flooded and the business portion removed to a higher level. Fortunately for the power company, the way was prepared by the destruction of most of the buildings by fire a year or so ago, so that the business interests to be considered are comparatively small.

The undertaking at Croton is only the beginning of a movement in this region which is bound to reach great development. All along this river there are rapid descents, with good sites for building dams, and the lands which will be flooded are worth more as lakes than they would be for other purposes. The fact that the river is the outlet of many large lakes insures comparative immunity from the effects of drouths or floods, and this feature will be aided by every artificial reservoir placed in its course.

The era of water power is well started in other parts of the country having hydraulic possibilities. In this region it is just beginning. As rapidly as the local conditions can be learned and the best and cheapest methods of dam building determined the work is bound to be pushed, and in the immediate future will become no small factor in the problem of cheaper power for the rapidly increasing industries of the Western cities of the State.

While values are soaring in the stock exchanges of the East and the grain pit of Chicago on more or less inflated ideas of the enduring quality of the prosperity epoch, things have taken on a halcyon and vociferous hue in the newly-discovered oil fields of Texas. Stories of fortunes made in a twinkling are coming up from the Southland, where gushers are declared to be gushing and companies forming with capital ranging from \$50,000 to \$5,000,000. Investors are offered the most alluring rewards for their aid in developing this unexpected source of wealth.

The canvas on Lipton's new yacht weighs four tons. His heart will weigh more after the match is over.

#### THE PRICE OF SUCCESS.

Why Young Men Must Begin at the Bot-

Charles A. Schieren in Saturday Evening Post

No matter how wealthy a young man's family may be, the place for him to start in business is at the bottom. Unfortunately, there are many who think otherwise. They believe that the sons of rich fathers should not be required to "bother" about business until the "old "bother" about business until the man" becomes incapacitated, either through illness or death, from looking through illness or death, from looking after affairs. Then the young men feel they will be quite competent to get into harness and "run things." That is a fine theory, and, on the whole, the young men who hold it are generally honest and well-meaning enough. The trouble is that they do not know how to "run" things when the time comes. That is the main reason why so few old That is the main reason why so few old business establishments survive with us. The heirs upon whom the perpetuation of the business would naturally devolve are not inclined to begin as their fathers did, immediately on leaving school. They are not content to learn things from the ground up, and when the fath-er's death puts them in command they almost invariably make a failure of it unless there is some outside blood in the concern, some junior partner who is capable of carrying on affairs. But dependence on outsiders is a filmsy foundation to build on. The United States has grown great through its merchants and manufacturers; if it is to maintain its greatness the descendants of these its greatness the descendants of these merchants and manufacturers must be content to carry on the enterprises they they must know every detail of the business. To have such knowledge they must start on the lowest round of the

must start on the lowest round of the ladder in the factory or in the shop.

In my own case, I urge upon my sons the necessity of starting at the bottom of my business and mastering every detail in the art of tanning and manufacturing leather, so that whenever they are called upon to manage the whole or any part of the business they will be any part of the business they will be competent and can command the confidence of the trade. I hope that when I am ready to retire from the active part of the business it will be conducted part of the business it will be conducted as well and better than I myself have conducted it; better, because the young men who are to succeed me will have the advantages of modern training and modern ideas that did not prevail when I started out.

I started out.

It was my good fortune to experience, when I began business life, an object when I began business life, an object lesson of the danger and annoyance that come to the man who does not under-stand his business in all its branches. At the head of the firm in whose employ I was as clerk was a strong, forceful business man. He was an excellent merchant, but ignorant of the purchasing end of his concern, and no practical manufacturer. The result was that he manufacturer. The result was that he was dependent absolutely on the judgment and good-will of his foreman, a drunken, worthless, bullyragging manwho made the most of the power that the 'old man's' ignorance gave him. Whenever the merchant went into the market to buy material he had to take the foreman with him to tell him what to select. He never bought a pound of leather without having the foreman to had made up my mind to adopt the leather business as a career, and the object lesson given by the domination of this foreman and the helplessness of the "old man" made me resolve that I would study and master the business in would study and master the business in all its branches. Although I was a clerk, I learned the practical part of manufacturing and learned to operate every machine. I was not content to know merely what a machine did, but investigated for myself the processes by which the work was accomplished. The result was that very early in my career I found many defects in the machinery that had for years been accepted as per fect in our trade. This knowledge en abled me to invent many improvements in the machinery and gave me a decided advantage over my competitors when I went into the business for myself. I

doubt whether any piece of mechanism ever invented is so perfect that the man who acquaints himself with it can not after a while see a chance for some improvement. To the man who sees, suggestions are constantly occurring.

When electric machinery first came When electric machinery hist came into use, progress was long retarded in its general application by difficulties with the belting. At that time there was no direct connection between the dynamo and the engine, as there is today. Large belts, made very even, pliable and of great strength, were required to the dynamo. The generation of to run the dynamos. The generation of electricity was made possible only by the highest speed, and the machinery ran with such velocity that it required belting of peculiar construction and, in many sections, of equal tension, to withstand the great strain.

In the leather trade the new electrical

machinery created a demand for big belting—at that time a most profitable branch of our industry. In order to en-large our business in this field I began an investigation and found that machinery revolving at such an enormal speed formed an air cushion under enormous belt, which, after awhile, threw the belt off. The remedy was very simple once these facts were understood. We simthese facts were understood. We simply punched the belt full of holes. This allowed the air to escape and prevented the forming of the cushion.

That incident illustrates the point I

desire to make—the necessity for investigating and understanding everything connected with the business in which you are engaged. This necessity will increase every year. The science of business has changed entirely within the quarter of a century. The key to success is now held by the man who can turn out the best product at the lowest price. Formerly the margin of profit in business was larger, and the field of operation was more restricted, so that a few cents more or less in the cost of producing an article counted for very little. Now competition is so keen that the successful business man must rely upon the volume of his sales for his earnings and be content to trade on a very narrow margin. The man who can undersell his neighbor by an eighth of a cent is the one who controls the mara cent is the one who controls the mar-ket. The only way such underselling is possible is by making every process of the business perfect. New methods must be constantly studied out and the most economical processes must be ployed. To-day concerns are made or unmade by taking or not taking advantage of savings in manufacture that for-merly would have been scorned. In the nature of things it is impossible for a man to hold his own under such con-ditions unless he knows his business

thoroughly.

There are exceptions; cases in which men have made a great success in a business that they have entered without any previous training or knowledge. Such a case I may relate which stands out very prominently here in the leather district in New York. The business was founded more than half a century ago by a pushing, enterprising, hard-working man. He had two sons. Shortly after the sons left college their father was stricken with a fatal illness, and the boys found themselves in control of a concern of the workings of which they knew nothing. The business left by their father had a wide reputation, but despite this fact it was generally prophesied that the business would suffer in the hands of the inexperienced young sons. Fortunately, these two were exceptional young men. They threw aside all their pleasures and plunged headlong into business. They happened to have the mental equipment necessary for success, coupled with great strength of character. Instead of failing, as every one prophesied they would, they enlarged and built up the business until to-day it is far beyond the dreams of their father in his lifetime.

the young men in the case I mention was the fact that they had received a thorough college education. I know that Mr. Carnegie and other distinthat Mr. Carnegie and other distin-guished men who have been self-made have gone on record as against a college training for a business man. My own experience does not bear out this con-clusion. I believe that nothing so well equips a young man for a successful business career, either as a manufacturer or a merchant, or both, as does a complete college course. If, in addi-tion, he has had special professional and

tion, he has had special professional and technical training, so much the better. The college graduate loses four or five years of actual experience, but he soon makes up for this if he is made of the right metal.

Of course, I am now speaking of the right sort of young man, not the dandy whose college training has given him an exalted opinion of himself. I am speaking of the college graduate who is willing to begin where the ordinary apprentice began; who is willing, if he is willing to begin where the ordinary ap-prentice began; who is willing, if he is going into the leather business, to scrape hides, and if he is going into the count-ing-room, to do the work of an office boy. In one year such a young man will learn as much about the business as the ordinary boy, unequipped with a college education, will learn in three. He comes to the business with a disciplined mind, and with a taste for research and investigation, which mean everything in modern business. It is not too much to say that the college-trained man is equipped with forces that enable him inevitably to outstrip those of his competitors who have not had his advan

eople who think otherwise are mis led, I believe, by taking as the basis of their deduction the conditions as they were and not as they are. Under the old business methods, when our system was as crude as or machinery, it made no particular difference whether or not a man had such training as is required in college. It was more a question of industry, willingness to work long hours and to dispense with ordinary social recreations. To-day business is a science, and the scientifically equipped man is the one who will succeed. A boy is justified in making any sort of reasonable sacrifice to go through college. He will get a foundation on which, if he is the right kind, he is certain to rear a substantial business success.

Only recently I had in my own business are illustration that hears out this

Only recently I had in my own business an illustration that bears out this conclusion. In all our departments we try to be thoroughly modern and up to date, because we know that that is essential to continued prosperity and success. My greatest fear is that I shall become old-fashioned, that I shall fail to keep pace with the rapid advance of modern improvements; and I am continually impressing upon my people the importance of pointing out to me any indication that I am slipping behind. Improvement is so rapid that machinery that is of the highest type to-day may be antiquated in six months, and it then becomes the duty of a progressive business man to throw it out and replace it with modern appliances. a costly process as a first proposition, but the new machinery soon pays for it-self in a larger and better product. Holding such views, it is conceivable that our appliances are as modern as Holding

It was a young man fresh from col e who taught us otherwise, at least one particular. He was employed us in one of our main tanneries. lege by us in one of our main tanner.

This institution was in charge of a man who was competent, bright, energetic and, so far as any of us in the trade and, so far as any of us in the trade knew, thoroughly up-to-date. The col-lege graduate was put to work in the vats, scraping hides and doing other manual labor necessary to the education of a good tanner. He had not been at work many months when, thanks to his training, he suggested an improvement saved many thousands of dollars

pump was much more reliable, much more effective, much more economical. His knowledge enabled him to prove to His knowledge enabled him to prove to us his conclusions. The air pump was put in. Then he suggested that the same system might be utilized in other directions and do away with a half-dozen small steam pumps that handled the tanning liquids; we could make the one air pump do the work of all, he said, by an inexpensive system of piping. Such economies are invaluable to Such economies are invaluable to a manufacturing concern and we are all striving after them. He also suggested the establishment of a laboratory for the treatment of the spent bark—that is, the bark that had been used up, according to the tanning standards that had always prevailed. His course in chemistry enabled him to make tests of this spent bark which showed that the most improved processes that had been employed up to this time still left a large percentage of tannic acid. We erected a laboratory, according to his suggestions, and now we save this per-centage and use up all the acid in the That young man has a career beyond

That young man has a career beyond a peradventure. He has realized on the expense of his college education. It by no means follows, however, that every man should go to college. This question must be determined in each case separately. Where there is a strong disinclination it would be a waste of time and money to force a boy through college and, in many cases, it might ruin his usefulness in after life. The amount of harm done in this world by parents who force their children into a scheme of life improperly adapted to the inclination and abilities of the children is incalculable. It is also inexpusable Without expention it is also dren is incalculable. It is also inex-cusable. Without exception, it is al-ways the case that the vocation for which a young man is specially fitted is manifest long before the period when his future is to be fixed upon. The young man himself generally has a very clear idea of what he would like to do, and this idea, carefully sifted and discussed, generally forms a very safe guide. Too many boys who have no business talent are forced into business. They might make excellent artists or writers or lawyers or physicians, but because their fathers happen to be merchants or manufacturers they, too, are compelled to become merchants or manufacturers. The whole future nappiness of a boy is made or unmade by the ufacturers. The whole future happiness of a boy is made or unmade by the choice of his occupation, and no question should be more carefully weighed. The boy himself, if he feels himself unfitted for the pursuit selected for him, should make vigorous protest.

Of course, I do not mean that he should be rebellious and disobedient, but after all it is his own future that

but, after all, it is his own future that is being decided, and he should see to it that he has a voice in the decision. He should examine himself very carefully and then present his case to who have his disposition in charge. To force the boy with a mechanical bent a counting-room is like forcing an into a conservatory. The successinto oak into a conservatory. The successful men in this world, and the happy ones, are those whose occupation has been fitted to their special capability. The boy who would make a good manufacturer is rarely fitted to be a good merchant. This being the case, he should associate himself, when he enters business for himself as a manufacturer, with a man who is a merchant and who understands how to introduce the goods which he manufactures.

The desire that boys shall be in the business promising the greatest finanreturns often results in forcing a g man into a sphere in which he cial cial returns often results in forcing a your g man into a sphere in which he becomes, perhaps, an indifferent success. Even if he becomes a wealthy banker or merchant, it is by no means a certainty that the choice he was forced to make was best. Money is not the only thing in life. In fact, money ranks pretty far back among the desirable things to be gained here on earth. I mean, of course, money for itself. The possession of money is an excellent But theirs is an exceptional case, and I can recall only a few other instances. I have seen house after house die out because its heirs were not trained to carry on its affairs.

The thing that undoubtedly helped that supplied out that an air things to be gained nere on earth. The we had on our premises a deep-well system that supplied the works with possession of money is an excellent thing; it is essential to our comfort and well-being, but the young man who sets before, and stopped the works. The young man pointed out that an air

self terribly mistaken in later years. Money will come of itself; there is no great difficulty in that. Let the young man start out right, start out in a thorough fashion, knowing all the ins and outs of the occupation he has chosen for himself, and the possession of money will come inevitably. A man should learn to control money and not permit money to control him.

When Mr. Carnegie started out in life he had no idea that he would ever re-tire with two hundred million dollars. His fortune came as the result of his close application to a work for which he was especially fitted. The men who start out at the beginning with the idea that money must be made regardless of everything else generally get into trouble and almost invariably fail miseverything else generally get into trouble and almost invariably fail miserably. Even when they accumulate the money that they have so yearned for, it becomes a curse rather than a blessing; they do not know how to enjoy it nor how to enjoy life. The formation of character, the building up of a reputation for honesty and straight dealing and the living of a clean life are much more satisfactory than the possession of millions. Money is worth only what you can get out of its possession, and I know plenty of men who are worth millions and who are yet the most miserable creatures in the world. Nothing is more pernicious than the idea often advanced that money makes the man, regardless of how he got it. In politics, some men have grown rich through dishonest practices, but none of them, so far as I could ever see, got out of life what they might have gotten if their money had been untainted. And

through dishonest practices, but none of them, so far as I could ever see, got out of life what they might have gotten if their money had been untainted. And even in politics the men who are both successful and dishonest are comparatively few. People generally may not believe this, because, somehow, they seem to think that the average man in politics is necessarily a crook. As a matter of fact, the standard of honesty among politicians is very much higher than outsiders give them credit for. Somehow, we have gotten into the habit of making all sorts of general charges against men who are in political life. When I was mayor, allegations were made again and again against men in office. I always made careful investigation, but found very little to warrant such charges. It is a very serious drawback that men, no matter how honest they may be, can not go into politics without laying themselves open to charges of corruption. When I assumed office the city of Brooklyn was entirely in control of the Democratic machine politicians. I went in as a reformer and studied the situation conscientiously. As a result, I have no hesitation in saying that the average public official and employe are about as clean and honest as the average man in business or elsewhere. Crookedness pays no better in politics than it does in business, and that it does not pay in business can be demonstrated by any one who tries it.

politics than it does in business, and that it does not pay in business can be demonstrated by any one who tries it.

The most valuable assets a business house has is a reputation for honesty. The young business man can well afford to sacrifice temporary gain secured at the cost of straightforward methods, and the cost of straightforward methods, and accept a temporary loss that comes through right dealing. No great house in the world has ever knowingly done a dishonest thing; that is an axiom. The man who starts out in the retail business by giving short weight will never establish a wholesale business. In our own concern, enormous business transactions are conducted entirely on faith and the reputation of the firm we deal with. We buy hides by telegraph from Armour & Co. and other standard packers in Chicago, and have them shipped to our tan-Co. and other standard packers in Chicago, and have them shipped to our tanneries and pay for them without seeing them. Mr. Phillip Armour, from the very outset of his career, was known in the trade as an honest, square-dealing man who never took advantage of those who traded with him; he always delivered the goods that they ordered, and we have faith in his firm accordingly. When we buy hides of a concern that has no such reputation we make a most careful inspection. Therefore, the value of honesty as an asset is clearly manifest.

When I started out for myself I was

tempted, as all young business men are, with propositions involving dishonest practices and bribery in one form or another. I always let those chances go by, because I felt their unsoundness as a business proposition. Sometimes it was pretty trying to see men who had no scruples making a lot of money, but experience soon taught me that their good fortune was only temporary. At this day I know of no concern, either in my own line of business or outside of it, that started out on crooked lines that

maintained its success.

Even the man who is instinctively dishonest will find it pays him to be honest in business and to let the other honest in business and to let the other fellow take advantage of the crooked opportunities. I could relate many instances in my business experience that prove this, but a few will suffice: In one case a bright, smart young man made \$2,000 on a failure by making a compromise with his creditors. He came to me afterward and boasted over his sharpness: today he is walking the his sharpness; to-day he is walking the streets, a poor, wretched being, who attributes his failure in life to hard luck.

In another case a man who was in business in my neighborhood realized a thousand dollars by selling a large block of goods on the strength of false state-ments. It seemed a large sum of ments. It seemed a large sum of money, a fabulous sum in those days to me, and for a time it appeared to me that there was not really very much in the doctrine that "Honesty is the best policy." But after a few years that man was a bankrupt.

Another firm component

was a bankrupt.

Another firm, composed of three bright men, started out to get the best of all their competitors by bribing employes in the houses with which they did businss. Two of those men died drunkards and a third wound up his career on the streets, a total wreck.

As business is shaping itself to-day, dishonesty is even a worse handicap than it was under the old conditions. The vast combinations of capital that are coming in all pursuits make exact

are coming in all pursuits make exact conditions imperative. To the straightconditions imperative. To the straight-forward man who knows his business from the bottom up, the new conditions offer even better opportunities than did the old, but they also present more ex-acting demands. They require absolute knowledge of the branch in which the young man operates. They prohibit the spreading over too much ground. The young man needs to stick to one thing and mater it. He needs to study closeand master it. He needs to study close-ly the mistakes he makes and to profit by them. If he does this, success will crown his efforts.

Women's Thick-Soled Boots Sensible.

The broad, thick-soled Boots Sensible.

The broad, thick-soled boot, now so much worn by women, is not a thing of beauty viewed from that standpoint simply, but, somehow, it becomes the most beautiful thing in the possession of some women simply because it is so sensible and comfortable. With such a pair of boots one can walk with ease without feeling every little stone in the nath, as is sometimes the case with the without feeling every little stone in the path, as is sometimes the case with the boots of thinner soles. The latter are all right for house wear and should be worn indoors, the heavier ones being there altogether out of place. For street walking, however, the sensible boots are the big ones with the heavy soles, although they have nothing but the sensible, comfortable qualities and style to recommend them. recommend them

It is noticed, in many instances, in cutting children's shoes comfort is sacrificed for style. While this latter looks well, it does not always hit the object in point. Some will scrimp their patterns in order to have the uppers cut at a certain price and the make-up suffers terns in order to have the uppers cut at a certain price and the make-up suffers by it. A child's shoe needs to be roomy, and if it is not, it often rips very soon after being worn, and this causes endless difficulty. The best lines of child's shoes are those that are stripped of anything that appeals to the eye as style. Successful manufacturers of these lines study the wearing features, and this is the foundation of the popularity of this particular shoe.

When I started out for myself I was ably gets it—when he dies.

# 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 

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Shoes must\_\_\_\_

# Wear

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

Herold-Bertsch Shoe Co.

Grand Rapids, Michigan

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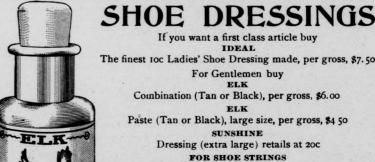
# Rise and Shine

You can do both by handling our line of shoes. They are winners. Every pair guaranteed.

Bradley & Metcalf Co.,

Milwaukee, Wis.

#### 



always go to headquarters.

Hirth, Krause & Grand Rapids, Michigan



How to Properly Conduct a Shoe Depart-

The art of conducting a shoe department which carries a specialty shoe only is very much different from one that deals in many kinds at all prices. In the first place the department must be in a conspicuous place. I have mine next to the glove department, which is the best in the city and the very best trade is passing by all the time. I do a very large business, as I meet only the best people, and they seldom pay cash but have an account. My department contains only one line of shoes, which retails at \$3.50 per pair. Have had a number of years' experience with the largest and finest shoe store in Boston, and am now the largest department store east of Boston and in the State of Maine.

Among the suggestions that I would offer concerning a shoe department are the following:

Keep the latest novelties always in sight and study to decorate your department in original and attractive ways. Make frequent changes. attractiveness of your display helps you to make sales. Draw attention to whatever is new in your department. One of the best trade winners is a well dressed window. Take special pains in your window decoration. Always keep them well arranged and dusted.

Have pretty tables in your department to display your goods on. I never have such a thing as a bargain sale and never have shop-worn goods on hand, our styles always being the latest designs.

One of the most prominent advantages in a specialty is that the manufacturers keep in stock all kinds, in every size from 2 to 8 and AA to E. On this account the retailer is enabled to carry a much smaller stock in his department, whereby he can order direct and receive his goods in three days at least, where it takes other manufacturers from two to three weeks to fill an order.

I have found it a very good system to have three books, namely, stock, surplus and display, and in this way I know just what sizes I have on hand. I also keep a memorandum of all goods carried over from one season to another, and in the event of having a call for something out of season I can tell at a glance whether I have it in stock or not. When I receive goods from the factory, I examine every pair carefully before they are sold. The buyer must be thoroughly acquainted with his stock; he must work in it to see what is selling well and what is not being sold; he must have the latest styles. Give all your time to your department. Pay strict attention to business. Do not go out for an hour or so; it is a very bad practice. Study to improve the arrangement of your stock so as to enable you to find everything quickly without hunting. Always keep the most particular lines in the most convenient places. A place for every shoe and every shoe in its place is a good suggestion to go by.

When a salesman takes down a carton he must put it back where he got it from. Never allow cartons to lay around your counters; it clutters up your department and makes it look bad. I believe in a stock number, such as 12 or 273, instead of marking cartons, "Women's cloth top, kid lace boot, Cuban heel," which is by no means an ornament to your department. Stock boxes should be all one size, style and color. Have a system for marking, for example, 355; the middle figure is the are of the regular seven-button cut, the

size the figure to the left the width. the figure on the right indicates a half-51/2 C, or if it should be an o would mean

I thoroughly believe in advertising, especially in the daily and Sunday newspapers, also in large posters for bill boards. They have a tendency to keep the public informed on your shoes. Change your newspaper advertisements often. Write up clear, original advertisements, and never let the same announcement appear twice. The advantages of shoes in a department store are many, and in the advertisements of the store you can very often have an article which acquaints women with the fact that you have shoes to sell as well as gloves, hosiery, etc.

Treat early customers cordially. Do not allow them to feel that dusting or arranging stock is of more importance than their trade. Never allow a customer to come into your department without speaking to her. Always be courteous and obliging to your customers; they may become permanent patrons of your department. The "lookers" go home and tell their friends what they have seen. They will either advertise for or against your department. Try to call them by name; in this way they feel at home in your department, and your trade will increase by so doing. Have good salesmen, men who know how to fit shoes and fit them correctly. A poor salesman will drive away trade. The manager should know in every case why a customer does not buy. Have your salesman suggest to a customer that you will make an effort to get what she wants, and have shoes made to her measure. You thus make her understand that you appreciate her patronage and have a desire to be obliging, which makes her feel that your shoe department is the place above all others where she can rely for good service. Acquire the habit of doing everything quietly and yet rapidly. Do everything thoroughly, and undertake nothing that you can not do well.—C. C. Ferrers in Boot and Shoe Recorder.

#### Fall Styles in Leggins and Overgaiters

Early this season retailers predicted that riding leggins would be passe, and that riding boots would take their place.. Contrary to their expectations the demand has been stronger for riding leggins than usual. None of the high class makers dress a window now without placing in it riding leggins both in tan and black. The samples of overgaiters and leggins shown for fall are a little different from those of the past three years.

The leggin for which there will be the greatest demand is made of jersey cloth, and sold from infants' size to women's size eight. Those buttoning up over the knee will have a call, as the jersey leggin which buttons only eight inches is so difficult to be put on that the heel usually tears the lining before the leggin is half worn out.

The zouave leggin of black or tan canwhich has heretofore only been sold for summer wear, will be much in evidence this fall, especially for men. It is a handy addition to any man's outfit who contemplates going on a hunting expedition. It is also used in quanti-ties in the Northwest. The Napoleon leggin is more of an experiment, and to all appearances is not as practical as the zouave, the side lacing of which makes it adjustable to almost any leg.

only exception being that a few are shown with patent straps. Almost without exception they have a small button instead of the large one which has been in use heretofore.

Velvets for children's wear will have a heavy sale. Red, blue, castor, brown and gray are the most prominent shades. Ooze cloth will take precedence over the stiff cut leggin for boys' wear. The Fauntleroy cut will have a demand. The leggin merchants are gradually bringing into the market lambs' wool soles, and there is hardly a maker of leggins in this country who has not added to his plant either lambs' wool soles or hair insoles, which seem to have caught on.

A Michigan man who has recently re turned from Cuba says he was impressed by two things during his stay in Hav-ana—the strength of the coffee that is served and the vast quantities of soda biscuits of American manufacture con-sumed by the natives. "It took me some sumed by the natives. "It took me some time to get accustomed to the coffee," he said yesterday. "At first I used to water it, but gradually I fell into the Cubans' way of drinking it, and learned to like the strong, aromatic flavor. Our own coffee now tastes weak and insipid to me. The poorer classes of Cubans will make a meal from coffee and soda biscuits. I learned that more of these biscuits are sold in Havana than in any of the American cities. Key West, al-

though comparatively a small community, comes next in the consumption of the biscuits."

## No More Dust



Our Reservoir Floor Brush WILL KILL ALL MICROBES; Write for descriptive circular.

WIENS BRUSH CO., Milwaukee, Wis.

#### Aluminum Money





C. H. HANSON,

44 S. Clark St., Chicago, III.

## shoes with the famous Maynard Sole

They have black canvas uppers, sewed rubber soles and the prices make them very popular:

We are having a large trade on our tennis

 Men's Bals, 6 to 11
 44

 Men's Oxfords, 6 to 11
 3

 Youths' Bals, 13 to 2
 3

 Youths' Oxfords, 13 to 2
 3

 Boys' Bals, 3 to 5
 3

 Boys' Oxfords, 3 to 5
 3

 Child's Oxfords, 8 to 12
 3

Edwards-Stanwood Shoe Co., Monroe and Franklin Sts., CHICAGO, ILL.

# Men's English Welt Shoes

No. 152

Stock No. 152-Velours Calf, Bal. English Welt - \$2.00 Stock No. 153-Russia Calf, (wine color) Bal. English Welt \$2.00 .

The above are carried in stock on D. E. EE. widths.

We take pleasure in calling your attention to this line as we consider them honest, well made, good fitters and splendid



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

#### Village Improvement

What the Women of Montclair, New Jer-

That day will be fortunate for America which shall see the great body of federated club women united in a concerted movement for civic beauty. When we consider that the National Federation has members not only in each city and town, but in every village and hamlet in the United States and Canada, we can have some realization of what four million women, all working with one purpose in view, might accomplish from one biennial meeting to another or from one decade to another if united.

When these four million women shall have learned that outdoor art means not only a knowledge of landscape gardening, but a knowledge of two other of the great arts, namely, architecture and sculpture, and the beauty resulting when these three are brought into proper juxtaposition, then will America arise and demand that a practical understanding of these arts be taught in her schools and colleges. The perfunctory teaching of the day is not wanted, however, but an instruction that will enable a graduate to lay out his home grounds with relation to the buildings and the

trees about it. There was a time when the general idea of landscape gardening meant a wavy walk that seemed to lead nowhere in particular, with a bed of red geraniums and a cast-iron deer in the middle foreground. Fortunately, we have progressed since that period, and we have banished the iron dogs and deer; the middle foreground is now a grass space and the flower beds are along the division lines that border the house. If we have fences, we use them as screens upon which to hang vines that serve as a background for the flowers in front of them. We have learned to love our hardy annuals and shrubbery, and have given tender plants their true value. We have grown to cherish each bulb that blooms, and know how our borders may be kept ablaze with flowers from early spring to late autumn. All this and much more do we know, but only of late years has this knowledge been applied to whole towns. It has remained for the town and village improvement associations to teach us what it means to have vards that are attractive from curbstone to alley. They have educated children to have a proper regard not only for the premises on which they live, but for their share in beautifying the public school grounds, teaching them that, when they deface its walls, break its windows, pull up its flowers and destroy its trees, they are despoiling their own property, a very foolish thing to do, to say the least. I am told that the National Federation of Clubs has seriously considered a national movement along this line, but the managers of more than one biennial meeting have decided not to take up a new work until that in hand has been accomplished, deeming it unwise to have too many irons in the fire at once. Their work of establishing free traveling libraries is well under way, and the growing restlessness of club women to take up something besides purely literary work makes a new departure necessary for the very existence of clubs.

A club member in Pennsylvania, who consulted me about the formation of an association, said that she had been chairman of the civic committee for son.

several years, and she thought it high time to do something besides write papers on the subject. As a result of this enthusiasm her club formed a lively organization which no doubt will accomplish good work in the town.

One of the most prominent improvement leagues in America is at Montclair, New Jersey, and among its members are a number of representative club women who are noted for their progressiveness. Among these women is Mrs. T. A. Hall, who has given a thorough exposition of the needs and duties of woman's work in municipal housekeeping, showing what the Town Improvement Association has done for Montclair. From Mrs. Hall's paper we quote the following:

As women are the keepers of our home, so let them have a watchful care over the surroundings of that home. One of the first benefits derived by

One of the first benefits derived by women from public work is that they gradually lose sight of the narrow personal views of life, and advance to the far higher altruistic plane.

In forming such an association one important fact must be kept in view, namely, that it is to offer assistance.

namely, that it is to offer assistance and give suggestions, not to direct the local authorities.

some time the women of Mont-had felt the need of a thorough clair had felt the need of a thorough public house cleaning. The streets were dirty and papers scattered about. Spots that otherwise might be beautiful were receptacles for the unsightly worn-out wash boilers and tea-kettles that could no longer send forth their songs of contentment. Hints to the health officer suggested themselves to us as we walked our streets. The dairies supplying the suggested themselves to us as we walked our streets. The dairies supplying the town needed inspection and close watching. We felt that in many ways an associated body of earnest women could do much to help the city fathers by looking after little details that must necessarily be attended to. Consequently, in April, 1894, the first step taken was to call together some of the club women of the town. A committee was appointed to draw up a constitution to women of the town. A committee was appointed to draw up a constitution to be voted on at the mass meeting. Mrs. J. C. Croly (Jennie June) kindly consented to address us. The meeting was enthusiastically attended by five hundred women out of a population of ten thousand inhabitants. The next step after organizing was to send a communication to the town council declaring it to be our object to work in harmony with them, and assuring them of our loyalty and support in their efforts to improve the town. We n

the town.

We next became an incorporated body, and were ready for work. Besides the usual number of officers, we appointed ten standing committees, namely, street, sanitary, finance, railroad, children's auxiliary, preservation of natural beauties, prevention of cruelty to children, prevention of cruelty to animals, and the park committee.

Under the supervision of the street committee galaxies and provided the supervision of the street.

Under the supervision of the street committee, galvanized iron barrels were placed at intervals along our main thoroughfares for the reception of rubbish, such as paper and fruit rinds. Shopkeepers were asked to keep their premises in good order. If they did not comply with the request, the Town Improvement Association sent a man with a wheelbarrow (the latter labeled T. I. A.), and with broom and hoe a general house cleaning took place. After two or three visits of the T. I. A. man, the proprietor generally took the hint and attended to his premises himself.

The sanitary committee reports to the

and attended to his premises himself.

The sanitary committee reports to the health board any nuisance. The milk supply has been carefully looked after, the dairies inspected, and a map showing the location of all the dairies placed on file in the office of the town clerk, where it may be seen by any householder who cares to examine it.

The finance committee looks after our

The finance committee looks after our funds, which amount to about three hundred and fifty dollars each year. Our annual dues are fifty cents a mem-ber—a very reasonable sum indeed, and within the reach of every interested perThe work of the humane committee is

The work of the humane committee is to inspect the police station, see that it is kept in sanitary condition, and the prisoners properly treated. The railroad committee keeps a watchful eye upon the stations, sees that they are kept as neat as possible and the surroundings made attractive.

The children's auxiliary is formed of eleven hundred school children, who have pledged themselves to work together to make Montclair a happier place in which to live, by doing everything they can to make the town more healthful and beautiful. The different classes from the school take charge of flower beds around the buildings, attend to the planting and keeping them in order, which not only fosters early the love of attractive surroundings, but engenders habits of neatness, local pride genders habits of neatness, local pride and patriotism.

The committee for the preservation of natural beauties has much to keep it busy. They watch the fine trees of the town, and if any are splitting, the owners are notified to band them; dead ers are notified to band them; dead trees are cut down, and owners of unsightly fences are requested to remove them. The burning of hedgerows is forbidden, as it destroys the wild flowers and leads to forest fires. The committees for prevention of cruelty to children and animals are self-explanatory. They are auxiliary to the state association, and have full power to act. Lastly, the park committee takes charge of any waste pieces of ground, generally at the intersection of roads, keeps them in order, and plants shrubbery or makes flower beds, as the case may be.

Jessie M. Good.

#### Everybody Wants It.

For the Pan-American a sumptuous and beautiful illustrated souvenir is now being prepared by the Michigan Central, "The Niagara Falls Route." It will contain just the information you want. Send four cents postage for it to O. W. Ruggles, General Passenger and Ticket Agent, Chicago.

THE ALABASTINE COM-PANY, 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.

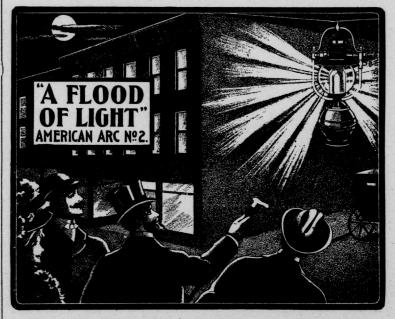
For lowest prices address

Alabastine Company,

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

# MODERN WONDER

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



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

## Brass Manufacturing & Supply Co.

Ask for Catalogue.

192-194 Michigan Street, Chicago, III

How to Make the Crockery Department

In taking up this subject we will divide the country crockery dealers into three classes, and most dealers will find that they come under one head or the other.

First. We have the merchant who devotes about one-half his store to The way is opened for future orders, crockery lines, which include glassware and lamps, and the other half to either trade—the cash trade. groceries or hardware. This merchant You are to blame generally has a clean, bright stock of goods to show his customers, and it will be found (if he is at all wide awake) that his customers are not continually sending in mail orders to city department stores and catalogue houses for their wants in this line. He is always buying something new to interest his patrons, and instead of loading up heavy and finding a large stock on hand January 1, he buys small quantities from his local jobbers, letting them carry in the routine of a successful business the stock for him. You will find this firm is the taking of an annual invenclass of crockery merchants making money right along, and not kicking about Montgomery Ward & Co., Sears, Roebuck, etc.

Second. Comes the spasmodic merchant who buys a spring and a fall bill and for two or three weeks thereafter makes a good display of new goods. These are never cleaned up after their first arrival, however, and are soon covered with dust, fly specked and stock broken so that hardly an order can be filled. How can a stock of that kind pay? What merchant would pay so little attention to his dry goods stock, or his groceries? You must have what your customers want, or you can not expect their trade.

Third. We find the merchant who, when a customer comes in looking for crockery, takes him back under the stairs, or into a dark corner, and there, on one or two shelves six feet long, is his "crockery stock"—a few dirty, dusty plates, cups and saucers, etc. No decorated ware at all, a box of common tumblers, and there you are. This is the merchant who can make the most improvement and can just treble his business in this line by waking up, bringing his goods to the front, stocking up with a few new goods to give his stock a look of variety, and keeping them clean.

Here is the word that tells the tale: Crockery and glassware seems to attract dust and flies, and in the same proportion the clerk thinks it will never do for him to wash dishes. That is a woman's work, consequently the dishes stay dirty and sales continue poor.

I don't believe in telling merchants how to show their goods. They don't need such advice. Let them keep their stock clean and put some of everything they carry in sight, giving extra space to different lines or new goods from time to time, and their customers will do the rest.

In conclusion, Mr. Merchant, walk into your store to-morrow morning as an outsider-as though you came to buy goods-and take a good long look at your stock and its condition, the prices on your goods and your window display, and I feel satisfied you will find room for improvement and will be able to rise to the occasion and meet the issue.-Commercial Bulletin.

#### Some of the Essentials to Success

A main essential to success is a full line of goods in the department in which you are engaged. A broken and incomplete retail stock of goods is meat tion, they would be lucky.

for the catalogue house. A customer calls for a certain article in your line. You had sold out and neglected to reorder. He is disappointed. home without it, examines his cata-logue and finds the identical article wanted, price and ali. He sends for it, gets it, and it gives satisfaction. and you have lost the best part of his

You are to blame in a certain sense for opening the way to the catalogue house. If you let your stock run down, it is often not for the want of funds, or credit, but from your own carelessness. If your means are limited, the wholesale house is nearer you. Send an or-der three times a week. Send a mail order every day in the week, if need be. Give small orders for each article, but get samples on your shelves.

Another and most important element tory—a rounding up, as it were, of the year's business. This is a hard job, but it must be done. It necessitates a week's hard work, with no apparent immediate financial gain. The stock should be taken with great care, that your invoice may give you a definite knowledge of the year's business. It should be done at regular intervals, that you may be enabled to compare one years' business with another. In the course of time, the annual invoices become a very interesting history of your business.

I know there are those who think the gains are ont worth the labor and pains required. But let us look at the results of an invoice. During the busy season goods get out of place, and get mixed, and sometimes get on a back shelf, out of sight, and remain there until you invoice. At this time everything is found, assorted, and put in sight.

If you find out of date goods, or damaged goods, they are or should be put in a conspicuous place, where they may be sold at some price. A good salesman will sell anything you ask him to sell. Such goods must be disposed of. They are worth more than they will be at the next stock taking.

At this time, fit up and repair all locks out of order. Fix up your pumps that have been robbed. Gather up the parts of articles, and put them together. Straighten things up generally. Start out with a new, clean stock after invoicing. By so doing your stock will never get shelf worn and out of date. A \$10,000 stock of goods should have less than \$100 worth of what is termed unsalable goods.

One other thought: Stick to your business. Perseverance brings success. Don't imagine every other dealer has a better location and a better business than yourself. The royal road to wealth is fenced up. There are obstructions all along the way. Remove them. Better stay where you are. Haven't you done well enough for the past year, for the past ten years? Changing localities is expensive, besides you are taking chances on bettering your condition.

W. A. McIntyre.

#### They Let the Grocer Worry.

"Does your husband worry about the grocery bills?" asked the nagged-look-

"Law, no," said the lady with the new silk skirt and the russet shoes, "we let the grocer do all that."

A Trade Maker

# Fanny Davenport

5c Cigar

Trade Supplied By:

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



THE PUTNAM CANDY CO.. GRAND RAPIDS. MICH.

#### BOYS WILL BE BOYS!

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

#### FIREWORKS

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

B. W. PUTNAM, President

R. R. BEAN, Secretary

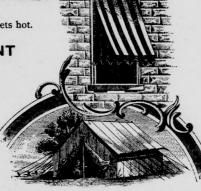
# Awnings, Tents, Flags

Order your Awnings before it gets hot.

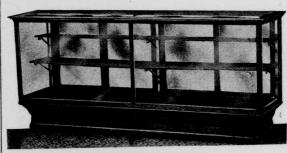
#### **TENTS TO RENT**

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

THE M. I. WILCOX CO.



210 TO 216 WATER STEET, TOLEDO, OHIO



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base.

Cigar Cases to match.

knocked down. Takes first class freight

Shipped

## Grand Rapids Fixtures Co.

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

#### Clothing

Fashions in Summer Suits and Furnish-

As I walked down Fifth avenue last Sunday after church I was struck by the number of men who wore wing collars. While the majority of well-dressed persons in the throng wore the slightly poke standing collar with their ascot tie, a very large number wore the wing collar with square corners. I did not see any of the rounded corner variety. The wing collar has found favor with the well dressed and is the coming collar for formal afternoon wear. I was struck, too, by the preference that still continues to be shown for the ascot tied in the once-over fashion and fastened with an inconspicuous gold pin. In fact, in the matter of haberdashery the only conspicuous departure from the styles of the winter was seen in the wing collar. The high turndown collar was not worn and the shirts were nearly all of plain white.

There seemed to be no decrease in popularity of the frock coat. The conventional double-breasted garment in vicunas, worn buttoned, has not given way noticeably to the braided coat or the single-breasted frock, and it seemed to me that frock coats of gray were not as numerous as might have been ex-The frock coats were well shaped to the figure, and, of course, there were all kinds and qualities of them, but it seemed to me that the best dressed man had less of the hour glass and tremendous shoulder appearance than I have noticed at other times. Cutaway frocks were not numerous and walking suits were less so.

When canes were carried they were of moderate size and not extreme either way. The plain stick of natural wood without adornment and with natural curve, the stepped partridge, and the bamboo in light colors were the principal sticks noticed.

Whether the relation is one of cause and effect or of effect and cause, it is certain that with the coming of the pleated negligee into style the Norfolk jacket has come also. The Norfolk suit will be worn this summer for all kinds of out-of-door sports, and a very sensible and graceful style it is for the sportsman.

A recent application of the Norfolk idea is shown in the automobile suit. suit is made of cravenette cloth of a dull brown color, as cravenette cloth, with its waterproof qualities, affords protection from the sudden storms that are likely to overtake the automobilist. while the color is best adapted to one traveling in the dust of the highway. The coat is made with two box pleats in front and a military collar which buttons close up to the neck. The top button is exposed, the others are concealed by the fly. The coat has four patch pockets, buttoning with flaps, and the sleeves have within them an arrangement with draw string which, with the gauntlets worn, keeps all dust out of the sleeve. The trouser pockets also are closed with buttons and the trousers are belted either with a belt attached to the band or with an extra

Another suit made of cravenette cloth for the same purpose is made after the style in fashion in France. It consists of a loose blouse with a very deep collar, which can be buttoned closely about the neck. The sleeves close with buttons in the same manner, and the trou-

sers have straps and buckles about their bottoms to permit of their being fastened closely to the ankle.

Still another suit, which is particularly adapted to the needs of the "chauffeur" who wishes protection from grease and dirt in handling his machine, is made of sheepskin, finished soft, in either tan or black. The coat is made with military collar and is double breasted, cut straight in front. It closes with four buttons and its pockets are protected by flaps. A soft thin flannel is used for the lining, and with the sheepskin trousers which accompany it, it offers sure protection from inclement weather. This suit is also a Parisian idea.

With all these suits the regulation automobilist's cap is worn. This is made with very full crown of glazed or unglazed leather. I am not aware that anybody has as yet invented a special automobilist's shoe, although evidently a high shoe of a tan color would give the greatest protection from dust and be most in harmony with the costume. Equipped with one of the suits described, with stock and a soft negligee shirt in fine flannel, linen or cotton, and with goggles to save his eyesight, the automobilist is ready for his journey.

While soft hats are not being worn here as yet to any extent, it is safe to say that the high-crowned gray felt, with well-curled bound brim and of the same general shape as the "Gran Duc," will be the favorite hat. The perference for high crowns this year is marked. But for out-of-door sports, such as golf, hats on the sombrero order, with low crowns and wide brims, will be favorites. One attractive hat for golf is made of felt of a tan color, with leather band fastened by a strap at the side. The brim is either flat or curled, with unbound edges. Another attractive hat is made of white felt with flat brim slightly curling at the edges.

For summer wear the hat worn by the fashionable man will be a Panama with well curled brim and with a wide band of black ribbed ribbon. In straws of a less ultra quality the rough straw with narrow brim and low crown will be in the best taste for young men, and the fine straw with a somewhat higher crown for men of years and conservative tastes. Broad black or dark blue bands will be worn on all hats, to the exclusion of fancy bands.—Correspondence Apparel Gazette.

The Place We Call our Home. Written for the Tradesman.

It may be in a palace,
Or perhaps it's just one room.
But it's always what we make it,
The place we call our home.

It our hearts are filled with kindness And we speak in tender tone True happiness will bind us To the place we call our home.

We may not have the luxuries And our larder may be scant; Oft we're bound by limitations And can't have the things we want;

But if we're truly grateful
For the blessings as they come
We'll find pleasure and contentment
In the place we call our home.

Then let us each remember, As the years go speeding by, We may make each other happy If we only choose to try;

And, whether in a mansion or a cottage, Or just a single room,
Our lives are what we make them
In the place we call our home.
G. W. A.



## Our Fall Line

is now ready. Biggest values ever shown. Samples by express prepaid. Our booklet and guide of the Pan-American

Wile Bros. & Weill

Exposition mailed free.

Buffalo, N. Y.

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

Write for prices and samples.

MORRIS W. MONTGOMERY,

Lansing, Mich.

# 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 beled 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 gar-



M. Wile & Co.

Buffalo, N. Y.

#### **Dry Goods**

Weekly Market Review of the Principal

Staple Cottons-All heavy goods are firm, owing to the increased strength of the market for export goods. Ducks and brown osnaburgs have moved along in a quiet, uneventful way. Bleached cottons are showing an interesting increase in the amount of business, but the character of the general buying shows no special change. Wide sheetings are quiet. Cotton flannels and blankets are steady, and in coarse colored cottons there is no change reported.

Prints and Ginghams-In fine grades of printed fabrics the market shows no change. The reorder business is moderate only, but prices are steady, with the exception of some odds and ends. Low grade percales are in very unsatisfactory condition and concessions of a quarter of a cent per yard have been made this week. Domets have shown some improvement in the volume of business, but no changes in prices. Ginghams are steady, with a quiet demand. Supplies of fine grades are Deliveries on orders received keep the stock down to very limited

proportions. Dress Goods-The dress goods market has continued quiet, orders being few, small and far between. There has been a modest mail order business from jobbers, they having evidently discovered weak spots in their lines, or having taken some orders, feel that they are not taking any risk in ordering additional goods in a careful way. The jobbers have generally been very conservative in the volume and character of their purchases since the season opened, and consequently agents feel that as soon as they do any business of moment they are likely to do some reordering. The manufacturing trade is standing pretty pat just now. Cutters up have taken hold of certain fabrics in a fairly liberal manner since the season opened, and until they secure some fair business, it is unlikely that they will show their hands in the fabric market to any extent. The market is therefore in a waiting position. The venetian holds a position as regards sales all by itself, and manufacturers show attractive fabrics of this class at equally attractive prices, which are sold ahead anywhere from three to five months. The broad-cloth mills are also well situated, and feel confident of rounding out a good

Underwear-The most interesting feature of the week has been the complete upset of the fleeced goods division of the market. Reductions have been made by nearly every manufacturer so that a new standard is now established. On well-known goods, the price of \$3.25 has been set, although it is claimed that they can not be made for this price, except at a loss. On many lines reductions of 25c per dozen have been made, and, as a result, those who bought previous to the reduction are now demanding rebates, and making all manner of trouble. Agents hardly know where they stand to-day on fleeced underwear. So far but little has been accomplished in fall business.

Hosiery-The retail trade in hosiery for this spring has continued to be most Naturally 25c and satisfactory. Naturally 25c and 50c lines have led in the average haberdasher's stock, but there has also been an excellent business in lines selling at 75c and \$1. The fancy patterns that are the yesterdays.

in best demand are those with very fine vertical stripes, grouped horizontal stripes, or with some very neat figures or polka dots. Besides these, some solid colors are wanted, although not anywhere near as many as were wanted a vear ago. Most of the vertical stripes are very fine, of the hair line variety. The horizontal stripes are much broader, and many very brilliant colors are found among them. Although less is said about solid blacks, they are the strongest feature of the retail trade, and a steady, uninterrupted business is coming to hand.

Carpets-On some lines of goods, such as tapestry and velvet carpets, samples have already been shown. It is a little early yet to know what the prices will be for the coming season. Wilton and body Brussels manufacturers have practically completed their samples. Many will show their goods with other lines. Ingrain manufacturers are also ready to accept orders, although some have been delayed. Pressure brought upon rug manufacturers in order to have them reduce prices has been abortive. They have not yielded, and the trade are now disposed to take the goods at manufacturers' prices. Of late large sizes have been sold beyond production, and jobbers have been obliged to wait to have their orders filled. Quality rather than price seems to be the prevailing factor in determining purchasing. They are all low enough in price for quality delivered, as there is no profit in manufacturing rugs. Some jobbers report an improvement in demand for jute Smyrna rugs, but not in price. Some manufacturers have their new lines complete, while others, who have not completed old orders, will be delayed until May 20 in showing new lines. Buyers are beginning to arrive in New York and other markets, which indicates an early opening of the fall season. Some expect to obtain this week an idea of what the prices of some lines of carpets will be.

Lace Curtains-Domestic manufacturers have done a very nice business on machine made lace curtains up to this time, with a favorable outlook for much larger business later on. The demand of late has been for novelties in Nottingham, Irish point and Renaissance goods; also some attention is reported as having been given to the brise-bise styles, which continue to hold their own well.

#### The Summer Girl.

Will wear a bunch of narrow black

Will wear a bunch of narrow black velvet ribbon on everything she has.
Will have for house wear dainty patent leather slippers, with high square tongue and solid Cuban heels.
Will put her favorite friend's face in a round locket, which will swing from a long chain of coral and turquoise beads. Maybe she may put a wee mirror there instead.
Will have at least one linen-collar gown in her summer wardrobe.

gown in her summer wardrobe.

Will eat strawberries every day as ong as she can for her complexion.
Will own as many sashes as her purse

ill permit. Will wear her hair low with a "Janice

Will have several of her blouses or shirtwaists buttoned up the back.

Forget About Yesterday.

Finish every day and be done with it. You have done what you could. Some blunders and absurdities no doubt crept in; forget them as soon as you can. To-morrow will be a new day; begin it well and serenely, and with too high a spirit to be cumbered with your old nonsense. This day is all that is good and fair. It is too dear with its hopes and invitations to waste a moment on

## Send Us Your

Mail Or= ders

**Prompt Attention** 



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



THAT WEARS WELL is more profitable to the merchant in the long run than the kind that looks big in value and falls short otherwise. We aim to carry lines that prove good by actual test. It is possible

you may have to pay a trifle more for such but it's the only way to secure a good hosiery business. Look us over if your stock is low. VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS,

## Hot Weather Goods

````



We still have a good assortment of Organdies, Dimities and Lawns left, ranging in widths from 24 to 32 inches, in all the newest colorings, such as light grays, bright pinks, lemons, etc., which will be in great demand this coming season. Our line bears inspection. Write for samples.

P. STEKETEE & SONS, WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

## Telsbach Lights elsbach Mantles

<u>.....</u>

Incandescent Gas Light and Gasoline Lamp Supplies of all kinds.

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

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

#### **Poultry**

Peculiarities Pertaining to the Handling

I met an old friend of mine the other day who has been in the poultry business a good many years and has had large experience in handling dressed poultry. He is a very close student of market conditions and talks very entertainingly on the characteristics of many large buyers of poultry.

'A good many of your readers,' said he, "would enjoy a visit to this market and to stand around while some of our large buyers are making their daily purchases. For a good many years I have sold poultry to some of the best hotels and restaurant keepers, as well as high class butchers, and it is always interesting to me to note their characteris-They are as a general thing very fastidious buyers and always demand fine quality. Frequently buyers for prominent hotels or restaurants will telephone us for a supply of poultry, leaving it to us to fill the orders with the very best quality, and we always, of course, endeavor to give them just what we think they need. If we have not got it ourselves we go on the market and buy it. It would never do to give them poorly dressed or poorly packed stock as they would not take it. They get high prices for the poultry when it is served and their customers would not patronize them if they did not get the best. The first-class butchers, who in many cases dress their windows with fine poultry, are generally very critical buyers and demand fine appearing birds for their customers. They generally pick out the best for their show windows and undoubtedly you have often seen some of the butchers' windows dressed with meat and poultry which are attractive and appetizing.

We probably get more amusement selling to cheap trade. These buyers in many instances shop around and frequently wait until they find we are anxious to clean up and willing to make concessions in prices before they purchase. They are also very good judges of quality, but owing to their trade buy only the cheap stock. New York has often been referred to as a dumping ground for everything in the way of poultry and I guess that we can sell almost anything in that line, but always discourage the shipment of poor, thin, unattractively dressed poultry as it seldom brings shippers sufficient money to warrant the expense of collecting, dressing and shipping to market, but at a price such stock will sell here, and it has often been astonishing to me how some buyers manage to dispose of stock they do purchase. When you get down to the fine points of the poultry business there is only one grade of stock for shippers to handle and that is the very best. Very poor poultry is worth no more here than it is in the country; in fact, it would be a good deal better if country buyers would discriminate more closely in their purchases and instead of taking any old thing that is offered to them buy only the best. Just at the present time the poultry trade is a little bit quiet. Most people are eating less poultry and more vegetables, the latter

being comparatively cheap and growing more so every day as the season advances. But there is a constant demand at all seasons of the year for fine quality of stock in this city and shippers of such can always count on fairly good prices."

Quite a good many complaints have been heard the past few weeks of dressed poultry arriving here short of ice and more or less out of condition in consequence. There is nearly always more or less of this trouble in the spring of the year. Weather may be cold at points of shipment and packers think a moderate quantity of ice will carry the stock through all right, not calculating on milder weather while in transit or when it reaches its destination. Stock arriving without ice, even if in good order, has to be forced for sale quickly and more or less concession in price is necessary to attract cheap buyers' attention. But often such lots open up in bad order with the poultry more or less struck green and then any offer is a good one and the shipper loses considerable money, which might have been saved at a very small expense for a trifle more ice when stock was packed for shipment.-N. Y. Produce Review.

Wonderful Improvement in the California Orange.

rom the New York Sun.

Everybody who eats them has probably noticed that New York's supply of California oranges has never before been so plentiful and cheap and good as now. You can get big, sweet, juicy navel oranges as low as two for a nickel. Florida oranges have practically been out of the market since the big freeze in the fall of 1807. They will find things

Florida oranges have practically been out of the market since the big freeze in the fall of 1897. They will find things somewhat changed when they get back. A few years ago the superiority of the Florida orange, particularly the Indian River product, was unquestioned. The California orange was coarse-grained, less; juicy than the Floridas, deficient in flavor and full of a stringy pulp that was both disagreeable to the eater and hard upon the digestion.

But a wonderful improvement has been made within a comparatively short time. The California orange today is still coarse-grained and still lacks some of the delicate flavor of the Florida or the Messina fruit, but its flavor has been vastly improved. It is brimming with juice and the tough fibre in the best grand of carnees has almost

ming with juice and the tough fibre in the best grade of oranges has almost entirely disappeared.

It is not generally known that this horticultural device for doing away with

the seeds in the ripened fruit was in-troduced in this country by an obser-vant American woman who called attention of the Department of Agriculture to it. This woman while traveling in the Province of Bahia, Brazil, in 1868, observed that the oranges of that prov-ince were much superior to those raised in the United States, and seedless as well. She communicated with the Com-missioner of Agriculture and as a result twelve young plants were set from twelve young plants were set from Brazil to Washington.

Buy Canned Goods With Care.

No merchant can afford to lend his No merchant can attord to lend his endorsement to a line of canned goods of doubtful quality. When the housewife selects her purchases for the table, she is able to inspect her rice, eggs, butter, and cheese, but a can of peas or a can of corn must be taken upon the representation and reputation of the

The foundation of many a grocer's trade lies in zealously protecting the

reputation of his store. If he exercises care and discretion in selecting his canned goods, they will prove a drawing card, and his customers will continue and grow in number.

More men have been self-undone than have been self-made.

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, Detroit. Mich. 353 Russell Street,

References: Home Savings Bank and Commercial Agencies

## **2**······· **Grand Rapids** Cold Storage Co.,

Grand Rapids, Michigan.

We do a general storage, and solicit your patronag

on Rate on Eggs to Jan. 1, 1901: \*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

You ought to sell

## ILY WHITE

'The flour the best cooks use'

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.



Highest Market Prices Paid Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

## Retting & Evans

Fruits, Produce and Commission

Oranges, Bananas, Lemons, Berries, Cabbage, Wax Beans

33 Ottawa Street, Plenty Home Vegetables Cheap Grand Rapids, Mich.

Citizens Phone 2039. Long Distance Phone 226 Ask for prices. We buy Eggs and Butter on Commission.

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.

## 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.

Reference, Home Savings Bank, Detroit.

THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

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

We solicit your shipments of Fresh Eggs and Dairy Butter.

#### Butter and Eggs

One day last week an egg salesman called my attention to a lot of eggs that had occasioned considerable speculation among those who had seen them as to how they had been handled. The eggs were of good size and very bright, handsome appearance. brand had previously been going out to first-class buyers who liked the goods, but recent shipments, although on casual inspection as fine as ever, had been turned down. The parties who had been using the goods gave no reason for rejecting them except that they "didn't like them any more." Close examination in the receivers' store showed that the eggs had been treated in some way. They were covered with a very thin coating of white substance so that the fillers, where the eggs had rubbed against them, showed a white spot and when the eggs were handled considerably the white material would stain the hands. It was hard to get enough of this substance to be sure what it was. It was finally concluded that the eggs had been washed—probably in an acid solu-tion because they were so spotlessly clean-and dried off in some sort of a meal. They certainly had a beautiful appearance, but the traces of the meal whatever it was) gave them away. No buyer wants washed eggs if he knows it; they spoil in no time and cause no end of trouble when placed in the usual channels of trade.

Some of the egg dealers are already beginning to agitate the question of "loss off" on egg sales and it is now announced that the Egg Committee of New York Mercantile Exchange has concluded to change the general rule of Exchange sales from "at mark" as now to "loss off" as has been customary heretofore in this market after the advancing season begins to make egg qualities very irregular. For several years past, although the official rule of the trade has recognized the loss off system of selling during most of the year, there has been a steady reduction in the amount of business done on this oldfashioned basis. I have been in hopes that the change would soon become so general as to warrant the Egg Committee in making the Exchange rules cover sales at mark only-at all seasons-but it looks as if the habit of fixing a time for official loss off business would go on until the independent action of receivers themselves makes the loss off selling entirely obsolete. It is rather curious that, with egg shippers nearly all desirous of having their eggs sold at mark, and with a great majority of receivers themselves expressing a preference for case count sales when their opinion is privately asked, the old habit clings so tenaciously, as far as Exchange rules are concerned. -N. Y. Produce Review.

Evolution of the Process of Butter Mak-

For many years in the past there has been a steady advance in the efforts of buttermakers to improve their butter product so as to make it a more valuable food product and more profitable as a farm product. The evolution has been gradual, but sure, practically starting, we may say, with a few pioneer cows on the farm and the butter churned in the old up-and-down dash churn and worked by the farmer's wife or daughter with a ladle and packed into small kegs or earthen crocks.

Later on the farmers in sections found had been eliminated. This process it profitable to keep more cows than necessary to furnish milk and butter for their families, and the surplus of butter was taken to the nearest store by the wife to trade for groceries and other articles for family use. From this was the starting point of shipping what was called store-packed butter, which was butter of all colors, all tastes, all flavors and all textures, packed in all styles of packages, from an old soap box to a flour barrel. Later on the ladle was used to work the butter into uniform color and texture; this was called ladle butter and was packed in tubs for marketing. Later on the machine butter worker came into use and the butter packers and shippers commenced to put them into general use in their packing houses, and from these packing houses, called factories, the butter packed in them evolved the name of factory butter.

The next evolution was the collecting the cream from the farmers and to one station, where the butter was churned and shipped to market in a more uniform and more valuable shape, and the evolution in this advance was attended again by the name suggested by the method of making the butter, "creamery butter."

Following the gathered cream system comes the centrifugal separator, which seems to be the acme of mechanical perfection, and a name is again evolved for the butter and that is "separator creamery." It seems as if buttermaking has climbed to the top of the ladder now at the beginning of this century. But who knows? for the world is still very young in modern science, and before the next ten years have passed the centrifugal separator may be superseded some modern invention and cast aside as worthless as an old up-anddown churn.

Now it may be asked, what has all of this to do with renovated butter? We will answer, possibly nothing, but ren-ovated butter is destined to have a great deal to do with all of the above, as it has been proven beyond a doubt that the renovating system of handling roll and other classes of irregular butter is the very latest valuable evolution in butter science and its very name, as forced upon the manufacturers and dealers in the State of New York, is a stamp of endorsement by the State, instead of being a brand of scorn, as intended by its enemies.

Renovate is derived from a Latin word which means to make new again, and is a very good word, but it should have a name that means better than

The renovated butter, when made from fresh or sweet roll or other sweet butter oil, and properly made, is destined to have a prominent trade and is destined to hold it.

The writer has investigated the subject both among the domestic trade and among exporters, and the universal opinion among those who handle the best grades is that it is satisfactory to them for many reasons, first, that it will keep longer; second, that it has fine flavor and aroma, and third, that it gives satisfaction to the consumer. There has been a prejudice against renovated butter, due to the fact that at first the process of renovating was used mostly in renovating old rancid butter and grease butter, by which process the butter oil was separated and then mixed with clean acidified milk to replace the old objectionable milk ingredients that

proved successful to such a degree that the packers of process butter started to work on finest fresh roll butter, securing pure fresh butter oil, which is virtually the same and of the same flavor as the oil of the finest separator creamery butter, provided that the cows have been fed on the same feed ration.

After the pure oil has been separated from the rolls the process is to renew or renovate it by combining with the oil fine fresh skim milk acidified to a high degree and imparting a flavor and aroma equal to the finest creamery but-

It is our opinion that the time is drawing near when all mottled creamery will be renovated and all bad flavors due to the milk will be eliminated by the process and the mottled and tainted creameries will be things of the past and the finest renovated butter will be at the top of quotations instead of at the bottom, as at present.

There is one point of special interest to this country in seeking the foreign demand for American butter and that is the amount of milk and water and also of salt, as it is an established fact that the nearer butter is to pure butter fat the longer it will keep sweet, especially in warm climates.

Glucose, salt and water have badly injured the reputation of the American factory butter, and the new process has come just in the "winter of discon-tent," and we look for a "glorious sum-mer" to be made, not by the "son of York, ' but by the new process.—Produce Commission Merchant.

The successful man always sticks to one thing until he gets there. So does the postage stamp.

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# 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.

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**General Produce and Commission** Merchant.

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I want your consignments of

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The best and only the

Our stocks are still complete. All orders filled promptly and properly. We carry the largest stocks and best grades of seeds for the garden, farm and flower garden.

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Grand Rapids, Michigan

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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.

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#### APPLES, ONIONS, CABBAGE **NEW GARDEN TRUCK**

Special low prices this week on

CALIFORNIA AND MESSINA LEMONS

Fine Long-Keeping Stock

THE VINKEMULDER COMPANY. 14 Otttawa 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.

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Successor to C. N. Rapp & Co. 9 North Ionia Street, Grand Rapids, Mich,

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 11—The coffee market appears to be going from bad to worse. Foreign advices are of a character anything but encouraging and, with a huge crop almost assured, we have a prospect of continued low rates. Leading coffee importers in their last

Creamery, 14½@17c; Western factory, 12½@13c.

The cheese situation is rather cheerless. Most of the old stock is cleaned out, but there is little demand for new and prices seem to be hard to raise above 8½c for full cream white. Exporters are doing nothing at all.

Really desirable Western factory, 12½@13c.

The cheese situation is rather cheerless. Most of the old stock is cleaned out, but there is little demand for new and prices seem to be hard to raise above 8½c for full cream white. Exporters are doing nothing at all.

Really desirable Western eggs are working and 13½c for regular pack. Receipts are fairly large and prices are not likely to advance further.

Beans are firm. Choice marrow, \$2.50 have a prospect of continued low rates. Leading coffee importers in their last Rotterdam circular say the Rio crop is almost sure to be 10,500,000 bags and may be more by 1,500,000. Certainly almost sure to be 10,500,000 bags and may be more by 1,500,000. Certainly this is not the route to higher quotations. In store and afloat the amount aggregates 1,201,581 bags, against 960,993 bags at the same time last year. At the close No. 7 is barely steady at 6¼@6¾c. Buyers are exhibiting hardly any interest in the mild grades and yet prices are pretty well sustained, holders showing no disposition to sell Good Cucuta for less than 8c.

A few days of rather active trade in A few days of rather active trade in teas have been followed by the usual quietude and the market closes flat and without any practical change in quotations. Country dealers appear to be pretty well stocked and at the moment hardly anything is doing.

There is a confident feeling in the sugar market and sellers all around are pessimistic in their views. Every in dication is for a large group of fruits and

pessimistic in their views. Every indication is for a large crop of fruits and other stuff requiring free use of sugar, and the chances for "success" are good. Quotations are practically with-

and the chances for "success" are good. Quotations are practically without change.

Just about the same condition of affairs prevails in the rice market which has governed for some time. The volume of business is not large, but is all that could be expected at this season. Prices show no change.

No animation exists in spices. Pepper is reported in some quarters as rather more interesting than last week, but as a rule the situation is practically the same as for many weeks past. Prices

but as a rule the situation is practically the same as for many weeks past. Prices are pretty well sustained and this is the best feature observable. Singapore pepper in an invoice way is worth 13@ 13\% c. Zanzibar cloves, 9\@9\% c. Offerings of open kettle molasses are small and prices are very firmly adhered to. Mixed goods seem to sell as well as the straight article. A limited trade is doing in foreign grades.

as the straight article. A limited trade is doing in foreign grades.

There is more steadiness observable Inere is more steadiness observable in the canned goods market and the general condition of the market seems to be better than for some time. The dullest article is tomatoes, which appear to be in full supply and meet with only moderate request. Peas are doing well and corn is selling in a moderate manager, at about probagged questions.

and corn is selling in a moderate manner at about unchanged quotations. The birth of some new can factories is chronicled this week, one of which numbers among its incorporators C. M. Fenton, of the Erie Preserving Co. Dried currants have shown considerable strength and some very good sales have been made on the basis of 9@0½C. Apricots have done well and prunes remain quiet. Some enquiry is being made for peaches of a low grade and, upon the whole, the dried fruit market is in better shape than for some time.

Lemons have been in better request

Lemons have been in better request and, as warmer weather begins, the rates of course advance. Sicily fruit sells for \$2.50@3.25 for 360s and \$2.50@4 for 300s, the latter for very fancy fruit. Oranges are doing well and California stock is worth up to \$3.75 for navels. Bananas are doing well at unchanged quotations quotations.

Quotations.

During the week the demand for butter has been very active and at the close the market is well cleaned up on all desirable stock. An advance of about ½c has taken place and best Western

Beans are firm. Choice marrow, \$2.50 @2.55; choice medium, \$2.10@2.12½; choice pea, \$2.10; red kidney, \$2.05.

#### Taking Care of the Berry Stock.

Grocers and merchants generally re gard the approach of the berry season with considerable apprehension. As a rule the advent of this fruit brings losses to the retailer, and many of these losses are heavy ones and cut into the profit on other lines of goods to a marked extent. The perishable nature of berries is probably the direct cause of most of the losses, and this can be guarded against to a certain extent, if due care and judgment are used in handling this class of merchandise.

No doubt it would be to the advantage of nearly ever dealer in the Northwest if no berries were handled during the season, but the public demands them and in this case the dealer feels impelled to meet the demands of the public and feeling obliged to handle berries, he should therefore at all times strive to make his losses as light as possible.

One safeguard against losses exists in the proper buying of berries. Those that look soft and uninviting are almost sure to bring loss. They decay rapidly, move slowly from the store, and are unsatisfactory to the consumer after they have been purchased. Many times while there is a pronounced demand for berries, the retailer will find it to his advantage to leave the soft and mussy fruit alone, even if he loses some trade through the fact that he has no berrries on hand. As far as possible firm, good fruit should be bought by the retailer.

After the fruit arrives at the store, if there is time or any time during the day when it can be done, the clerks might profitably be put at work sorting out the decayed or decaying berries, from the good ones. The latter should be replaced in the box, and enough may be added to give reasonably good measure. Berries look very inviting if they are placed uniform on the top of the box but it scarcely pays to put all the large ones on top and the small ones beneath. People are well posted with regard to this trick, and the first thing they do if they are suspicious is to turn the box upside down for the purpose of inspecting the lower layers.

In displaying the berries they should be kept in a shady and cool place, and it is much better to keep them in the store, on a display table where they can be seen, than on the display counter in the street where they collect a fine assortment of grit and dirt. Some grocers have become so enlightened that they display but a few boxes at a time-just enough to attract attention. The remainder they keep either in the cellar or in a refrigerator until such time as they sirable stock. An advance of about ½c in a refrigerator until such time as they has taken place and best Western creamery is worth 19½c; imitation cool place, should also be kept in a dry

place. Moisture in a cool atmosphere results in more rapid decay than in the place. dry heat. It brings mold, and when berries have once begun to mold, it is almost impossible to save them. Decay after that comes very rapidly.

In handling berries the old axiom that the first loss is always the smallest loss very appropriate. If berries begin to wilt or decay, by closing them out in crate lot to the housewife at cost or a little below cost, it very frequently happens that more can be realized from them than by holding to a stated price, selling a few boxes at that figure and throwing the remainder into the gar-bage barrel. They are perishable goods and they have got to be moved quickly and to the best advantage. It is better policy to take the loss all at once, and be sure that it is no more, than by risking a heavier loss in the end. -Commercial Bulletin.

Clay county, Ill., claims to have the greatest area in the world in any one county in apples. One orchard has 640 acres and the acreage of the entire county is over 41,000. A late estimate gives the county 2,000,000 trees. The average age of the orchards is eleven years, which gives them several years of heavy bearing still. Fifty per cent. of the trees are Ben Davis. Other popular varieties are Rome Beauty, Missouri, Pippin, Jonathan and Gano.

A man smiles when you speak of his level head, but call it flat and he gets

#### 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.

## Ballou Baskets Are Best



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

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

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Use our goods and avoid prosecution by Food Inspectors.

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



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.

Kolinson ader & Vinggar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

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

L.O. SNEDECOR

Egg Receiver

Fresh Eggs Wanted Special trade for Seconds

36 Harrison Street, New York

REFERENCE:-NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

#### Paraffining Cheese-Broken Boxes-Marking Weights

"I don't think I like that idea of paraffining cheese," said a receiver; in fact, I am quite positive that I don't. It may have some value under certain conditions, but for general trading purposes I believe it will be seriously objected to by most buyers. But I am not going to discuss that matter now; I'll merely keep track of it and see what comes out of it, and I'll not be the last one to commend it if the trade takes to it. I rather like the plan of using a double bandage on cheese," he continued. "Some years ago the Marshfield factories always put two bandages on and I used to think there was not anything like it. In the winter when cheese was naturally molded on the surface, we used to remove the outside bandage and with a little brushing down the cheese looked bright and fine."

Looking over a large stock of new cheese in one of the prominent houses of the trade, I was struck by the number of broken boxes and covers and I asked the seller what was the occasion for such poor cooperage. "Well," he remarked, "the boxes may not have been in the best condition when they left the factory, and you will notice that in many cases the boxes are either too large or too small for the cheese. If you could follow the cheese from the time they leave the factory until they get on the docks here or even into our store you would see that they get pretty rough handling, and it is very essential to have the cheese fit nicely in the box. I do not mean that they must fit so snugly that you can hardly get them out of the box, for that is an infernal nuisance, but I think that factorymen should always buy uniform size boxes, and then be careful to have each cheese practically the same size. The cover should fit on tightly, and should rest on the top of the cheese. Any decided motion of the cheese in the box will tend to knock off the cover and split the box. Oftentimes in shipping, the cheese are piled up in the cars in such a way that they are easily knocked about by the jerking of the cars."

An exporter happened to come along at that time and I asked him what his experience was on the lines suggested by the receiver. "Well," he replied, of course we re-cooper all the cheese before we ship them, but even then you would be astonished to see the condition in which they arrive on the other side. In the first place I don't think they make as good boxes in the States as they do in Canada. They are apparently not as strong. But there is one thing especially that breaks the boxes and that is the way they are loaded onto the steamers. Some of the steamship lines have a great net into which a dozen or more boxes of cheese are tumbled; this is hoisted from the dock, over the side of the vessel, and lowered into the hold. Sometimes the net strikes three or four times and when it does, covers are often broken off the boxes notwithstanding the fact that the covers are nailed on before they leave the receiving depots. I am inclined to think, however, that you will hear of more broken boxes and covers early in the season than you will later. Many of the factories carry over boxes from the previous year, and these get so dry that they split easily." By this time my friend saw how desirous I was of getting some points that would be helpful to the cheesemakers I had when we were married."

and he started the conversation again.

"The marking of weights on the boxes is a matter that you can profitably touch on," he remarked. "All the cheese are weighed at the factories and the weights are marked on the side of the boxes. Sometimes this is done with an ordinary lead pencil and the figures are so indistinct that they can hardly be read. This often becomes a source of dispute or bickering, and it is so easily remedied that attention should be given to it at once. It is not necessary to write large black figures, but they should be distinct enough to be easily seen. One of the receivers has his regular factories use a stencil, and it is a capital idea as there is never any question about the weights. Then there is another matter in connection with marking the weights that should be corrected. A number of factories are so careless in this that the upper part of the figures come within a quarter inch of the top of the box, and if the boxes have to be trimmed down the tops of the figures are cut off. For instance, I saw a box of cheese that weighed 67 pounds and the weight was marked so high up that in cutting down the box the top of the 7 was cut off, and it was tested on 61 pounds. Somebody lost six pounds. I noticed some cheese on the Erie dock the other day that were marked in about the center of the box, and close up to the lap, which insured it against being rubbed off. I thought it was a pretty good plan."—N. Y. Produce Reveiw.

## Means Adopted By Pentwater People to Boom Their Town.

The motive in nearly every enterprise is the end to be accomplished. The success of nearly every undertaking depends upon the greatness of the motive and the energy, enterprise and ability with which it is prosecuted. The Business Men's Association of Pentwater has as its motive the improvement of business conditions and the development of the many natural advantages of the town and surrounding country. Nearly all the business men run on the back of their letter heads a map of the town and a description of its excellent location as a summer resort and manufacturing center. They have recently induced Sears & Nichols, who have a large canning factory at Chillicothe, Ohio, to erect and operate a similar plant there. One of the buildings is 65x200 feet in dimensions and two others are each 60x150 feet. All are two stories high. The engine and boiler house will be 36x42. These buildings are being rapidly constructed and will soon be ready for operation. They are contracting with the farmers to plant 500 acres of peas, 600 acres of corn, and as large an acreage as possible of beans, beets and tomatoes. They will also can all kinds of fruits and berries. They expect to employ 600 to 700 hands for six months in the year, 200 to 300 for the next three months and sixty to seventy-five for the remainder of the year. Considering the unusual resources of the surrounding country in all things which this company will require, it is the most promising enterprise which this town has secured in a long time.

#### Comparatively Well Fixed.

"Papa," said the beautiful girl, George and I are two souls with but a single thought."

"Oh, well, don't let that discourage you," replied her father kindly. "That's one more than your mother and

#### S. A. MORMAN & CO. GRAND RAPIDS, MICH. 25 CANAL STREET,

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Petoskey Lime Sheboygan Lime Akron and Louisville Cement Atlas Portland Cement Michigan Portland Cement Sewer Pipe Fire Brick Flue Lining Hard Wall Plaster Granite Wall Plaster, Plasticon, Gypsum Wall Plaster Stucco, Hair, etc.

Write for Prices.

## **\_\_\_\_\_**

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.

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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.

#### Glover's Gem Mantles

are superior to all others for Gas or Gasoline.

Glover's Wholesale Merchandise Co. Grand Rapids, Mich. Manufacturers Importers and Jobbers of GAS and GASOLINE SUNDRIES

## William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

## Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH. Resident Manager.

#### 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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E all know there's a reason for everything, but we don't always know just what it is. Sometimes it's very difficult to deter-

mine, then again it's as plain as-well, as Susan B. Anthony or-or Oom Paul.

Now the reason why Boston Breakfast BLENDED COFFEE is so satisfactory to those who sell it as well as those who drink it is because it is better goods for the money than any other. It pleases the dealer because it pleases his customers. That's plain. But why a dealer will sell inferior brands and sell them practically at cost, and why the consumer will punish his stomach by pouring the trash down into it, is a mystery. What's the reason? We give it up.

#### Olney & Judson Grocer Co.,

Roasters of B. B. B. Grand Rapids, Mich.

#### Woman's World

The Most Dangerous Book Published in Twenty Years.

I see that the first public victim of "An English Woman's Love Letters" has just been announced. A Boston woman has just gone crazy from reading them and has committed suicide. She was a rich and educated married woman who read incessantly and, after indulging in an emotional debauch of that dopey piece of literature, she shot herself, because she had taken up a mania that she was hopelessly in love with some man who was not her husband. The other man existed only in her imagination, overwrought by excessive devotion to love fiction, but that did not prevent the tragedy.

To my mind, "An English Woman's Love Letters" is the most dangerous book that has been published in twenty years. For one thing, it is a wild wallow of sentimentality that is irresistibly fascinating to most women. For another, it throws a halo of poetry and romance about the biggest fool performance on earth. It justifies the sentimental letter. It makes attractive the spectacle of a woman slopping over with gush and spreading her heart out on paper and ransacking the language for red-hot terms in which to express her devotion, and the worst of it is that this baneful example is sure to have thousands of followers among women, who will be inspired by it to indite letters that they would give their eye teeth to have back again.

These are the real victims of such a book. Not the one or two who may commit suicide and whose names get in the papers. The world is no worse off for the loss of a few intemperate novelreading fiends, but it is worse off for the unhappiness and shame and trouble women can bring on themselves by writing silly, sentimental letters to men. Compared to "An English Woman's Love Letters," I should give a young girl "Sappho," or "Camille" for Sunday reading. If she had a grain of sense in her head she would never be tempted to imitate the example of heroines whose whole lives were a vivid illustration of the truth that the wages of sin is death, but I should know that nothing but almighty grace and a lack of knowing how to write would save her from sitting right down, after reading "An English Woman's Love Letters," and sending off a ream of gushing twaddle to some youth with whom she fancied herself in love for the moment.

Just why it should always be a temptation to women to write love letters, nobody knows, but it is. All of us have felt it. Some of us have had sense enough to resist it. Most of us have succumbed and written sentimental outpourings that it makes us blush even yet to remember, and that leaves us wondering what the fool killer could have been doing that he let us escape-probably because there was no use in making an example of one when the crime was universal.

Deep down in every woman's soul is an unsatiable yearning to love and be loved romantically. She may have gumption enough to realize that bread and butter are better and more satisfying in the long run than fine words. She would not even, in all probability, exchange her honest young grocer for any long-haired poet who ever indited sonnets to his lady's eyebrows, but the hunger for sentiment is still there. This and the hundredth man is careless,

the love letters supply to her. It is the poetry and the glamor of the affair, and the very moment a girl begins to feel tender towards a man she begins to want to express herself in mixed metaphors and high-falutin' phrases. Nine times out of ten these lead her into saying more than she intended to say. It is a kind of poetical license she allows herself, and she hasn't the faintest idea how they read in cold blood to other people.

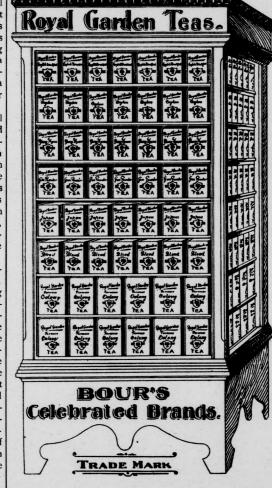
If these effusions, in which a girl gives herself away on every page and bankrupts the dictionary on ments, were only addressed to the man to whom she was betrothed and whom she expected to marry, some excuse might be offered for her folly, but this is not the case. Girls write such letters quite indiscriminately to any man with whom they have a passing flirtation, and the wonder is not that they get into trouble so often, but that they escape

A pertinent illustration of this is being offered just now in New York, where a few days ago a beautiful young woman, who belongs to a rich and fashionable family, drove to the police station and hysterically begged the police to give her a package of love letters she had written to a man who had been arrested for swindling and which were found in the prisoner's pocket. All she knew of the man was that she had met him at a summer resort and they had gotten into a flirtation and a correspondence, but she had written him letters that began, "My darling sweetheart," and that ran the whole gamut of affection. Her family had never even heard of him, and she declared she would be disgraced if the letters were made public. She did not get her letters back, though. It is always easier to do things than it is to undo them.

Nor is this an isolated case. I can match it with another that I knew personally of in Grand Rapids last winter, where the gushing and silly letters of an innocent young girl fell into the hands of an evil and jealous woman, and it was just by a miracle of good luck and diplomacy that she was kept from using them and hopelessly smirching the girl's Many a drummer goes about with his pockets bulging with affectionate missives from girls all along his Every good-looking actor is simply bombarded with adoring letters, that are only too sadly often compromising, from girls who do not even know him by sight off the stage, but who feel constrained to write and tell him of their love. And the writers of these letters, nine times out of ten, are girls of good family and position, who ought to know better, if they do not. I was once talking to a popular matinee idol, and asked him what he did with these silly

"Oh," he replied, "I never bother to read them. I give them to my wife; they amuse her. I would send them to the girls' fathers if I thought there was any hope of their turning the Mamies and Sadies across their knees and giving them the spanking they deserve.

Of course, when a woman writes a silly, sentimental letter to a man she justifies it by thinking nobody will see it but the one to whom it is written, and she soothes her one remaining remnant of prudence by adding a postscript saying, "Burn this." It is time for women to take the fact to heart that not one man in a hundred has a particle of honor in regard to a woman's letters,



Bour's Royal Garden

In pounds, halves and quarters.

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

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

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

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



The Symbol of Supremacy in Baking is the trade mark on our In=er=seal Patent Package.

> NATIONAL BISCUIT COMPANY.

Ninety-nine show the letters you write them and boast of your devotion and the other one leaves your precious missives around in bureau drawers and old coat pockets. The locked desk, with the secret compartment where women's love letters are kept safely tied up with a blue ribbon, is a fiction of the novelist. It does not exist in real life. Be assured of this, that if other people do not read your letters, it is because they don't want to, not because they do not have the opportunity. Keep this fact steadily in mind when you write to Henry Adolphus.

Nor need any woman cry out on man for lack of honor in this. Why should he be more careful of your reputation for discretion and reserve and maidenly modesty than you are yourself? If you put down in black and white that you adore and worship Tom, Dick and Harry, that you count the hours when they are gone, and life is a howling wilderness without their presence, I see no particular reason why Tom, Dick and Harry should keep a secret that you have blazoned to the world. I say nothing of those rash and reckless young women who send kisses by mail, because they are beyond the reach of any argument. That is a depth of folly that I can not even imagine any woman descending to.

Do not do it, girls. If you have formed the sentimental letter-writing habit, stop it right now. Never write another one. Never write a man how much you love him or call him pet names until after you are married to him, and then you won't want to and you will be safe, for you will know that it is always better to keep something in reserve. If you feel so sentimental that you are bound to gush, write it out and burn it yourself. Then you will know it has been destroyed; but do not trust Henry Adolphus to do it. He might show it to that hateful Smith girl, who was your rival; he might leave it around so that the office boy and the other clerks would have fun with it. Besides it is not certain you will marry Adolphus. Always keep one eye on the future man. I have known more than one promising affair broken off by an old love letter turning up inopportunely. Never send a letter to a man until you have kept it twentyfour hours in the ice box and are certain it is properly chilled.

In one of Miss Braddon's most de-

lightful stories the heroine is a great 'I have said all things to all flirt. "I have said all things to all men," she says with virtuous self-commendation, "but, thank heaven, there isn't a scratch of my handwriting in the length and breadth of England." commend her example to all girls. Say what you please, but do not gush on paper.

I would also call your attention, little sister, if you are enamored of "An English Woman's Love Letters," and feel like imitating her example, to the ending of the book. She did not get the man. He flew the coop at the last. A great mystery is made of it, and the matter is not explained, but I feel positively confident it was those letters that did the business. No man could stand that much sentiment. She choked him to death on sugar plums.

Do not write too many letters anyway, and when you do write make it short. A twelve page letter is a crime in these strenuous times. When it is full of gushing sentiment it ought to be a capital offense. Always keep your tenderest thought to yourself, and remember that so long as men admire teh monotony.

bud more than the full-blown rose, just so long will maidenly reserve be the very flower and perfume of girlhood.

Dorothy Dix.

Woman's Changeableness Her Chiefest Charm.

We have all laughed over the experience of the man of the world in "The Ambassador," who said he had written 250 sonnets to as many different ladies or to the same lady in 250 different moods, but the cynicism, like all true satire, has a grain of truth at its core.

Oliver Wendell Holmes declared somewhere that every man is three persons. The John Smith he thinks he is: the John Smith other people think he is and the John Smith he really is. If this is true of man it is infinitely more true of complex woman. She is no one personality but a hundred and it is one of the things that makes her of perpetual interest. You can never be sure you have guessed your riddle or really come to the end of exploring the labyrinth of any woman's character. Just as you think you know her like a book she does the unexpected thing and you have to start your study all over again from a new point of view.

No sane person would undertake to prophesy what a woman would do under any given circumstances. We have all seen the woman who would go into hysterics when the cook left meet a great sorrow and calamity with the unflinching courage of a hero. We have seen the woman that we despised as a silly doll baby rouse up in some emergency and show an executive ability and a good hard business sense that was nothing short of miraculous, and, on the other hand, we have known women who had enjoyed a reputation for intelligence and strength of character who simply went to pieces and became nothing but limp bundles of wails and reproaches in the day of adversity.

If woman shows this many-sided view of herself to the general world, the diamond still has another facet when it is turned to the man she loves. One of the mysteries we all vainly try to solve is what certain people see in each other that mutually attracts them. "I can't imagine what he saw in her to want to marry her," we cry, and, dullards that we are, it never occurs to us that she has shown him perhaps a side of her nature of which we have never had even a glimpse. The heart has many chambers, but there is one-beautiful beyond all the rest-to which the general world never penetrates. Many a woman whom we esteem dull and commonplace and uninteresting has within that secret apartment treasures of sympathy and love and tenderness that would dazzle us with their glory if only we could penetrate into it and share its riches.

In a way this many-sidedness of woman makes her seem fickle and capricious. "You never know how to take a woman," men cry, disdainfully.
"They will laugh in the morning at a thing that shocks them in the afternoon. They never like the same thing two days running," and so on, and women can not explain that what looks like inconsistency is the result of a connection of ideas too subtle for men to understand, any more than the mercury can explain why it shrinks in its tube at the approach of a storm.

Came Down Like a Lady.

"Frances," said the little girl's mamma, who was entertaining callers in the parlor, "you came down stairs so noisily that you could be heard all over the house. You know how to do it better than that. Now go back and come down the stairs like a lady."

Frances retired, and, after a lapse of a few minutes, re-entered the parlor.

"Did you hear me come down stairs this time, mamma?"

"No, dear. I am glad you came down quietly. Now, don't let me ever have to tell you again not to come down noisily, for I see that you can come down quietly if you will. Now tell these ladies how you managed to come down like a lady the second time, while the first time you made so much noise."

"The last time I slid down the ban-

"The last time I slid down the ban-isters," explained Frances.

The more a man has the more he wants—unless it happens to be twins.

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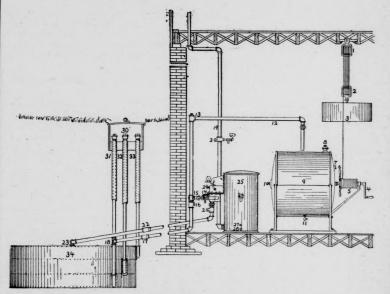
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MORENCI, MICH.

But after all, criticise it as we may, it is woman's changeableness that is her If you want the best and cheapest light on earth write chiefest charm. It is not variety of which we tire, but the dead level of monotony.

Cora Stowell.

chiefest charm. It is not variety of which we tire, but the dead level of sirable for store lighting.

#### HOME AGAIN

How the Mother's Beacon Light Guided the Truant. Written for the Tradesman.

'Gracious! my back's almost broke,' said Phil Ramsay, as he straightened himself and looked with discouraged eyes down the long rows of fresh-grow-"If ever there was a job to ing corn. break a feller's back, and heart too, it's pulling suckers. Just think of it! every row half a mile long and almost ten acres of the blamed stuff. Father expects me to pull it all. I've a good mind to skip out." He sat down between the rows to rest and continued his soliloguy: "I wouldn't mind the hard work so much if father wasn't so darned cranky, but, try as I may, nothing I do seems to please him. He is forever finding fault with me. I worked like a slave all day yesterday, a hoein' in the potato lot. I wanted to please him so he'd let me go to the dance in the school house last night. When I told him I wanted to go he got mad as all get-out and forbade my goin'. He said that no one could dance all night and do his work good next day. I'd a been tired, of course, but I'd a worked just the same, and I'm sure these rows wouldn't a seemed half so long. I don't believe my back'd 'a' ached as bad as it does this very minute. I wonder what he'd do if I was to run away! If he didn't know where I was he couldn't fetch me back. I don't suppose anyone would want to hire a boy of 16—I wonder if they would. I'd have to find work right away, though, for I've got only a dollar and seventy cents and that wouldn't keep me no time. I wish I knew of a job somewhere that I could get for the askin'. I've a'most a mind to take my chances and light out when I get to the end o' this here row." The boy arose and resumed his weary, back-breaking

"What in blazes can be a keepin' that boy? exclaimed Mr. Ramsay, as he took up several milk pails from a bench beside the kitchen door. "He ain't usually so anxious about his work as to stay at it till dark. I reckon he thinks he'll git out o' the milkin'."

"Was ye a speakin' to me, William," asked a pleasant-faced woman, coming to the door.

"I was a wonderin' why Phil wa'n't in, to help with the milkin'," answered the man, crossly.

"Most likely he was in the middle of a row when quittin' time come and wanted to finish it," replied his wife. "He'll be here shortly."

"Bosh!" exclaimed the man irritably. "More'n likely he's laid down and fell asleep. He's a gittin' to be the provokin'est youngster 't ever was. I swan! it beats me what's got into him lately."

"Now, William, you don't ought to be too harsh with Phil. The drivin' process won't work with him nohow."

The woman came out and put her hand on her husband's arm. Her voice seemed like a prayer as she continued:

"If you'd only let him see that you love him more'n all the world besides, he'd act different towards you, I'm sure. He's a great big fellow, but he's only jest turned 16. If you'd jest put yer arm around him once in a while, when he sets down by you on the doorstep of an evenin', you'd win his heart back again, I know. He's jest a achin' fer some expression of affection from you, while you hide yer love for him as if 'twere a thing to be ashamed on.'

The woman turned and re-entered the these thoughts he returned to the rail-

house. There were tears in her eyes.

The man walked slowly towards the stable, a milk pail in each hand. His anger towards his son was by no means appeased by what his wife had said. He felt that she was talking nonsense, yet he would not hurt her feelings by saying so. He vented his spleen on the cows instead, and as a result one of them spilled a foaming pail of milk in his lap. Had his son appeared at this juncture there would have been no doubt as to what would have happened to him.

Just about this time an eastbound freight train on the Union Pacific railroad was rushing along at the rate of twenty miles an hour. A brakeman, lantern in hand, was making his way along the tops of the cars towards the engine. Clambering down to a flat car sandwiched into the middle of the train, he discovered a boy seated in the corner, stealing a ride.

"Hello, youngster! where do you think you're going?"

The boy was frightened, but he answered bravely enough, "No place in partic'lar, 'cept as far as the train'll take me."

"Well, you don't expect us to carry you for nothing, do you?" the brakeman enquired. "Got any money?"

"Yes, I've got a dollar and seventy cents," the boy answered reluctantly; "but I need it to buy grub with till I find a job."

"Where did you get on?"

"Back at Walker's Creek, where the big grade is."

"Let me see, that's over forty miles you have ridden so far. On a passenger train that would have cost you a dollar and a half. You give me the seventy cents and I'll call it square. You can ride to Salina, thirty miles further."

Unwillingly the boy gave up his precious money, which the brakeman pocketed.

"Now remember, you will have to get off just before we pull into the yard at Salina. The railroad police arrest anybody bumming rides, so don't be fool enough to get caught, or they'll work you on the chain-gang as a vagrant," said the brakeman, as he clambered to the top of the forward freight car and disappeared.

With throbbing heart the young runway alighted from the train slowed down to enter the yard at Salina. How strange it seemed to be a wanderer and homeless! The lights of the town twinkled in the darkness; but there was no friendliness in their gleam. knew that at that very moment there was a lamp on the casement of a window seventy miles away shining across the night to guide his footsteps home. He thought of the love and anxiety that shone in that light; of the tender, loving hands that had trimmed it and made it bright for him. His heart smote him when he thought of his mother, perhaps at that moment in tears, praying for his safe return. This veiw of his conduct had not presented itself when, with aching back and wounded heart, he had left the corn field and struck out across the prairie for the railroad. Now, as he came face to face with the stern reality of loneliness, his heart was wrung with shame and anguish. How kind and tender his mother had always been, ever ready to intercede for him with his father, whose patience he had so often tried! Under the influence of

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C. U. CLARK, President.

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road with a half-formed resolve to board the first train going towards home.

While he waited beside the track pride gradually took the place of his better resolve as a picture of his humiliation, should he return, presented itself to his mind. His father's anger, the dreadful thrashing, the jeers of his acquaintances all passed before him in rapid review. The power of the gen-tle mother's love to call him back vanished before pride's insistance and he again turned his face towards the town.

One by one the lights went out as the homeless lad wandered aimlessly from street to street. He had spent twentyfive cents of his precious dollar for his supper and, discovering that it would cost fifty cents for a bed, had determined to sleep outdoor. He remembered passing a haystack on the edge of the town, and was walking dejectedly in that direction when a policeman stopped him and demanded to know his business. The boy answered truth-fully, but the officer was not satisfied and at once placed him under arrest.

"I'll find you a bed in the lock-up to-night, young man, and I miss my guess if you don't wish you'd never seen the town of Salina!"

Realizing that resistance was useless, and frightened beyond the power of speech, the boy walked jailward beside his captor.

Ashamed and humiliated, parched tongue and trembling limbs, Phil Ramsay stood in the justice's court next morning, and heard himself sen-tenced to the chain gang for thirty days. The charge was vagrancy. The horror and disgrace of it all! What would his father and mother think if they knew? He looked with tearful eyes into the face of the judge, but there was no sign of pity. He held out his hands supplicatingly only to hear the judge com-mand, with brutal distinctness, "Take him away and put him to work and when his time is up see that he leaves the town.'

Night after night a lamp that was trimmed and burning stood in the window casement of the farm house on the prairie, sending its gleam far into the darkness. Many times each night anxious, hope-inspired eyes followed its rays only to turn away tear-dimmed and disappointed.

"You might just as well pull down the blind, Mary," said Mr. Ramsay, as he followed his wife's straining gaze. "Phil has thrown us over for good. It's more than a month now since he left and he hasn't written you a line. You better make up yer mind that he wa'n't wuth yer love th'n to be a worryin' yerself to death a thinkin' every sound you hear in the night is him a comin'

"Don't, William, don't!" exclaimed his wife. "Ye'll break my heart if ye talk like that. I can't bear to hear ye say aught ag'in the boy. He's got a good kind heart and if he only knew how mine is bein' broke day by day I'm sure he'd come home to me!"

Late that night a heavy freight train, going west, labored up the grade from Walker's Creek. Two brakemen were seated on the top of one of the cars.

go back after a bit and see if he told the truth."

GAS [READING LAMPS]

THE NULITE

"What do you suppose that light, away off there on the prairie, is kept burning for night after night?" enquired the man who had first spoken.

'Hain't an idee," was the careless reply, "unless they're afraid to sleep in the dark.

There were other eyes besides theirs that looked at that light and their owner knew why it was kept burning.

An hour later there was a timid knock at the farm house door. Eager answering footsteps crossed the room within and the door was opened wide.
"Phillip!"

"Mother!"

Mac Allan.

Can Multiply in Sixty-four Different Ways. From the Indianapolis News.

Arthur F. Griffith, commonly known as the lightning calculator, and con-ceded to be the greatest mathematician in Indiana, was born on a farm near Milford, July 13, 1880. From the time be was able to talk until the present his whole thought has been on the subject of mathematics. When but a small lad

of mathematics. When but a small lad he would frequently count the number of potatoes his mother peeled, or the number of the ears of corn husked by his father. One day he counted the number of sticks of wood sawed by several men, the total being 6,583.

When Griffith was 10 years old his parents moved to Milford, and for the next seven years he attended the public schools there. The teachers were unable to teach him anything in the line of mathematics, and found it very difficult to interest him in anything else; so, at the age of 17 his education ceased.

ceased.

The extent and diversity of Griffith's mathematical knowledge was first known to the public about two years ago, and since that time he has been progressing rapidly in all branches of his favorite

rapidly in all branches of his favorite study.

Somewhat doubting what he had heard of Griffith, Ernest H. Lindley, associate professor of psychology at Indiana University, sent for him in November, 1899. Griffith remained at the University for three months, studying algebra and giving exhibitions before the classes. At the end of three months, in charge of Prof. Lindley, he was taken to Yale University at New Haven, Conn., where he dumbfounded all by his rapid calculating and the able manner in which he could explain how he could work all problems propounded to him.

him.

Griffith is about 5 feet 8 inches in height and weighs 180 pounds. His hair is very dark and his eyes jet black and exceedingly bright. He talks very fast and with a slight break in his speech, which makes it somewhat difficult to understand him. understand him.

understand him.

Griffith now has eight different methods of his own for addition, ten for division and sixty-four for multiplication. He can take any number between 970 and 1,000 and raise it to the fifth power in thirty-nine seconds without the use of either pencil or paper, while in working with pencil and paper 360 operations are necessary. Griffith can mentally add three columns at a time, divide any set of figures, multiply any divide any set of figures, multiply any set of figures in from one to forty seconds and extract square and cube roots in from three to fifteen seconds. He remembers every problem that he works. The hardest test which he has yet been given, so he claims, is to stand and sea a freight train pass with twenty or thirty cars and then tell the number of each car in order and to what road each be-

seated on the top of one of the cars.

"Did you take in any coin this trip yet?" one asked of the other.

"Yes," was the reply, "I got a half a dollar out of a youngster that got on at Wilson's Station. He swore to God it was all he had. He said he was going to get off along here somewhere. I'll



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

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### Window Dressing

Trims Appropriate to the Early Summer

Already the first breath of hot weather is felt and the trimmer is reminded that he must prepare to give his windows an appearance attractive to the perspiring man on the street. Awnings are to be put in shape and although that is not a part of his work, it affects his work because the awning helps or hinders him in his displays. A fresh, coolappearing window is more and more necessary every day, and the soft bosomed shirts, belts, summer neckwear and clothing that are displayed demand surroundings that suggest comfort and coolness and not the snug warmth and heat of winter.

Negligee shirts and belts should from now on begin to occupy a conspicuous position in the windows. These shirts with the loose folds and the graceful shapes that they easily assume look far better when they are shown in the window with collar and tie placed in position on them. Bent lightly over the bar, with belts twisted upon the bar in neat shapes on either side of them, they make an attractive display that ought to be profitable. An attractive mixed trim can be made by hanging negligee shirts on the bars in the manner suggested and covering the floor of the window with boxes of belts or single belts knotted in different shapes, together with gloves and bunches of scarfs spread out at intervals in fan shapes.

It is well to devote one window entirely to suspenders at this season of the

spring clothing they should make a change of suspenders also. A good arrangement of suspenders can be made by setting in the window two or three haberdasher's trees, on each bar of which a box of the suspenders is fastened with the suspenders in the box displayed in the package. One or more pairs of the suspenders are draped on each bar about the box and the floor of the window is occupied by window stands and boxes set on end, all being arranged irregularly, but so that the contents of the boxes are visible to the onlooker. Another way of displaying suspenders is to fasten a pair flat on an oblong strip of paper, which is then fastened by mucilage to the glass of the window, with the suspenders pressed close to the glass. This method of display is unusual and has the advantage of utilizing little space, while the light shut out from the display need be as little or as much as the trimmer desires.

Turnips, while useful, are not ordinarily ornamental, but an ingenious window man has found a way to utilize them in his windows. He take a large turnip and cuts out a good-sized hollow in its bottom. This hollow he fills with water and then suspends the turnip in his window, bottom upwards, by means of a cord tied about it. The water and the heat of the window cause the turnip to put forth shoots which twine upwards about it, and are curious to see, if not beautiful. As a means of introducing vegetation into the window some trimmer may find the turnip man's idea useful or suggestive.

"In the spring a young man's fancy lightly turns to thoughts of love," and

who meditates calling upon a young lady will array himself in the best-that his means afford. On dusky spring and summer evenings he will stand with his companion at the garden gate and talk and talk until older people wonder what he can find to sav. This habit of the young man can form the subject of a spring clothing trim. Across the back of the window runs a whitewashed picket fence with a gateway in the middle and with the gate slightly ajar. On one side of the gate stands a female figure, while on the other side, with his arm stealing in the direction of her waist, is a young man dressed from head to foot in the extreme of youthful elegance. The home of the young lady is seen in the background against a night sky in which the stars are shin-ing. The foreground of the window shows the various articles of clothing and furnishings that are required by the young man who wishes to appear at his best on spring evenings. Window cards which call the attention of young men to the social exigencies of the season will be appropriate. Instead of a simple picket fence an arched gateway and stone wall can be put in. The wooden framework is covered with burlap, which is painted a stone color, with size colors. Vines are then trained over it to give it a natural appearance.

In many parts of our country the early part of the month of May is celebrated by the children with parties, excursions to the woods and fields, and by hanging baskets filled with wild flowers on the doorknobs of their friends. These celebrations of the coming of May come down to us, antiquarians say, from the time when our ancestors were tree woryear, for when men are buying their it is likewise true that the young man shippers. Certainly they are very pretty those who are troubled in this way.

observances and contain also a hint for the trimmer who is now putting in his May trims of children's clothing. Fancy baskets filled with wild flowers can be introduced into May trims. They can be attached to the various window fixtures by bands of ribbon or scattered about the floor of the window, while the window cards are illustrated with designs and display phrases referring to the coming of May. Another idea is to put in a representation of a children's May party. A May-pole is erected in the middle of the window with a circle of children around it, each child holding in its hand the end of a strip of ribbon or cloth, the other end of which is attached to the top of the pole. The ribbon or strips of cloth are of different colors. The pole is an ordinary pole painted in various colors, with a sheaf of flowers bound to its top. The back-ground of the window can be filled by a painted drop representing a May landscape. The children's figures can be dressed in a variety of costumes, more or less fancy, according to the tastes and means of the trimmer. Such a picture window is appropriate, inexpensive and attractive, while the grouping is very simple, things which can not be said of all picture windows.—Apparel

#### To Keep Away Mice.

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

# Grocers Will Please Commit to Memory

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

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

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

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

Arrangements For the U. C. T. Trip to Kalamazoo.

Grand Rapids, May 14—One of the biggest, jolliest and best things that Grand Rapids Council, No. 131, United Commercial Travelers, has for some Commercial Travelers, has for some time looked forward to is its trip to Kalamazoo next Friday morning to attend the meeting of the Grand Council. All of the arrangements are perfected. All of the arrangements are perfected. A special train has been secured on the G. R. & I., which will leave the union depot at 9 o'clock sharp. The girls are requested to be on time at the depot and the boys are to report at the Council rooms at 8 o'clock in marching uniform and march to the depot, headed by the band, jolly Franklin Pierce carrying the elegant new U. C. T. banner. All having hats are requested to bring them to the hall, and those not already supplied will be furnished them. It is earnestly hoped that every member will report at the hall, so as to make as large a showing as possible on the way to the depot, but if it is not possible to get to the hall, don't miss the train at the appointed time, for it will not wait. The Entertainment Committee in Kalamazoo has spared no pains to make all arrangements for the depot and except Entertainment Committee in Kalamazoo has spared no pains to make all arrangements for the comfort and accommodation of its invited guests. The report also comes from the Committee to the effect that the Board of Managers of the Insane Asylum will not, during the convention, receive patients wearing a U. C. T. badge.

JaDee.

#### Gripsack Brigade.

Any traveling man who happens to know of a practical hotel keeper who is seeking a location will do him a favor by suggesting that he investigate the advantages of Coopersville.

A Hillsdale correspondent writes: D. L. Kinne, who has conducted the Keefer house of this city for the past two years, has sold the lease and furniture to W. S. Pettinger, of Trenton, N. J., who took possession to-day. Mr. Kinne will go to Coldwater in a few days, Kinne where he has purchased the Arlington house.

Kalamazoo Telegraph: John Van Brook has a position on the road with the French Garment Co., of this city, with territory in Illinois. He will make Chicago headquarters. Mr. Van Brook will be greatly missed at the Olin, White & Olin store, where he has been employed for thirteen years, and by many friends in Kalamazoo. He is a member of Kalamazoo Lodge, No. 25, K. of P., and Kalamazoo Company No. 9, uniform rank.

Marquette Mining Journal: Postmaster O. G. Youngquist has received the resignation of Assistant Postmaster Edward Farnham, to take effect as soon as his successor is appointed. Mr. Farnham is to take a more lucrative position on the road for Morrison, Plummer & Co., wholesale druggists of Chicago. It is about a year since Mr. Farnham went into the postoffice as Dr. Youngquist's assistant. Since that time he has made many friends in the postal works; both have wheels.

department, who will be sorry to lose him as a fellow worker.

Hancock Copper Journal: W. A. Washburn has taken a position as traveling salesman for Houghton county with Close & Bawden, the Hancock wholesale and retail warehousemen, and will enter upon his new duties Monday. Mr. Washburn is an energetic business man and will make a success of his work. He is a member of the Hancock council and for two years conducted a men's furnishing store here, selling out the business late last winter to Frank Francis & Co. Close & Bawden handle flour and other mill stuffs and building materials, including brick, lime, sewer pipe, etc. Mr. Washburn will sell these lines and will "make" Calumet, Lake Linden, Houghton and

Bankruptcy Law and Commercial Paper.

President J. B. Forgan, of the First National bank of Chicago, recently made an address in Minneapolis before the Bank Clerks' Association, of that city, in which he called attention to a defect of the federal bankruptcy law which is believed to have been previously overlooked. It is that no provision is made for contingent liabilities in the law. In other words, a bankrupt may have indorsed commercial paper which at the time of his going into bankruptcy is not yet due, but upon which at maturity it is found necessary to fall back upon his indorsement. Such a liability against a person in bankruptcy is worthless unless the paper matures in time to file the claim with other liabilities. The First National bank has therefore adopted the plan of requiring the following guaranty of each person selling it commercial paper:

I guarantee payment of the within note or bill promptly at maturity, or if the undersigned should become insolvent prior to such maturity (notwith-standing the note or bill may not be due by its terms) promptly on the occurrence of such insolvency.

President Forgan also referred to the present condition of the money market, with commercial paper scarce and investment brokers representing Eastern capital bidding with banks for local lines of credit which hitherto the banks have had at paying rates, as an investment for their deposits. As a stimulus to business enterprise an easy money market may be considered desirable, but from the view point of the banks Mr. Forgan summarizes it as follows:

With a plethora of money, a scarcity of desirable paper, an army of brokers soliciting it, and all the banks hungering for it at rates which leave no margin to provide for possible losses, the commercial paper market cannot be said to be in either a natural, a healthy or a satisfactory condition.

Great ingenuity is often displayed by office holders to get a salary. Something new in that line is reported from Vineland, N. J., whose mayor under the charter is a non-salaried official. In order to get to the public crib the chief executive has succeeded in having himself appointed as janitor of the city hall, and although the salary is a small one, only \$25 a month, he counts it better than nothing. The other candidates for the office of janitor were a colored policeman, the public dog catcher and three women. The mayor by virtue of his greater political influence distanced all competitors and secures the janitorship and the salary.

Men and watches are judged by their

Good Warm Advice for Commercial Trav.

Don't come into a store trying to sell goods with a cigar in your mouth. It isn't business like.

Don't come into the store chewing gum or tobacco. It doesn't look nice.

Don't be fresh with the salesladies even although you happen to have sold them goods before; you lose their

Don't, under any circumstances, ask a buyer out for a drink or a dinner. It isn't right, and the man who employs buyers would not encourage this under any conditions.

Don't pull out your order book and say you sold Olney & Judson so much, and Phelps-Brace so many. The average buyer doesn't care a rap what you sold the other fellow.

Don't show your temper when the buyer tells you he can not use your goods this time. It is bad taste and may cause you to lose a second attempt to show your samples.

Don't tell a buyer he ought to buy a dozen of this when he gives you an order for a half dozen. He knows what he needs better than you do.

Don't accept a small order sneeringly; remember, "trees grow." From small acorns large

Don't make a buyer feel as if you new it all, and he didn't. It makes him feel sore against you, and you will be the loser.

Don't ever bring another drummer in the store and introduce him to the buyer. This is a presumption that the buyer doesn't relish

Don't ever tell a buyer you came all the way from New York to see him and sell him goods. This doesn't go nowa-

Don't promise to give one firm the control of an article unless you mean it. If you don't keep your promise your name is "Dennis" forever more.

Don't make any promises unless you intend keeping them. Better not promise too much.

Don't speak disparagingly of a competitor's goods. This never accomplishes any good.

Don't give a buyer a duplicate, un-less your firm's name and address is on that duplicate. This is important.

Don't say mean things about a buyer, although you have cause to guard your mouth. You may sell him some day, if you keep your tongue, but you never will if you cast mean remarks.

Don't bribe a buyer. It is despicable, low, contemptible. Should you occasionally make a sale this way, you will surely regret it in the long run.

#### A Puzzle to the Age.

The Standard Oil Company is spoken of variously. Sometimes it is called an octopus. If so it is the biggest octopus the world ever saw. Sometimes it is spoken of as a great benevolent organization, giving employment to hundreds of thousands, keeping the price of oil down, and thus benefiting a large part of the world. If this representation be true it stands as the most stupendous union of philanthropy and self-interest the world has ever seen.

Some years ago, with the aid of the press and the decision of courts, we attempted to follow the allegations of corruption, oppressive exaction, and extortion against the congeries of corporations included in this company; but when the cases were wound up, while we found many of them to be false, by

the common consent of all concerned, in tracking others we were in wandering mazes lost. There are men high in its management, whom we believe incapable of doing a thing which they regard as dishonest or unjust. But the whole scheme with its ramifications is so colossal, its power so vast, and its retinue of legal counsel and experts includes so much brains and knowledge, that we watch the growth, note the attempts to overthrow it, read the statements of its benefits and the fierce denunciations by its opponents, and wonder whereunto it will grow and how soon it will be top-heavy.-Christian Advocate.

Found the Thieves of His Turkey Fruit.

Rochester, N. Y., May II—James H. Breeze, crier of the Rochester courts, found his turkey eggs disappearing so fast that he got the hired man to watch for the thief. There was an insane man in the vicinity of Parma, Mr. Breeze's home, at the time and he was suspected of stealing them. After he was taken back to the asylum the eggs continued to disappear. The hired man found

back to the asylum the eggs continued to disappear. The hired man found nothing.

Finally Mr. Breeze got tired of paying double wages without apparent results, and decided to be his own detective. He discovered that the thief was only a black crow, after all. Mr. Breeze one day came upon an egg which he knew was newly laid. Standing beside the ivory-white egg was a black crow, and the crow was eagerly devouring the egg. The next day more turkey eggs disappeared, and the cawing of the crows back of the house irritated the court crier more than he could tell. Then the hired man irritated him still further by saying that the crows were pulling up his young grain.

Mr. Breeze was told by one of the neighbors to soak some corn in strychnine and kill the crows with it. He tried it, but instead of the crows dying two turkeys gave up their lives after eating the poisoned grain. His next experiment was to insert a quantity of strychnine in turkey eggs and strew them around the yard. In two days the bodies of six crows adorned the back field. So Mr. Breeze thinks he has

bodies of six crows adorned the back field. So Mr. Breeze thinks he has proved that crows are egg thieves.

New York City schools abandon the vertical system of penmanship, and return to the slanting style. Criticism from business houses of the vertical style brought in by graduates of the schools are said to have brought about

## 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

L. E. REYNOLDS, St. Joseph
HENRY HRIM, Saginaw - Dec. 31, 1901
WIRT P. DOTY, Detroit - Dec. 31, 1902
JOHN D. MUIR, Grand Rapids
Dec. 31, 1904
Dec. 31, 1904

President, A. C. Schumachers, 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. Serley, Detroit Treasurer—W. K. Schmidt, Grand Rapids.

#### Profitable Side Lines For Country Drug gists.

When we speak of side lines, we enter a field limitless in extent and replete with resources. In the good old days, long since gone by, there was no demand nor necessity for such innovations; but as the exploiters of our profession multiplied and competition increased it became necessary for additions to the regular line of stock to be made in order that the traditional "two ends" might not become estranged. Those whom we call pioneers in the profession tell us that cigars and choice tobaccos were one of the first additions to be made. But now these articles are considered an essential and not an auxiliary. So intimately associated with the business have they become, in fact, that it has taken a judge of the Supreme Court of one of our New England States to decide that cigars are not drugs. Toilet articles and sick-room requisites come next in order of succession, no doubt, and they, with the soda fountain, have also from long association come to be regarded as indispensables. High grade confectionery, paints, oils and stationery have also won a stable position as necessary adjuncts.

Among the more recent acquisitions are optical goods, wall paper, photographic supplies, fishing tackle, athletic goods, insecticides, plants and flowers; yes, and in isolated cases, light lunch counters in connection with the soda fountain. Of these, the old standbys (cigars, toilet articles, sick-room requisites, confectionery, stationery, paints and oils) are expected to be kept in every drug store and hence do not require the attention in our advertising that should be bestowed on the newer additions. However, these stocks should be kept fresh and should be displayed at as good advantage as possible at all times, as stale, out-of-date goods in an unkempt condition are sure to direct trade to your competitor. Your friends will stand by you only so long as you use them as well or a little better than the other fellow does.

In agricultural districts there is a large and increasing demand for in-secticides of various kinds, ranging from Paris green to Bordeaux mixture. There are standard formulae for the more common sprays and mixtures, and a few carefully conducted experiments will enable one to evolve others; then by doing a little judicious missionary work among the farmers, explaining to them the merits of each kind for particular insects, a profitable trade may be worked up. This class of goods can be handled more intelligently by the druggist than by general dealers, but if the druggist is not willing to anticipate the wants of the farmer in this direction and attempts to overcharge for what preparations he does keep, he can trade in such a condition that not justly complain if the trade is grad-nothing in it for either of you,

ually absorbed by other lines of business conducted by men of better judgment and business discretion. Favorable legislation gave druggists an appreciable advantage by charging excessive prices, but they have lost nearly all this business since "the bars were let down." It pays to be just, even if you have a corner in the market.

An ingenious method of advertising stationery and wall paper is to make up a quantity of envelopes from wall paper and have a neat, catchy advertisement printed either on wall paper or some special brand of stationery you wish to call attention to, and mail it to your customers. A mailed circular will receive careful attention where an "under-thedoor" variety is never noticed.

Many pharmacists perfect themselves in fitting glasses, and find the investment of labor and time incurred a profitable one. This branch should be given more attention than it receives, especially from country druggists, whose customers live remote from regular oculists and opticians.

Photographic supplies are undoubtedly becoming the most popular side line of the day. The camera "fiend" everywherepresent and must needs indulge in all the fads pertaining to the business, and to whom shall he turn for supplies but to the ever accommodating knight of the pestle and postage stamp? The chemicals required in making the various baths and solutions are a part of our legitimate stock, anyway, and the mechanical supplies can be readily classed with stationery and like goods; and besides, many of us belong to the aforesaid class of "fiends" and hence are in a position to give valuable advice to the uninitiated, those usually referred to as amateurs.

It is not an infrequent occurrence to see dark rooms in connection with the store, where developing may be done either by the proprietor for profit, or it may be maintained for the convenience of patrons as a feeder for business. The idea is worth considering, anyway,

Athletic and sporting goods are carried by nearly all country druggists and by many town druggists; they are convenient lines to handle, as they hold sway only for a short season and the demand for them is usually brisk. A limited space display in one of your windows is generally all that is needed in the way of advertising, using a lib-eral supply of price cards if the competition be sharp.

As for plants and flowers, they speak for themselves; and while not yielding a great profit, they are very useful for decorating purposes and attract attention and trade from a class of customers not reached in other ways.

I have no sympathy with the theory advanced and practiced by some, who convert their places of business into miniature department stores, dabbling in miscellaneous notions and succeeding in nothing, thereby lowering their professional standing without adding to their commercial prestige.

In general, only those side lines should be handled that do not encroach on your neighbor's business. If your brother druggist is supplying all the needs of the neighborhood with a certain line, better let him continue and thrive and yourself launch out in a field not already occupied, where you may also thrive, than to inaugurate an opposition to him in which you are sure to have a price war and finally get the trade in such a condition that there is

Wars of conquest are no longer tolerated among the enlightened nations of the earth; neither should unjust competition exist among the members of a profession supposed to be actuated by a high sense of honor, justice and consideration for the rights of others.

S. R. Crabtree.

#### The Drug Market.

Opium-Continued favorable reports from the growing crop have brought about another decline. The article is tending lower.

Morphine-Is unchanged.

Quinine-On account of higher prices paid for cinchona bark at the Amsterdam sale, the New York Quinine & Chemical Works has advanced its price It is now the same price as P. & German manufacturers have not as yet advanced, but are expected to in a

Alcohol-The 4c advance noted last week was withdrawn by the distillers.

Cocaine-The advance of \$1 per oz., noted last week, is well maintained, and it is very firm on account of a further advance in cocoa leaves.

Quicksilver-Is very firm. A further advance is looked for.

Mercurial Preparations-Are as yet unchanged.

Oil Lemon Grass-Is very scarce and has been advanced.

Oil Anise-Is tending higher.

Oil Peppermint-Has been advanced. Short Buchu Leaves-Are scarce and

Linseed Oil-Is very firm and tending higher.

#### Please the Children.

A prominent St. Louis druggist who is located near one of the public schools has a barrel of gumdrops of various colors dumped in his show window, which he advertises and sells at an unusually low price. For one penny a child can get enough gum and sweet for whole crowd of school children. He also advertises car tickets and postage stamps taken at face value. He says he sells this special article below cost, but that he finds his old Sunday school lessons true, that when you sow seed on fertile soil it will bring a ten or even a hundred fold crop.

#### Vaseline For Deformities.

A remarkable surgical resource is published by Dr. Gernusy, of Vienna, based on the fact that vaseline, injected into living animal tissues, is unalterable and non-irritating. It would raise depressed scars or flattened features, or fill out the place of bones partly re-moved, until new tissues were formed; also constrict varices and hernias, counteract incontinence from dilation, and tide over excisions. Le Semaine Medicale gives the directions-white sterilized vaseline composed of solid and liquid paraffine, melting at 40 deg. Fahrenheit.

#### Blood-Writing.

Ask anybody for a wooden match, and on a piece of blank paper (previously prepared) write your name in bold, blood-red characters. This is accomplished by having first rubbed over the surface of a sheet of note paper some red iodide of mercury with a piece of cork. Take the paper so prepared and hold it over the flame of a candle or lamp, slowing moving it to prevent burning. The red color will quickly disappear. Anything now written or drawn on the paper with a pointed piece of wood will appear as if written in blood,

#### Foam For Soda Water

This may be made by adding the white of one egg to one pint of water, stirring well, and, after standing for a stirring well, and, after standing for a short time, straining, or, better, if it is not all to be used at once, adding to eight ounces of water, straining and adding an equal quantity of syrup—the latter tending to preserve it. This can be used in the proportion of the white of one egg to the gallon of syrup, being one-half greater quantity than is usually recommended.

A man's body may be an earthly ten-ement, but he objects to being called a

## Talk No. 7

Remember Consultation by Mail or at Office is Absolutely Free

Dr. Rankin has been established in the same office ten years and his practice is sufficient evidence of his skill.

#### Catarrh, Head and Throat

Is the voice husky?
Do you ache all over?
Is the nose stopped up?
Do you snore at night?
Does the nose bleed easily?
Is this worse toward night?
Does the nose lich and burn?
Is there pain in front of head?
Is there pain across the eyes?
Is your sense of smell leaving?
Is the throat dry in the morning?
Are you losing your sense of taste?
Do you sleep with the mouth open?
Have you a pain behind breast bone?
Does the nose stop up toward night?

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.

~~~~~

### Fred Brundage

Wholesale Druggist

32 and 34 Western av., Muskegon, Mich-

**Fireworks** Fishing Tackle

Sporting Goods Stationery

School Supplies Cigars

Order them with vour **DRUGS** to save separate

freight

charges

Prompt shipment and right prices.

## 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.

HEYSTEK & CANFIELD CO. Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

#### WHOLESALE DRUG PRICE CURRENT

| Advanced—Oil Pep<br>Declined—Gum Op                                                                               | oium.                          |                                                                                                            |                                                    |                                                                                                                                                         |                         |
|-------------------------------------------------------------------------------------------------------------------|--------------------------------|------------------------------------------------------------------------------------------------------------|----------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Acidum<br>Aceticum\$                                                                                              | 6@\$ 8                         | Conium Mac.   50                                                                                           | 60<br>60 1 25                                      | Scillæ Co                                                                                                                                               | 000                     |
| Benzoicum, German.<br>Boracic                                                                                     | 70@ 75                         | Exechthitos 1 00                                                                                           | 0 1 50<br>0 1 10                                   | Prunus virg Tinctures                                                                                                                                   |                         |
| Citricum                                                                                                          | 30@ 42<br>47@ 50               | Gaultheria 1 85                                                                                            | @ 1 90                                             | Aconitum Napellis R<br>Aconitum Napellis F                                                                                                              |                         |
| Hydrochlor                                                                                                        | 3@ 5<br>8@ 10                  | Gossippii, Sem. gal 50                                                                                     | Ø 75                                               | Aloes and Myrrh                                                                                                                                         |                         |
| Oxalicum                                                                                                          | 12@ 14<br>@ 15<br>5?@ 55       | Hedeoma 1 40<br>Junipera 1 50<br>Lavendula 90                                                              | (C) 2 00                                           | Arnica                                                                                                                                                  |                         |
| Sulphuricum 1                                                                                                     | 13/00 5                        | Lavendula 90<br>Limonis 1 40<br>Mentha Piper 1 50                                                          | @ 1 50<br>@ 2 00                                   | Atrope Belladonna<br>Auranti Cortex                                                                                                                     |                         |
| Tartaricum                                                                                                        | 38@ 40                         | Mentha Piper 1 50 Mentha Verid 1 50 Morrhuæ, gal 1 10 Myrcia 4 00 Olive 7                                  | @ 1 60<br>@ 1 20                                   | Benzoin Co<br>Barosma                                                                                                                                   |                         |
| Aqua, 16 deg<br>Aqua, 20 deg                                                                                      | 4@ 6<br>6@ 8                   | Olive 75                                                                                                   | (G) 4 50<br>(G) 3 00<br>(G) 12                     | Cantharides                                                                                                                                             |                         |
| Carbonas                                                                                                          | 13@ 15<br>12@ 14               | Picis Liquida gal                                                                                          | (A) 25                                             | Cardamon                                                                                                                                                |                         |
| Aniline<br>Black 2                                                                                                | 000 2 25                       | Ricina                                                                                                     | @ 1 00<br>@ 6 50                                   | Castor                                                                                                                                                  | 1                       |
| Brown                                                                                                             | SUKOL 1 UU                     | Sabina 90                                                                                                  | Ø 45                                               |                                                                                                                                                         |                         |
| Red                                                                                                               | 50@ 3 00                       | Sabina       90         Santal       2 75         Sassafras       48         Sinapis, ess., ounce       20 | 65<br>65                                           | Cassia Acutifol                                                                                                                                         |                         |
| Cubebæpo, 25<br>Juniperus                                                                                         | 22 <b>@</b> 24<br>6 <b>@</b> 8 | Tiglii 1 50                                                                                                | @ 1 60<br>@ 50                                     | Digitalis                                                                                                                                               |                         |
| Xantnoxylum 1                                                                                                     | 25@ 1 30                       | Inyme, opt                                                                                                 | @ 1 60<br>@ 20                                     | Ferri Chloridum                                                                                                                                         |                         |
| Balsamum<br>Copaiba                                                                                               | 55@ 60                         | Potassium                                                                                                  | A 10                                               | Gentian Co                                                                                                                                              |                         |
| Terabin, Canada                                                                                                   | @ 1 85<br>55@ 60<br>45@ 50     | Bichromate 13                                                                                              | 18<br>16<br>15<br>16<br>16<br>17                   | Guiaca ammon<br>Hyoscyamus                                                                                                                              |                         |
| TolutanCortex                                                                                                     |                                | Carb 12<br>Chlorate po. 17@19 16                                                                           | (A) 15<br>(A) 18                                   | Iodine                                                                                                                                                  |                         |
| Abies, Canadian<br>Cassiæ                                                                                         | 18<br>12                       | Cyanide                                                                                                    | @ 38<br>@ 2 40                                     | Lobelia                                                                                                                                                 |                         |
| Cinchona Flava<br>Euonymus atropurp.                                                                              | 18<br>30                       | Potassa, Bitart, com.                                                                                      | @ 15                                               | Nux Vomica                                                                                                                                              |                         |
| Myrica Cerifera, po.<br>Prunus Virgini                                                                            | 20<br>12                       | Potass Nitras 6                                                                                            | @ 10<br>@ 8                                        | Opii, comphorated<br>Opii, deodorized                                                                                                                   |                         |
| Prunus Virgini<br>Quillaia, gr'd<br>Sassafras po. 20<br>Ulmus po. 15, gr'd                                        | 12<br>15<br>15                 | Prussiate 23<br>Sulphate po 15                                                                             | @ 26<br>@ 18                                       | Opii, deodorized<br>Quassia<br>Rhatany                                                                                                                  | 1                       |
| Extractum                                                                                                         |                                | Radix<br>Aconitum 20                                                                                       | @ 25                                               | RheiSanguinaria                                                                                                                                         |                         |
| Glycyrrhiza Glabra.<br>Glycyrrhiza, po<br>Hæmatox, 15 lb. box                                                     | 24@ 25<br>28@ 30               | Anchusa 10                                                                                                 | Ø 33                                               | Serpentaria<br>Stromonium                                                                                                                               |                         |
| Hæmatox, 15 lb. box<br>Hæmatox, 1s                                                                                | 11@ 12<br>13@ 14<br>14@ 15     | Arum no                                                                                                    | @ 25<br>@ 40                                       | Valerian                                                                                                                                                |                         |
| Hæmatox, 1s<br>Hæmatox, ¼s<br>Hæmatox, ¼s                                                                         | 16@ 17                         | Glychrrhizapv. 15 16                                                                                       | @ 15<br>@ 18                                       | Veratrum Veride<br>Zingiber                                                                                                                             |                         |
| Carbonate Precip                                                                                                  | 15                             |                                                                                                            | Ø 75<br>Ø 80<br>Ø 15                               | Miscellaneo                                                                                                                                             | 30@                     |
| Carbonate Precip Citrate and Quinia Citrate Soluble                                                               | 2 25<br>75<br>40               | Inula, po                                                                                                  | @ 20<br>@ 3 75                                     | Æther, Spts. Nit.? F<br>Æther, Spts. Nit. 4 F<br>Alumen                                                                                                 | 21/4/0                  |
| Ferrocyanidum Sol Solut. Chloride Sulphate, com'l                                                                 | 15                             |                                                                                                            | @ 40<br>@ 30                                       | Alumen, gro'dpo. 7<br>Annatto                                                                                                                           | 3@<br>40@<br>4@<br>40@  |
| Sulphate, com'l, by<br>bbl, per cwt<br>Sulphate, pure                                                             | 80                             | Podophyllum, po 22                                                                                         | Ø 35                                               | Antimoni, po<br>Antimoni et Potass T                                                                                                                    | 400                     |
| Sulphate, pure Flora                                                                                              | 7                              | Rhei, ent                                                                                                  | @ 1 00<br>@ 1 25<br>@ 1 35                         | Antifebrin                                                                                                                                              | 00                      |
| Arnica                                                                                                            | 15@ 18<br>22@ 25               | Spigelia                                                                                                   | @ 38<br>@ 18                                       | Arsenicum Balm Gilead Buds Bismuth S. N.                                                                                                                | 10@<br>38@              |
| Anthemis Matricaria Folia                                                                                         | 30@ 35                         | Serpentaria 40                                                                                             | @ 45<br>@ 65                                       | Bismuth S. N<br>Calcium Chlor., 1s                                                                                                                      | 6                       |
| Roroema .                                                                                                         | 38@ 40                         | Smilax, M                                                                                                  | @ 40<br>@ 25                                       | Calcium Chlor., 1s<br>Calcium Chlor., 1/4s<br>Calcium Chlor., 1/4s<br>Cantharides, Rus. po                                                              | 999999                  |
| Cassia Acutifol, Tin-<br>nevelly                                                                                  | 20@ 25<br>25@ 30               | Scillæpo. 35 10<br>Symplocarpus, Fœti-                                                                     | @ 12                                               | Capsici Fructus, af<br>Capsici Fructus, po.<br>Capsici Fructus B, po                                                                                    | 900                     |
| Salvia officinalis, 4s                                                                                            | 12@ 20                         | Valeriana, Eng. po. 30                                                                                     | @ 25<br>@ 25<br>@ 20                               | Capsici Fructus B, po<br>Carvophyllus, po. 15                                                                                                           | 12@                     |
| and 1/28<br>Uva Ursi                                                                                              | 8@ 10                          | Zingiber a 14                                                                                              | @ 16<br>@ 27                                       | Caryophylluspo. 15<br>Carmine, No. 40<br>Cera Alba                                                                                                      | 50@                     |
| Acacia, 1st picked                                                                                                | @ 65<br>@ 45                   | Semen                                                                                                      |                                                    | Coccus                                                                                                                                                  | 40@                     |
| Acacia, 2d picked<br>Acacia, 3d picked<br>Acacia, sifted sorts.                                                   | @ 65<br>@ 45<br>@ 35<br>@ 28   | Apium (graveleons). 13                                                                                     | (A) 6                                              | Centraria                                                                                                                                               | 000                     |
| Acacia, po                                                                                                        | 45@ 65<br>12@ 14               | Cardamon 1 25                                                                                              | @ 13<br>@ 1 75                                     | Cetaceum                                                                                                                                                | 55@                     |
| Aloe, Capepo. 15.<br>Aloe, Socotripo. 40                                                                          | @ 12<br>@ 30                   |                                                                                                            |                                                    | Chloral Hyd Crst                                                                                                                                        | 1 40@ 1                 |
| Assafœtidapo. 45                                                                                                  | 55@ 60<br>45@ 50               | Cydonium                                                                                                   | @ 5<br>@ 1 00<br>@ 12                              | Chondrus<br>Cinchonidine, P. & W<br>Cinchonidine, Germ.                                                                                                 | 38@                     |
| Catechu, 1s                                                                                                       | 50@ 55<br>@ 13<br>@ 14         | Fremugreek no 7                                                                                            | (2) 10                                             | Corke list die prot                                                                                                                                     | 6 55@ 6                 |
| Catechu, ¼s<br>Catechu, ¼s<br>Campnoræ                                                                            | @ 13<br>@ 14<br>@ 16<br>69@ 73 | Fœnugreek, po                                                                                              | @ 9<br>@ 5<br>@ 5                                  | Creosotum                                                                                                                                               | 99                      |
| Euphorbiumpo. 35                                                                                                  | @ 40                           | Pharlaris Canarian: 444                                                                                    | @ 40                                               | Creta, precip<br>Creta, Rubra                                                                                                                           | 900                     |
| Gamboge po<br>Gualacum po. 25<br>Kino po. \$0.75<br>Mastic<br>Myrrh po. 45<br>Opli po. 5.00@5.20 3                | 65@ 70<br>@ 30                 |                                                                                                            | Ø 5<br>Ø 10                                        | Crocus                                                                                                                                                  | 25@<br>25@<br>6½@<br>7@ |
| Kinopo. \$0.75<br>Mastic                                                                                          | Ø 75<br>Ø 60                   | Spiritus                                                                                                   | @ 12                                               | Cudbear<br>Cupri Sulph<br>Dextrine<br>Ether Sulph<br>Emery, all numbers<br>Emery, po                                                                    | 6%@                     |
| Myrrnpo. 45<br>Opiipo. 5.00@5.20 3                                                                                | @ 40<br>50@ 3 60<br>25@ 35     | Frumenti, W. D. Co. 2 00<br>Frumenti, D. F. R. 2 00<br>Frumenti                                            | @ 2 50                                             | Ether Sulph Emery, all numbers.                                                                                                                         |                         |
| Shellac, bleached                                                                                                 | 25@ 35<br>40@ 45<br>60@ 90     |                                                                                                            |                                                    | Flake White                                                                                                                                             | 190                     |
| Fragacanth                                                                                                        |                                | Juniperis Co 1 756<br>Saacharum N. E 1 906                                                                 | @ 3 50<br>@ 2 10                                   | Galla                                                                                                                                                   | 12@ 1<br>@ 2            |
| Absinthium .oz. pkg<br>Eupatorium .oz. pkg                                                                        | 25<br>20                       | Juniperis Co. 1 75 Saacharum N. E. 1 90 Spt. Vini Galli. 1 75 Vini Oporto. 1 25 Vini Alba. 1 256           | Ø 6 50<br>Ø 2 00                                   | Galla                                                                                                                                                   | Ø (                     |
| Lobeliaoz. pkg<br>Majorumoz. pkg                                                                                  | 25<br>28<br>23                 | Vini Alba 1 250<br>Sponges                                                                                 | Ø 2 00                                             | Glassware, flint, box<br>Less than box                                                                                                                  | 75 &                    |
| Majorumoz. pkg Majorumoz. pkg Mentha Pipoz. pkg Mentha Viroz. pkg Rueoz. pkg Fanacetum V oz. pkg Thymus, Voz. pkg | 23<br>25<br>39                 | Florida sheeps' wool                                                                                       | @ 2 75                                             | Glue, brown                                                                                                                                             | 11@                     |
| Fanacetum V oz. pkg<br>Thymus, Voz. pkg                                                                           | 22<br>25                       | Nassau sheeps' wool                                                                                        | 100                                                | Glycerina<br>Grana Paradisi                                                                                                                             | 15@<br>17½@             |
| magnesia                                                                                                          |                                | Velvet extra sheeps'                                                                                       | @ 1 50                                             | Grana Paradisi. Humulus Hydrarg Chlor Mite Hydrarg Chlor Cor. Hydrarg Ox Rub'm Hydrarg Ammoniati Hydrarg Unguentum Hydrargyrum Lichthyobolia, Am Indigo |                         |
| Carbonate, Pat<br>Carbonate, K. & M.                                                                              | 55@ 60<br>18@ 20<br>18@ 20     | Extra yellow sheeps' wool, carriage (Grass sheeps' wool,                                                   | @ 1 25                                             | Hydrarg Ox Rub'm.<br>Hydrarg Ammoniati                                                                                                                  | @ 1 0<br>@ 1<br>@ 1     |
| 'arbonate, Jennings                                                                                               | 186 20                         | Hard for slate use                                                                                         | @ 1 00<br>@ 75                                     | HydrargUnguentum<br>Hydrargyrum                                                                                                                         | 0. 8                    |
| Oleum<br>Absinthium 6                                                                                             | 50@ 7 00                       | Yellow Reef, for                                                                                           | @ 75<br>@ 140                                      | Ichthyobolla, Am<br>Indigo<br>Iodine, Resubi                                                                                                            | 65@ 75@ 1 (             |
| Amygdalæ, Dulc<br>Amygdalæ, Amaræ. 8                                                                              | 38@ 65<br>00@ 8 25             | Syrups                                                                                                     |                                                    | Iodine, Resubi                                                                                                                                          | 3 60002 3 2             |
| Absinthium 6 Amygdalæ, Dulc Amygdalæ, Amaræ 8 Anisi 1 Auranti Cortex 2 Bergamii 2                                 | 10@ 2 20<br>70@ 2 20           | Acacia Auranti Cortex Zingiber Ipecae. Ferri Iod Rhei Arom Smilax Officinalis Senega Scillæ.               | Ø 50<br>Ø 50                                       | Lupulin.<br>Lycopodium<br>Macis<br>Liquor Arsen et Hy-                                                                                                  | 80@ 8<br>65@ 7          |
| Cajiputi                                                                                                          | 80@ 85<br>75@ 80               | Ipecac                                                                                                     | 60 50<br>60 50<br>60 50<br>60 60<br>60 50<br>60 60 | Liquor Arsen et Hy-                                                                                                                                     |                         |
| Cajiputi                                                                                                          | 80@ 1 10                       | Ferri Iod                                                                                                  | Ø 50                                               | drarg Iod<br>LiquorPotassArsinit<br>Magnesia, Sulph                                                                                                     | 1000 1                  |
| Citronella 1                                                                                                      | 30@ 1 40<br>35@ 40             | Smilax Officinalis 500<br>Senega                                                                           | 2 50<br>2 50                                       | Magnesia, Sulph<br>Magnesia, Sulph, bbl<br>Mannia, S. F                                                                                                 | 500                     |
|                                                                                                                   |                                |                                                                                                            |                                                    |                                                                                                                                                         |                         |

| п  | Menthol                | 0     | 5 00 | Seidlitz Mixture         | 200   | 22    | Linseed, pure raw     | 63     | 65   |
|----|------------------------|-------|------|--------------------------|-------|-------|-----------------------|--------|------|
| ı  | Morphia, S., P. & W.   | 2 35@ | 2 60 | Sinapis                  | 0     |       | Linseed, boiled       | 64     | 67   |
| ı  | Morphia, S., N. Y. Q.  |       |      | Sinapis, opt             | 0     | 30    | Neatsfoot, winter str | 54     | 60   |
| L  | & C. Co                | 2 25@ |      | Snuff, Maccaboy, De      |       |       | Spirits Turpentine    | 39     | . 45 |
| L  | Moschus Canton         | 0     | 40   | Voes                     | 0     | 41    |                       |        |      |
| L  | Myristica, No. 1       | 65@   | 80   | Snuff, Scotch, De Vo's   | 0     | 41    | Paints                | BBL.   | LB.  |
| ı  | Nux Vomicapo. 15       | @     | 10   | Soda, Boras              | 90    | 11    |                       |        |      |
| ı  | Os Sepia               | 35@   | 37   | Soda, Boras, po          | 90    | 11    | Red Venetian          | 1% 2   | @8   |
| П  | Pepsin Saac, H. & P.   |       |      | Soda et Potass Tart.     | 230   | 25    | Ochre, yellow Mars.   | 134 2  | @4   |
| ı  | D Co                   | @     | 1 00 | Soda, Carb               | 11/20 |       | Ochre, yellow Ber     | 1% 2   |      |
| L  | Picis Liq. N.N. ½ gal. |       |      | Soda, Bi-Carb            | 30    |       | Putty, commercial     | 21/4 2 |      |
| ı  | doz                    | @     | 2 00 | Soda, Ash                | 31/20 |       | Putty, strictly pure. | 21/2 2 |      |
| 1  | Picis Liq., quarts     | Ø.    | 1 00 | Soda, Sulphas            | 0     |       | Vermilion, Prime      | -/-    | -    |
| ľ  | Picis Liq., pints      | a a   | 85   | Spts. Cologne            |       |       | American              | 13@    | 15   |
| L  | Dil Undnong po 00      |       |      | Spts. Cologne            | 0     |       |                       |        |      |
| 1  | Pil Hydrargpo. 80      | @     | 50   | Spts. Ether Co           | 50@   |       | Vermilion, English    | 70@    |      |
|    | Piper Nigrapo. 22      | . @   | 18   | Spts. Myrcia Dom         | 0     |       | Green, Paris          | 14@    | 18   |
| 1  | Piper Albapo. 35       | @     | 30   | Spts. Vini Rect. bbl.    | 0     | 0     | Green, Peninsular     | 13@    |      |
|    | Plix Burgun            |       | 7    | Spts. Vini Rect. 1/2 bbl | 0     | 0     | Lead, red             | 61/2@  |      |
|    |                        | 10@   | 12   | Spts. Vini Rect. 10gal   | @     | 0     | Lead, white           | 614@   |      |
| ı  | Pulvis Ipecac et Opii  | 1 30@ | 1 50 | Spts. Vini Rect. 5 gal   | 0     |       | Whiting, white Span   | @      |      |
| ŀ  | Pyrethrum, boxes H.    | _     |      | Strychnia, Crystal       |       | 1 05  | Whiting, gilders'     | @      | 95   |
| ١. | & P. D. Co., doz       | @     | 75   | Sulphur, Subl            | 21/20 |       | White, Paris, Amer.   | 0      | 1 25 |
| 1  | Pyrethrum, pv          | 25@   | 30   | Sulphur, Roll            | 21/40 |       | Whiting, Paris, Eng.  |        |      |
| Ľ  | Quassiæ                | 8@    | 10   | Tamarinds                | 8@    |       | eliff                 | 0      |      |
| K  | Quinia, S. P. & W      | 36@   | 46   | Terebenth Venice         | 28@   |       | Universal Prepared.   | 1 10@  | 1 20 |
| ľ  | Quinia, S. German      | 34@   | 44   | Theobromæ                | 60@   |       |                       |        |      |
| Ľ  | Quinia, N. Y           | 34@   | 44   | Vanilla                  | 9 000 | 16 00 | Varnishes             | 3      |      |
| ı  | Rubia Tinetorum        | 12@   | 14   | Zinci Sulph              | 70    | 8     |                       |        |      |
| ı  | Saccharum Lactis pv    | 18@   | 20   | Oils                     |       |       | No. 1 Turp Coach      | 1 10@  | 1 20 |
| ı  | Salacin                | 4 50@ |      | One                      |       |       | Extra Turp            | 1 600  | 1 70 |
| E  | Sanguis Draconis       | 40@   | 50   |                          | BL.   | GAL.  | Coach Body            | 2 7500 | 3 00 |
| E  | Sapo, W                | 12@   | 14   | Whale, winter            | 70    | 70    | No. 1 Turp Furn       | 1 000  | 1 10 |
| H  | Sapo M                 | 10@   | 12   | Lard, extra              | 60    | 70    | Extra Turk Damar      | 1 5500 | 1 60 |
| I  | Sapo G                 | 0     | 15   | Lard, No. 1              | 45    | 50    | Jap.Dryer, No.1Turp   |        |      |

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Our stationery department is now complete with new fall styles of

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3

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#### ADVANCED

Currants Codfish3

#### DECLINED

Domestic Cheese Family Whitefish

## Index to Markets

| Index to Markets                                                                                                               | 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|--------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| By Columns                                                                                                                     | ALABASTINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Col                                                                                                                            | White in drums                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| A Akron Stoneware 1                                                                                                            | White in packages                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Alabastine                                                                                                                     | 1 Less 40 per cent discount.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Axle Grease                                                                                                                    | AMMONIA<br>Per Do                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| B<br>Raking Powder                                                                                                             | Arctic 12 oz. ovals                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Bath Brick                                                                                                                     | AXLE GREASE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Brooms                                                                                                                         | doz. gro                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Butter Color.                                                                                                                  | 2 Diamond50 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| C                                                                                                                              | Frazer's75 9                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Candles                                                                                                                        | NU GREAT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Carbon Oils                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Cheese                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Chicory                                                                                                                        | 3 The state of the |
| Clothes Lines.                                                                                                                 | XLE GR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Cocoa Shells                                                                                                                   | ARD OIL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Condensed Milk                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Crackers 4                                                                                                                     | Paragon 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Cream Tartar                                                                                                                   | BAKING POWDER Acme                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Dried Fruits 5                                                                                                                 | ⅓ lb. cans 3 doz                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Farinaceous Goods                                                                                                              | 1 lb. cans 1 doz1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Fish and Oysters. 13 Flavoring Extracts. 5 Fly Paper 6 Fresh Meats 6                                                           | Arctic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Fly Paper 6<br>Fresh Meats 6                                                                                                   | Egg                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Fruits 14                                                                                                                      | 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Grains and Flour 6                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Herbs 6                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Herbs                                                                                                                          | <b>建</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Indigo 6                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Jelly 6                                                                                                                        | 1/4 lb. cans. 4 doz. case3 7                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| L                                                                                                                              | \( \) lb. cans, 4 doz. case3 7 \( \) lb. cans, 2 doz. case3 7 1 lb. cans, 1 doz. case3 7 5 lb. cans, \( \) doz. case8 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Lamp Burners                                                                                                                   | 5 lb. cans, ½ doz. case8 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Lamp Chimneys       15         Lanterns       15         Lantern Globes       15         Licorice       7         Live       7 | JAXON                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| шус 1                                                                                                                          | 1/4 lb. cans, 4 doz. case 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Matches 7                                                                                                                      | 1 lb. cans, 4 doz. case                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Matches         7           Meat Extracts         7           Molasses         7           Mustard         7                   | Oncon Flake                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Mustard 7                                                                                                                      | 6 oz., 4 doz. case                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Nuts 14                                                                                                                        | 3 oz., 6 doz. case 2 7<br>6 oz., 4 doz. case 3 2<br>9 oz., 4 doz. case 4 8<br>1 lb., 2 doz. case 4 0<br>5 lb., 1 doz. case 9 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Oil Cans 15                                                                                                                    | BATH BRICK                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Olives 7<br>Oyster Pails 7                                                                                                     | American                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| P                                                                                                                              | . BLUING                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Paper Bags                                                                                                                     | CUNDENCED                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Pipes 7<br>Potash 7                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Provisions 7                                                                                                                   | CO PEARL >                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Rice 8                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Saleratus 8                                                                                                                    | DLUING                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Sal Soda 8<br>Salt 8                                                                                                           | Small 3 doz 40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Salt Fich                                                                                                                      | Large, 2 doz                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Shoe Blacking                                                                                                                  | Arctic, 8 oz, per gross 5 00<br>Arctic, pints, per gross 9 00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Snuff 9                                                                                                                        | BROOMS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Soda                                                                                                                           | No. 1 Carpet                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Starch                                                                                                                         | No. 4 Carpet                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| ougal 10                                                                                                                       | No. 2 Carpet. 2 11<br>No. 3 Carpet. 1 28<br>No. 4 Carpet. 1 66<br>Parlor Gem 2 44<br>Common Whisk 88<br>Fancy Whisk 1 10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| T                                                                                                                              | Fancy Whisk 1 10<br>Warehouse 3 25<br>BRUSHES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Table Sauce         12           Tea         11                                                                                | Sernh                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Tea.       11         Tobacco       11         Twine       12                                                                  | Solid Back, 8 in                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Vinegar 12                                                                                                                     | Tollited Ends 85                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| W                                                                                                                              | No. 8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Washing Powder                                                                                                                 | No. 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Wicking         13           Woodenware         13           Wrapping Paper         13                                         | No. 2 Stove                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Y                                                                                                                              | No. 3. 75<br>No. 2. 1 10<br>No. 1 1 75                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Yeast Cake 13                                                                                                                  | No. 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

|        | 2                                                                                                    |                                                              |
|--------|------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|
| 9001   |                                                                                                      | 1 25<br>2 00                                                 |
| 50     | CANDLES Electric Light, 8s. Electric Light, 16s. Paraffine, 6s. Paraffine, 12s. Wicking CANNED GOODS | .121/4                                                       |
| 800500 | Apples 3 lb. Standards Gallons, standards Blackberries Standards Beans                               | 70<br>2 00<br>75                                             |
| 000    | Baked 1 000 Red Kidney 750 String                                                                    | 21 30<br>2 85<br>80<br>85                                    |
|        | Brook Trout                                                                                          | 85<br>1 90                                                   |
|        | Little Neck, 1 lb                                                                                    | 1 00<br>1 50                                                 |
| ,      | Clam Bouillon Burnham's, ½ pint Burnham's, pints. Burnham's, quarts Cherries                         | 1 92<br>3 60<br>7 20                                         |
| )      | White                                                                                                | 85<br>1 15                                                   |
| 5      | Fair                                                                                                 | 65<br>80<br>95                                               |
|        | French Peas Sur Extra Fine Extra Fine Fine Moyen Gooseberries                                        | 22<br>19<br>15<br>11                                         |
|        | Standard                                                                                             | 90<br>85                                                     |
|        | Star, 1 lb                                                                                           | 1 85<br>3 40<br>2 35                                         |
|        | Mustard, 2 lb<br>Soused, 1 lb<br>Soused, 2 lb<br>Tomato, 1 lb                                        | 1 75<br>2 80<br>1 75<br>2 80<br>1 75<br>2 80<br>1 75<br>2 80 |
| -      | Buttons 22                                                                                           | @20<br>@25                                                   |
| -      | Cove, 2 lb                                                                                           | 1 55<br>95                                                   |
|        | Yellow 1 65@                                                                                         | 1 85                                                         |
| -      | Fancy                                                                                                | 70<br>80                                                     |
|        | Marrowfat                                                                                            | 1 00<br>1 00<br>1 60                                         |
|        | Grated                                                                                               | 2 75<br>2 55                                                 |
| ١      | Fair                                                                                                 | 70<br>75<br>85                                               |
|        | Standard                                                                                             | 90<br>3 75<br>7 00<br>2 00                                   |
| н      | 1 20@1<br>  Pink Alaska 1 00@1<br>  Shrimps                                                          | 95<br>40<br>10                                               |
| ı      | Standard                                                                                             | 50                                                           |

| CATSUP Columbia, pints                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Ch<br>Afr                                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|
| Barrels                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Fa<br>O.<br>P.                                       |
| CHEESE  Acme                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Jei                                                  |
| CHEESE Acme. 2010 Amboy 2 94 Carson City 9 9 Elsie. 9194 Emblem 210 Gem 20 Gold Medal 2 94 Jersey 2 99 Riverside 3 99 Riverside 3 99 Riverside 4090 Leiden 2010 Leiden 2075 Sap Sago 19626                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | ret                                                  |
| Idea                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Va<br>Fel<br>Hu<br>Hu                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 12 I<br>24 I                                         |
| Beeman's Pepsin         66           Black Jack         55           Largest Gum Made         66           Sen Sen         55           Sen Sen Breath Perfume         10           Sugar Loaf         55           Yucatan         55                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | I Cal                                                |
| Bulk     5       Red     7       Eagle     4       Franck's     6½       Schener's     6       CHOCOLATE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 50<br>1,00<br>1,00<br>A                              |
| Ambrosia Ambrosia Sweet. 21 Household Sweet. 19 Ambrosia Premium 32 Yankee Premium 31 Walter Baker & Co.'s. German Sweet 23                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Tra<br>or<br>1,00<br>cust<br>prin<br>cha             |
| Premium       31         Breakfast Cocoa       46         Runkel Bros       21         Vienna Sweet       21         Vanilla       28                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Ca<br>den<br>50<br>100<br>500<br>1,000               |
| CLOTHES LINES   Cotton, 40 ft. per doz                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 500<br>1,000<br>2,000<br>Stee                        |
| Otton, 80 ft. per doz                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | The as                                               |
| Colonial, \( \sqrt{s} \)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | New<br>Fam<br>Salte<br>Wol                           |
| Solution   State   S | Soda<br>Long<br>Zeph<br>Faus                         |
| Wilbur, 1/4s. 42 COCOA SHELLS 0 lb. bags. 21/4 less quantity 3 ound packages 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Fari<br>Extr<br>Salti<br>Anin                        |
| COFFEE Roasted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Asso<br>Belle<br>Bent<br>Cinn<br>Coffe<br>Coffe      |
| HIGH GRADE COFFEES  pectal Combination                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Coco<br>Coco<br>Crac<br>Crea<br>Crea<br>Cuba         |
| rench Breakfast                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Cuba<br>Curr<br>Fros<br>Fros<br>Ging<br>Ging         |
| White House, 60-1s29 White House, 30-2s28 Excelsior M. & J., 60-1s214                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Gran<br>Grah<br>Grah<br>Gran                         |
| xeelstor M. & J., 30-2s. 20½ oyal Java & Mocha 26½ oyal Java & Mocha 26½ oyal Java & Mocha 26½ rablan Moch 22½ den Moch 22½ den Moch 22½ ancy Maricalbo 18½ ancy Maricalbo 18½ olden Santos 17 a-Mo-Ka 15½ xeelstor Blend 14½ o. 55 Blend 14½                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Hone<br>Iced<br>Impe<br>Jumi<br>Lady<br>Lemo<br>Lemo |
| olden Santos 17<br>a-Mo-Ka 15½<br>xcelsior Blend 14½<br>0.55 Blend 14  Rio                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Mars<br>Mars<br>Mars<br>Mary<br>Mixe<br>Mik          |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | MCk<br>Mola<br>Mola<br>Moss<br>Newt<br>Oatm          |
| air                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Oatm<br>Oran<br>Oran<br>Penn<br>Pilot                |
| noice16                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Pretz<br>Pretz<br>Scote                              |

| -                                       | - 1 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                              | _     |
|-----------------------------------------|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|-------|
| 0 2                                     | 0   | Choice                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 16                           |       |
|                                         |     | African                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 123                          | 4     |
| 109                                     |     | O. G                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 25                           |       |
| 1 0 4 2                                 |     | Arabian                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 21                           |       |
| 03                                      | •   | New York Basis. Arbuckle                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 11%                          |       |
| 93                                      | 4   | Lion<br>McLaughlin's XXXX                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 11%                          |       |
| 03                                      | 33  | McLaughlin's XXXX McLaughlin's XXXX retailers only. Mall all direct to W. F. McLaug Co., Chicago.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | order<br>hlin &              | S     |
| 94                                      | 6.6 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                              |       |
| 5                                       | 4   | Valley City ½ gross<br>Felix ½ gross<br>Hummel's foll ½ gross<br>Hummel's tin ½ gross                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1 1                          | 5 5 3 |
| 5074                                    |     | Substitutes<br>Crushed Careal Coffee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | aka                          |       |
| 5                                       | 5   | 12 packages, ½ case<br>24 packages, 1 case<br>CONDENSED MIL<br>4 doz in case.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 3 5<br>K                     | Ď     |
| 6                                       | 5   | Gail Borden Eagle<br>Crown                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                              | 5     |
| 50 55 56                                | 5   | Champion                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 5 70<br>4 50<br>4 21<br>3 70 | D     |
| 5                                       | 5   | Champion Magnolia Challenge Dime Leader                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3 3                          | 5     |
|                                         |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                              | )     |
| 1/2                                     | 1   | COUPON BOOKS  50 books, any denom  100 books, any denom  500 books, any denom  1,000 books, any denom  Above quotations are for  Tradesman, Superior, Ecolor  or Universal grades. V  1,000 books are ordered at:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 11 50<br>20 00<br>either     |       |
| 21                                      |     | Tradesman, Superior, Econor Universal grades. V<br>1,000 books are ordered at a                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | vhere<br>time                | ,     |
| 32                                      |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | extra                        |       |
| 23<br>31<br>46                          |     | Coupon Pass Book<br>Can be made to represent<br>denomination from \$10 dov                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | s<br>it any<br>vn.           |       |
| 21<br>28                                |     | Can be made to represendenomination from \$10 dov 50 books                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1 50<br>2 50<br>11 50        |       |
| 31                                      |     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 20 00                        | 8     |
| 20<br>40<br>80                          |     | 500, any one denom<br>1,000, any one denom<br>2,000, any one denom<br>Steel punch                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 5 00                         | ı     |
| 20<br>40<br>50<br>50<br>50<br>50<br>50  | 1   | CRACKERS The National Biscuit Co. quas follows:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | uotes                        |       |
| 12                                      | 1   | Butter<br>Seymour<br>New York                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 6                            |       |
| 11 35 33 12                             | H   | Family                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6 6 6 1/2                    |       |
| 5                                       | 1   | Soda XXX                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 614                          | I     |
| 5 2 0 8 0                               | 1   | Lephyrette                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 8<br>13<br>13                | I     |
| 0 1 2                                   | 1   | Paust                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7½<br>6                      | I     |
| 4                                       | 1   | Saltine Oyster                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 6%                           | ١     |
|                                         | 1   | Animals                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 10<br>10                     | ١     |
|                                         | Î   | Bent's Water<br>Sinnamon Bar                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 16<br>9<br>10                | I     |
|                                         |     | selle Rose. Sent's Water. Sinnamon Bar. Soffee Cake, Iced. Sociee Cake, Java. Socoanut Macaroons. Socoanut Taffy. Fracknells.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 10<br>18<br>10               |       |
|                                         | 18  | reams, Iced                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 16                           |       |
| 6                                       | I   | Jurant Fruit. Frosted Honey. Frosted Cream. Ginger Gems, l'rge or sm'll Hinger Snaps, N. B. C                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 101/4<br>111/2<br>12<br>12   |       |
|                                         | 100 | Frosted Cream                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 9 8 6                        |       |
| ,                                       |     | Inondino Colesa                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 10½<br>9<br>8                |       |
| 200000000000000000000000000000000000000 | 0   | Fraham Cakes Fraham Crackers Fraham Wafers Frand Rapids Tea Frand Rapids Tea Frand Roney Crumpets Frand Rapids Tea Frand Rapi | 12<br>16<br>12               |       |
| 2 62 62                                 | I   | ced Honey Crumpets mperials umbles, Honey ady Fingers                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 10<br>8<br>12                |       |
| 2 2                                     | T   | emon Wafers                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 12<br>12<br>16               |       |
| 2                                       | I   | farshmallow Creams                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 16<br>16<br>16               | 1     |
| 4                                       | N   | fixed Picnic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 8<br>11½<br>7½               |       |
|                                         | N   | Iolasses Care                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 9 121/4                      |       |
| 1                                       | 5   | ewton                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 12                           |       |

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|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Sugar Squares                                                                                                                                                                                                                                                                                   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1/                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Vienna Crimp 8                                                                                                                                                                                                                                                                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | CREAM TARTAR 5 and 10 lb. wooden boxes3 Bulk in sacks                                                                                                                                                                                                                                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | DRIED FRUITS                                                                                                                                                                                                                                                                                    |
| 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Sundried                                                                                                                                                                                                                                                                                        |
| 4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Apricots 8@10                                                                                                                                                                                                                                                                                   |
| tors                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Pears                                                                                                                                                                                                                                                                                           |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Raspherries                                                                                                                                                                                                                                                                                     |
| 75<br>15<br>85<br>43                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 100-120 25 lb. boxes @ 31/2<br>90-100 25 lb. boxes @ 4                                                                                                                                                                                                                                          |
| 43                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 90-100 25 lb. boxes @ 4<br>80-90 25 lb. boxes @ 4½<br>70-80 25 lb. boxes @ 5½<br>60-70 25 lb. boxes @ 5½<br>50-60 25 lb. boxes @ 5½                                                                                                                                                             |
| 75<br>50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 40 - 50 25 lb. boxes @ 7%                                                                                                                                                                                                                                                                       |
| 10 25                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Citron                                                                                                                                                                                                                                                                                          |
| 75                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                 |
| 50 25 75 35 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | California, 1 lb. package 104, Imported, 1 lb package 103, Imported, bulk 109, Peel Citron American 19 lb. by 12                                                                                                                                                                                |
| 0000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Lemon American 10 lb by 101/                                                                                                                                                                                                                                                                    |
| 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Raisins London Layers 2 Crown. London Layers 3 Crown. 1 75                                                                                                                                                                                                                                      |
| C<br>e<br>e                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Cluster 4 Crown                                                                                                                                                                                                                                                                                 |
| y                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Orange American 10 lb. bx. 10% Ralisins London Layers 2 Crown. London Layers 3 Crown. London Layers 3 Crown. Louser 4 Crown. Louse Muscatels 2 Crown 6% Loose Muscatels 4 Crown 7 Louse Muscatels 4 Crown 6% Lose Muscatels 4 Crown 7 L. M., Seeded, 1 lb. 7 Sultanas, bulk 8 Sultanas, package |
| y                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Sultanas, bulk Sultanas, package                                                                                                                                                                                                                                                                |
| 0000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | FARINACEOUS GOODS Beans Dried Lima                                                                                                                                                                                                                                                              |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Compal-                                                                                                                                                                                                                                                                                         |
| 0005                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Cream of Cereal.       90         Grain-O, small       1 35         Grain-Q, large       2 25                                                                                                                                                                                                   |
| S                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Cream of Cereal.         90           Grain-0, small         1 35           Grain-0, large         2 25           Grape Nuts         1 35           Postum Cereal, small         1 35           Postum Cereal, large         2 25                                                               |
| The state of the s | 24 1 lb. packages                                                                                                                                                                                                                                                                               |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Pearl, 100 lb. sack 1 17                                                                                                                                                                                                                                                                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Imported, 25 lb. box 2 50                                                                                                                                                                                                                                                                       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Pearl Barley   2 40   Chester   2 90   Empire   3 40                                                                                                                                                                                                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                 |



| 4  | 24 2 lb. packages 2 00<br>100 lb. kegs 3 00<br>200 lb. barrels 5 70 |
|----|---------------------------------------------------------------------|
|    | 100 lb. bags 2 90                                                   |
|    | Peas                                                                |
|    | Green, Wisconsin, bu 1 30                                           |
| 4  | Green, Scotch, bu 1 40                                              |
|    | Split, 1b 3                                                         |
|    | Rolled Oats                                                         |
|    | Rolled Avena, bbl                                                   |
|    | Monarch, bbl 3 80                                                   |
|    | Monarch, bbl                                                        |
|    | Monarch, 90 lb. sacks 1 85                                          |
|    | Quaker, cases 3 20                                                  |
|    | Sago                                                                |
|    | East India                                                          |
|    | German, sacks 3%                                                    |
|    | German, broken package 4                                            |
|    | Tapioca                                                             |
|    | Flake, 110 lb. sacks 414<br>Pearl, 130 lb. sacks 3%                 |
| •  | Pearl, 24 1 lb. packages 6                                          |
| 4  | Wheat                                                               |
|    | Cracked, bulk 31/4                                                  |
| 3  | 24 2 lb. packages 2 50                                              |
| S  | FLAVORING EXTRACTS                                                  |
|    | T0077 4                                                             |
| ij | FOOTE & JENKS'                                                      |
| 8  | INVANI                                                              |
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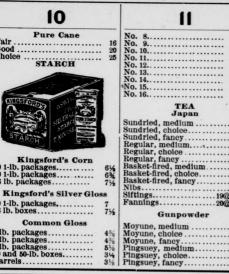
JAXON
Highest Grade Extracts

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | ile Co                             |
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| 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1                                  |
| COLEMANS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Pu                                 |
| HIGH FOOTE & JENKS CLASS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Sic Ro                             |
| Vanilla Lemon<br>2 oz panel 1 20 2 oz panel 75<br>3 oz taper 2 00 4 oz taper 1 50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Cor                                |
| Jennings'                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                    |
| 2 oz. full meas, pure Lemon. 75<br>2 oz. full meas, pure Vanilla.1 20<br>Big Value                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1                                  |
| 2 oz. oval Vanilla Tonka 75<br>2 oz. oval Pure Lemon 75                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | No.                                |
| JENNINGS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                    |
| FLAVORING EXTRACTS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | No.<br>D<br>No.<br>And             |
| Reg. 2 oz. D. C. Lemon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | No.<br>Exp<br>Wo                   |
| Standard                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Ari                                |
| 2 oz. flat Pure Lemon 70 FLY PAPER                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | For                                |
| Tanglefoot, per box                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Cho<br>Fai<br>Goo                  |
| Carcass                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Hor                                |
| Ribs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Bul                                |
| Pork                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Bul<br>Bul<br>Mai                  |
| Dressed       Ø 7         Loins       Ø 9½         Boston Butts       Ø 8         Shoulders       Ø 8         Leaf Lard       Ø 8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Que<br>Que<br>Stu                  |
| Mutton                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Stu                                |
| Carcass                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Vici<br>Vici<br>Vic                |
| GRAINS AND FLOUR<br>Wheat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Cor                                |
| Wheat 71 Winter Wheat Flour                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | A                                  |
| Local Brands   4 25   Second Patents   3 75   Straight   3 55   Close   3 55 | ¥                                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1<br>2<br>3                        |
| Graham 3 25 Buckwheat 4 40 Rye 3 25 Subject to usual cash discount.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 4<br>5<br>6                        |
| Flour in bbls., 25c per bbl. additional.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 8<br>10<br>12                      |
| Ball-Barnhart-Putman's Brand<br>Diamond \( \frac{1}{2} \)s                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 14<br>16<br>20                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 25<br>Red                          |
| Quaker ¼s 3 80 Quaker ¼s 3 80 Quaker ¼s 3 80 Spring Wheat Flour                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Gra;<br>Bull                       |
| Clark-Jewell-Wells Co.'s Brand<br>Pillsbury's Best 1/4s 4 50<br>Pillsbury's Best 1/4s 4 40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Pacl<br>Pacl<br>Pacl               |
| Pillsbury's Best 1/4 s paper. 4 30<br>Pillsbury's Best 1/4 s paper. 4 30<br>Pillsbury's Best 1/4 s paper. 4 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Barı                               |
| Ball-Barnhart-Putman's Brand<br>Duluth Imperial \( \frac{1}{2} \)s 4 40<br>Duluth Imperial \( \frac{1}{2} \)s 4 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Half                               |
| Duluth Imperial 1/2s 4 20<br>Lemon & Wheeler Co.'s Brand<br>Wingold 1/2s 4 40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Half                               |
| Wingold \( \frac{1}{2} \)s                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Clay<br>Clay<br>Cob,               |
| Quaker ¼s 3 80  Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best ¼s 4 50 Pillsbury's Best ¼s 4 40 Pillsbury's Best ¼s paper. 4 30 Polluth Imperial ¼s 4 20 Lemon & Wheeler Co.'s Brand Wingold ¼s 4 30 Wingold ¼s 4 30 Wingold ¼s 4 30 Wingold ½s 4 30 Ceresota ¼s 4 40 Ceresota ¼s 4 40 Ceresota ¼s 4 30 Worden Grocer Co.'s Brand Laurel ¼s 4 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Babl<br>Peni                       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                    |
| Laurei %s and %s paper 4 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Mess<br>Back<br>Clear<br>Shor      |
| Bolted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Pig .<br>Bear<br>Fam               |
| Car lots                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Rum                                |
| 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 Bran 17 50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Brisi<br>Extr                      |
| Willed Whoat Middings. If ou                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Ham<br>Ham<br>Ham                  |
| Corn, car lots 45½                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Ham<br>Shou<br>Baco                |
| No. 1 Timothy car lots 11 50<br>No. 1 Timothy ton lots 12 50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Calif                              |
| Sage15                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Boile<br>Picni<br>Berli<br>Mine    |
| Hops       15         Laurel Leaves       15         Senna Leaves       25         INDIGO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Comp<br>Ketti<br>Vege              |
| Madras, 5 lb. boxes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Vege<br>60 lb.<br>80 lb.<br>50 lb. |
| JELLY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 50 lb.                             |

|                                                                                                                                                                                                                                                                     | MICHIGAN                                                                                                                                                                                                        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7                                                                                                                                                                                                                                                                   | 8                                                                                                                                                                                                               |
| LICORICE Pure                                                                                                                                                                                                                                                       | 3 lb. Pailsadvance 1<br>Sausages                                                                                                                                                                                |
| Sicily 14                                                                                                                                                                                                                                                           | Liver 5½                                                                                                                                                                                                        |
| I.VE                                                                                                                                                                                                                                                                | Pork 71/                                                                                                                                                                                                        |
| Condensed, 2 doz 1 20<br>Condensed, 4 doz 2 25<br>MATCHES                                                                                                                                                                                                           | Blood 6½ Tongue 9 Headcheese 6  Extra Moss                                                                                                                                                                      |
| WILLIAMS PASSIN                                                                                                                                                                                                                                                     | Reaf                                                                                                                                                                                                            |
| PARICE OF MATCHES                                                                                                                                                                                                                                                   | Extra Mess                                                                                                                                                                                                      |
| PARK MATCH GO TOTAL                                                                                                                                                                                                                                                 | Boneless                                                                                                                                                                                                        |
| No. 200 Lookout, 144 bx 1 25<br>No. 500 Select Society, 144 4 00<br>No. 200 Williams Perfect, 144 . 1 35                                                                                                                                                            | 1/2 bbls., 80 lbs 3 50                                                                                                                                                                                          |
| No. 200 Williams Perfect, 144.1 35<br>No. 2 Lilv. 144 boxes. 1 15                                                                                                                                                                                                   | Kits, 15 lbs                                                                                                                                                                                                    |
| No. 100 Park, 432 boxes2 85<br>No. 80 Poetry, 720 boxes4 00                                                                                                                                                                                                         |                                                                                                                                                                                                                 |
| NO. 20 Williams Perrect, 144.1 35<br>NO. 2 Lily, 144 boxes 1 15<br>NO. 100 Park, 432 boxes 2 85<br>NO. 80 Poetry, 720 boxes 4 00<br>Diamond Match Co.'s brands.<br>NO. 9 sulphur 1 65<br>Anchor Parlor 1 65                                                         | Pork 21 Beef rounds 3 Beef middles 10 Sheep 20                                                                                                                                                                  |
| No. 2 Home                                                                                                                                                                                                                                                          | Sheep 60                                                                                                                                                                                                        |
| Anchor Parlor 1 50  No. 2 Home 1 3e  Export Parlor 4 00  Wolverine 1 50  MEAT EXTRACTS                                                                                                                                                                              | Solid, dairy 11 @13                                                                                                                                                                                             |
| Armour & Co.'s, 4 oz 45<br>Liebig's, 2 oz 75                                                                                                                                                                                                                        | Solid, creamery 14½                                                                                                                                                                                             |
| MOLASSES<br>New Orleans                                                                                                                                                                                                                                             | Canned Meats Corned beef, 2 lb                                                                                                                                                                                  |
| Choice                                                                                                                                                                                                                                                              | Roast beef, 2 lb 2 75                                                                                                                                                                                           |
| Choice                                                                                                                                                                                                                                                              | Potted ham, ¼s 90<br>Deviled ham, ¼s 50                                                                                                                                                                         |
| MUSTARD<br>Horse Radish, 1 doz 1 75                                                                                                                                                                                                                                 | Roast beef, 2 lb. 2 75 Potted ham, ¼s. 50 Potted ham, ¼s. 90 Deviled ham, ¼s. 50 Deviled ham, ¼s. 50 Potted tongue, ¼s. 50 Potted tongue, ¼s. 50                                                                |
| Horse Radish, 1 doz                                                                                                                                                                                                                                                 | Potted tongue, 1/8 90                                                                                                                                                                                           |
| OLIVES Bulk, 1 gal. kegs 1 25                                                                                                                                                                                                                                       | Carolina head                                                                                                                                                                                                   |
| Bulk, 5 gal. kegs                                                                                                                                                                                                                                                   | Carolina head 7<br>Carolina No. 1 5½<br>Carolina No. 2 4¾<br>Broken 4½                                                                                                                                          |
| Queen, pints                                                                                                                                                                                                                                                        | Broken                                                                                                                                                                                                          |
| Queen, 28 oz                                                                                                                                                                                                                                                        | Japan, No. 1                                                                                                                                                                                                    |
| OLIVES Bulk, 1 gal. kegs. 1 25 Bulk, 3 gal. kegs. 1 10 Bulk, 5 gal. kegs. 1 10 Bulk, 5 gal. kegs. 1 00 Manzanllla, 7 02. 80 Queen, pints. 2 35 Queen, 19 02 4 50 Queen, 28 02. 7 00 Buffled, 5 02. 90 Buffled, 8 02. 1 45 Stuffled, 10 02 2 30 Victor, pints. 10 00 | Table                                                                                                                                                                                                           |
| Victor, pints 10 00                                                                                                                                                                                                                                                 | Packed 60 lbs. in box.<br>Church's Arm and Hammer .3 15                                                                                                                                                         |
| Victor, pints 10 00 Victor, quarts 15 00 Victor, 2 quarts 20 00 PAPER BAGS                                                                                                                                                                                          | Deland's                                                                                                                                                                                                        |
| continental Paper Bag Co.                                                                                                                                                                                                                                           | Emblem                                                                                                                                                                                                          |
| Ask your Jobber for them.  Glory Mayflower Satchel & Pacific                                                                                                                                                                                                        | Church's Arm and Hammer. 3 15 Deland's                                                                                                                                                                          |
| Rottom Square                                                                                                                                                                                                                                                       | Granulated, bbls                                                                                                                                                                                                |
| 4                                                                                                                                                                                                                                                                   | Lump, bbls                                                                                                                                                                                                      |
| 1                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                 |
| 5                                                                                                                                                                                                                                                                   | 100 3 lb. bags 3 00<br>50 6 lb. bags 3 00<br>22 14 lb. bags 2 75<br>In 5 bbl. lots 5 per cent. dis-<br>count and one case 24 3 lb. boxes                                                                        |
| 6                                                                                                                                                                                                                                                                   | In 5 bbl. lots 5 per cent. discount and one case 243 lb. boxes                                                                                                                                                  |
| 2                                                                                                                                                                                                                                                                   | Diamond Crystal                                                                                                                                                                                                 |
|                                                                                                                                                                                                                                                                     | Toble berrels 100 olb berrels                                                                                                                                                                                   |
| Snoor                                                                                                                                                                                                                                                               | Butter, barrels, 280 lb. bulk.2 65<br>Butter, barrels, 20 14 lb.bags.2 85                                                                                                                                       |
| ted 4444 444 444 PARIS GREEN                                                                                                                                                                                                                                        | Lable, barrels, 100 3 lb, bags, 3 of Table, barrels, 40 7 lb, bags, 2 75 Butter, barrels, 290 lb, bulk, 2 65 Butter, barrels, 29 lb, bulk, 2 65 Butter, sacks, 28 lbs 27 Butter, sacks, 56 lbs 26 Common Grades |
| ackages, ½ lb., each 18 ackages, ½ lb., each 17 ackages, 1 lb., each 16                                                                                                                                                                                             | 100 3 lb. sacks. 2 25<br>60 5 lb. sacks. 2 15<br>28 10 lb. sacks. 2 05<br>56 lb. sacks. 2 05<br>56 lb. sacks. 20<br>28 lb. sacks. 22<br>Warsaw<br>56 lb. dayr in drill pags 30                                  |
| ackages, % 10., each17                                                                                                                                                                                                                                              | 28 10 lb. sacks                                                                                                                                                                                                 |
| Medium                                                                                                                                                                                                                                                              | 28 lb. sacks                                                                                                                                                                                                    |
| Farrels, 1,200 count 4 50 [alf bbls, 600 count 2 75 Small                                                                                                                                                                                                           | 28 lb. dairy in drill bags 15                                                                                                                                                                                   |
| arrels, 2,400 count 5 50<br>falf bbls, 1,200 count 3 30<br>PIPES                                                                                                                                                                                                    | Ashton 56 lb. dairy in linen sacks 60                                                                                                                                                                           |
| PIPES<br>lay, No. 216                                                                                                                                                                                                                                               | Higgins 56 lb. dairy in linen sacks 60 Solar Rock                                                                                                                                                               |
| lay, No. 216                                                                                                                                                                                                                                                        | Common                                                                                                                                                                                                          |
| 48 cans in case.                                                                                                                                                                                                                                                    | Granulated Fine                                                                                                                                                                                                 |
| abbitt's                                                                                                                                                                                                                                                            | Georges cured @ c                                                                                                                                                                                               |
| less                                                                                                                                                                                                                                                                | Georges genuine                                                                                                                                                                                                 |
| lear back                                                                                                                                                                                                                                                           | Strips or bricks 6 @ 9                                                                                                                                                                                          |
| hort cut                                                                                                                                                                                                                                                            | Pollock @ 3½  Halibut. Strips                                                                                                                                                                                   |
| g                                                                                                                                                                                                                                                                   | Thomas                                                                                                                                                                                                          |
| 011103 374                                                                                                                                                                                                                                                          | No. 1 100 lbs 5 75<br>No. 1 40 lbs 2 60                                                                                                                                                                         |
| xtra shorts 8½                                                                                                                                                                                                                                                      | No. 1 100 lbs. 5 75<br>No. 1 40 lbs. 2 60<br>No. 1 10 lbs. 75<br>No. 1 8 lbs. 61                                                                                                                                |
| ams, 12lb. average. @ 1114                                                                                                                                                                                                                                          | Herring Holland white hoops, bbl. 11 25 Holland white hoops, bbl. 6 00 Holland white hoop, keg 82 Holland white hoop mehs. 87                                                                                   |
| ams, 16lb. average. @ 10% ams, 20lb. average. @ 10%                                                                                                                                                                                                                 | Holland white hoops bbl. 6 00 Holland white hoop, keg 82                                                                                                                                                        |
| ams, 12lb. average. @ 11½ ams, 14lb. average. @ 11½ ams, 16lb. average. @ 10½ ams, 20lb. average. @ 10½ ams, 20lb. average. @ 10½ am drled beef                                                                                                                     | Holland white hoop mehs. 87  Norweglan                                                                                                                                                                          |
| alifornia hams @ 814                                                                                                                                                                                                                                                | beared 19                                                                                                                                                                                                       |
| oiled Hams @ 16<br>lenic Boiled Hams @ 124                                                                                                                                                                                                                          | Mackerel Mackerel                                                                                                                                                                                               |
| erlic Bolled Hams @ 12½ erlin Hams                                                                                                                                                                                                                                  | Mage 100 lbe 10 0E                                                                                                                                                                                              |
|                                                                                                                                                                                                                                                                     | Mess 40 lbs. 5 20<br>Mess 10 lbs. 1 38<br>Mess 8 lbs. 1 13<br>No. 1 100 lbs. 10 50                                                                                                                              |
| ompound                                                                                                                                                                                                                                                             | No. 1 40 lbs 4 50                                                                                                                                                                                               |
| lb. Tubsadvance % lb. Tubsadvance % lb. Tinsadvance %                                                                                                                                                                                                               | No. 1 40 lbs. 4 50<br>No. 1 10 lbs. 1 20<br>No. 1 10 lbs. 1 00<br>No. 2 100 lbs. 8 25<br>No. 2 40 lbs. 3 60                                                                                                     |
| lb. Pailsadvance                                                                                                                                                                                                                                                    | No. 2 40 lbs                                                                                                                                                                                                    |

|                         |                                                                                                                                                                                                                                                                                                                                                                                     | ***************************************                                                                                                                                                                            |                                                                                                                                                         |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
|                         | 8                                                                                                                                                                                                                                                                                                                                                                                   | 9                                                                                                                                                                                                                  | 10                                                                                                                                                      |
| 30                      | 3 lb. Pailsadvance 1<br>Sausages                                                                                                                                                                                                                                                                                                                                                    | Whitefish<br>No. 1 No. 2 Fam                                                                                                                                                                                       | Pure Cane                                                                                                                                               |
| 14                      |                                                                                                                                                                                                                                                                                                                                                                                     | 100 lbs                                                                                                                                                                                                            | Fair Good Choice STARCH                                                                                                                                 |
| 1 20                    | Blood 64                                                                                                                                                                                                                                                                                                                                                                            | 0 1h                                                                                                                                                                                                               | STARCH                                                                                                                                                  |
| 2 20                    | Headcheese 6                                                                                                                                                                                                                                                                                                                                                                        | Anise 9<br>Canary, Smyrna 4                                                                                                                                                                                        |                                                                                                                                                         |
|                         | Ropologe 10 75                                                                                                                                                                                                                                                                                                                                                                      | Caraway                                                                                                                                                                                                            | CHICESOM SAN                                                                                                                                            |
| V                       | Rump                                                                                                                                                                                                                                                                                                                                                                                | Hemp, Russian 4½<br>Mixed Bird 4½                                                                                                                                                                                  |                                                                                                                                                         |
| 1 25                    | ½ bbls., 80 lbs 3 50                                                                                                                                                                                                                                                                                                                                                                | S   SEEDS   Anise                                                                                                                                                                                                  | STARCH (                                                                                                                                                |
| 44.1 35<br>1 15<br>2 85 | Kits, 15 lbs 70                                                                                                                                                                                                                                                                                                                                                                     | Cuttle Bone                                                                                                                                                                                                        | Kingsford's Corn 40 1-lb. packages                                                                                                                      |
| 4 00 rands.             | Pork                                                                                                                                                                                                                                                                                                                                                                                | Handy Box, large 2 50<br>Handy Box, small 1 25                                                                                                                                                                     | 6 lb. packages                                                                                                                                          |
| 1 65                    | Beef rounds 3<br>Beef middles 10<br>Sheep 60                                                                                                                                                                                                                                                                                                                                        | Miller's Crown Polish 85                                                                                                                                                                                           | Kingsford's Silver Gle<br>40 1-lb. packages                                                                                                             |
| 1 30<br>4 00<br>1 50    | Butterine Solid, dairy                                                                                                                                                                                                                                                                                                                                                              | Scotch, in bladders. 37                                                                                                                                                                                            | 6 lb. boxes                                                                                                                                             |
| 45                      | Rolls, creamery 11½@13½<br>Rolls, creamery 14½<br>Solid, creamery 14<br>Canned Meats                                                                                                                                                                                                                                                                                                | SOAP                                                                                                                                                                                                               | 1-lb. nackages                                                                                                                                          |
| 75                      | Canned Meats Corned beef, 2 lb 2 75 Corned beef, 14 lb 17 50                                                                                                                                                                                                                                                                                                                        | B. T. Babbit brand— Babbit's Best 4 00 Beaver Soap Co. brands                                                                                                                                                      | 3-lb. packages                                                                                                                                          |
| 40<br>35                | Roast beer, 21b 2 75                                                                                                                                                                                                                                                                                                                                                                | STANDATE .                                                                                                                                                                                                         | Barrels                                                                                                                                                 |
| 26                      | Potted ham, %s 90<br>Deviled ham, %s 50                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                    |                                                                                                                                                         |
| 1 75                    | Potted tongue, ¼s 90 Potted tongue, ¼s 90 Potted tongue, ¼s 90                                                                                                                                                                                                                                                                                                                      | 53                                                                                                                                                                                                                 |                                                                                                                                                         |
| 3 50                    | RICE<br>Domestic                                                                                                                                                                                                                                                                                                                                                                    | Wayner                                                                                                                                                                                                             | -                                                                                                                                                       |
| 1 25<br>1 10            | Carolina No. 1                                                                                                                                                                                                                                                                                                                                                                      | NONDER                                                                                                                                                                                                             |                                                                                                                                                         |
| 1 00<br>80<br>2 35      | Broken                                                                                                                                                                                                                                                                                                                                                                              | 50 cakes, large size3 25                                                                                                                                                                                           | M BES W                                                                                                                                                 |
| 4 50<br>7 00            | Carolina No. 1 5% Carolina No. 2 43 Broken 44  Japan, No. 1 5%@6 Japan, No. 2 44  Java, Ianoy head 5 @5% Java, No. 1 5 @7% Java, No. 1 5 @7%                                                                                                                                                                                                                                        | 50 cakes, large size 3 25<br>100 cakes, large size 6 50<br>50 cakes, small size 1 95<br>100 cakes, small size 3 85                                                                                                 | GLOSS                                                                                                                                                   |
| 90<br>1 45<br>2 30      |                                                                                                                                                                                                                                                                                                                                                                                     | Coal Oil Johnny 3 90                                                                                                                                                                                               |                                                                                                                                                         |
| . 10 00                 | Packed 60 lbs. in box.                                                                                                                                                                                                                                                                                                                                                              | Detroit Soap Co. brands—                                                                                                                                                                                           | ALVALI ALVALIA                                                                                                                                          |
| . 15 00                 | Deland's                                                                                                                                                                                                                                                                                                                                                                            | Big Bargain                                                                                                                                                                                                        | S Chicago Ja                                                                                                                                            |
| Co.                     | L. P                                                                                                                                                                                                                                                                                                                                                                                | Dingman Soap Co. brand—<br>Dingman                                                                                                                                                                                 |                                                                                                                                                         |
| flower<br>acific        | Wyandotte, 100 %s3 00<br>SAL SODA                                                                                                                                                                                                                                                                                                                                                   | Dingman Soap Co. brand-<br>  Dingman   3 85<br>  N. K. Fairbanks brands-<br>  Santa Claus   3 25<br>  Brown   2 40<br>  Fairy   4 00                                                                               |                                                                                                                                                         |
| quare<br>50             | Church's Arm and Hammer. 3 15 Deland's                                                                                                                                                                                                                                                                                                                                              | Fairy                                                                                                                                                                                                              |                                                                                                                                                         |
| 60<br>80<br>1 00        | Lump, 145 lb. kegs 80<br>SALT                                                                                                                                                                                                                                                                                                                                                       | Naptha                                                                                                                                                                                                             |                                                                                                                                                         |
| 1 25<br>1 45            | Buckeye 100 3 lb. bags                                                                                                                                                                                                                                                                                                                                                              | Oda Doda, Mg J                                                                                                                                                                                                     |                                                                                                                                                         |
| 1 70<br>2 00<br>2 40    |                                                                                                                                                                                                                                                                                                                                                                                     | Single box                                                                                                                                                                                                         |                                                                                                                                                         |
| 2 60<br>3 15            | free.                                                                                                                                                                                                                                                                                                                                                                               | 5 box lots, delivered                                                                                                                                                                                              | Best Gloss Starch, 50 lb                                                                                                                                |
| 4 15<br>4 50<br>5 00    | Diamond Crystal Table, cases, 24 3 lb. boxes1 40 Table, barrels, 100 3 lb. bags.3 00                                                                                                                                                                                                                                                                                                | Silver King 3 60                                                                                                                                                                                                   | Best Gloss Starch, 6 lb                                                                                                                                 |
| 5 50                    | Table, barrels, 40 7 lb. bags.2 75 Butter, barrels, 280 lb. bulk.2 65 Butter, barrels, 20 14 lb.bags.2 85 Butter, sacks, 28 lbs                                                                                                                                                                                                                                                     | Scotch Family 2 50<br>Cuba 2 40                                                                                                                                                                                    | Best Gloss Starch, 3 lb<br>Best Gloss Starch, 1 lb<br>Works: Venice, Ill.                                                                               |
| 4%                      | Butter, sacks, 28 lbs. 27<br>Butter, sacks, 56 lbs. 67<br>Common Grades                                                                                                                                                                                                                                                                                                             | Ricker's Magnetic 3 90                                                                                                                                                                                             | Geneva, Ill.                                                                                                                                            |
| 14                      | 60 5 lb. sacks                                                                                                                                                                                                                                                                                                                                                                      | Lautz Bros. brands—<br>  Big Acme                                                                                                                                                                                  | Common Corn<br>20 1-lb. packages                                                                                                                        |
| 16                      | 28 10 lb. sacks                                                                                                                                                                                                                                                                                                                                                                     | Aeme 5c                                                                                                                                                                                                            | 40 1-lb. packages                                                                                                                                       |
| .4 50                   | Warsaw 56 lb. dairy in drill bags 30 28 lb. dairy in drill bags 15                                                                                                                                                                                                                                                                                                                  | Lenox 3 00                                                                                                                                                                                                         |                                                                                                                                                         |
| 10.00                   | Ashton                                                                                                                                                                                                                                                                                                                                                                              | 1   1   2   2   3   4   4   4   4   5   5   5   5   5   5                                                                                                                                                          | Enameline                                                                                                                                               |
| .5 50                   | Higgins 56 lb. dairy in linen sacks 60 Solar Rock                                                                                                                                                                                                                                                                                                                                   | A. B. Wrisley brands—<br>Good Cheer                                                                                                                                                                                | OLD LESCOTTA C                                                                                                                                          |
| 1 70<br>65<br>85        | Solar Rock 56 lb. sacks                                                                                                                                                                                                                                                                                                                                                             | Scouring                                                                                                                                                                                                           |                                                                                                                                                         |
|                         | Granulated Fine                                                                                                                                                                                                                                                                                                                                                                     | Sapolio, kitchen, 3 doz                                                                                                                                                                                            | & EVAMELINE &                                                                                                                                           |
| .4 00<br>.3 00          | Coorgon gurad                                                                                                                                                                                                                                                                                                                                                                       | Boxes 5½<br>Kegs, English 4½                                                                                                                                                                                       | No. 4, 3 doz in case, gross                                                                                                                             |
| 16 50<br>15 50          | Georges cured.         0 6           Georges genuine.         0 6½           Georges selected.         0 7           Grand Bank.         0 5¾           Strips or bricks.         6 0 9           Pollock.         0 344                                                                                                                                                            |                                                                                                                                                                                                                    | No. 4, 3 doz in case, gross<br>No. 6, 3 doz in case, gross<br>SUGAR                                                                                     |
| 16 50<br>16 00          | Strips of Dricks b (2 9                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                    | Below are given New Y<br>prices on sugars, to which<br>wholesale dealer adds the le                                                                     |
| 19 00<br>12 25<br>15 00 | Pollock                                                                                                                                                                                                                                                                                                                                                                             | Cassia, Salgon, broken 38<br>Cassia, Salgon, in rolls 55<br>Cloves, Amboyna 17                                                                                                                                     | prices on sugars, to which<br>wholesale dealer adds the li<br>freight from New York to y<br>shipping point, giving you cr<br>on the invoice for the amo |
| 11 50                   | Trout No. 1 100 lbs. 5 75                                                                                                                                                                                                                                                                                                                                                           | Cloves, Zanzibar. 14<br>Mace 55                                                                                                                                                                                    | of the invoice for the amo<br>of freight buyer pays from<br>market in which he purchs                                                                   |
| 9¾<br>9½<br>8½          | No. 1 100 lbs. 5 75<br>No. 1 40 lbs. 2 60<br>No. 1 10 lbs. 75<br>No. 1 8 lbs. 61                                                                                                                                                                                                                                                                                                    | Nutmegs, 75-80                                                                                                                                                                                                     | of freight buyer pays from<br>market in which he purch<br>to his shipping point, includ<br>20 pounds for the weight of<br>barrel.                       |
| 111/4                   | Herring                                                                                                                                                                                                                                                                                                                                                                             | Pepper, Singapore, black. 18<br>Pepper, Singapore, white. 28                                                                                                                                                       | Domino                                                                                                                                                  |
| 1034<br>104             | Herring Holland white hoops, bbl. 11 25 Holland white hoops, keg 82 Holland white hoop, keg 82                                                                                                                                                                                                                                                                                      | Pepper, shot                                                                                                                                                                                                       | rnghad                                                                                                                                                  |
| 121/4<br>71/4<br>111/2  | Holland white hoop mehs. 87 Norweglan                                                                                                                                                                                                                                                                                                                                               | Cassia, Batavia         28           Cassia, Salgon         48           Cloves, Zanzibar         17           Ginger, African         15           Ginger, Cochin         18           Ginger, Lymalos         95 | Cubes Powdered Coarse Powdered XXXX Powdered                                                                                                            |
| 11½<br>8¼<br>11         | Round 100 lbs                                                                                                                                                                                                                                                                                                                                                                       | Ginger, African 15                                                                                                                                                                                                 | Fine Granulated                                                                                                                                         |
| 16 121/4                | Mackerel                                                                                                                                                                                                                                                                                                                                                                            | Mace. 65                                                                                                                                                                                                           | Coarse Granulated<br>Extra Fine Granulated<br>Conf. Granulated                                                                                          |
| 12½<br>8½<br>9          | Mess 100 lbs                                                                                                                                                                                                                                                                                                                                                                        | Pepper, Singapore, black. 20                                                                                                                                                                                       | Ib. bags Fine Gran                                                                                                                                      |
| 65%<br>8%               | Mess 8 lbs. 1 13<br>No. 1 100 lbs. 10 50                                                                                                                                                                                                                                                                                                                                            | Sage 20                                                                                                                                                                                                            | Mould A                                                                                                                                                 |
| 6%<br>8%<br>6%<br>14    | No. 1 40 lbs 4 50<br>No. 1 10 lbs 1 20                                                                                                                                                                                                                                                                                                                                              | Corn                                                                                                                                                                                                               | No. 1, Columbia A                                                                                                                                       |
| 14                      | Mess 100 lbs.     12 25       Mess 40 lbs.     5 20       Mess 8 10 lbs.     1 38       Mess 8 10 lbs.     1 13       No. 1 100 lbs.     10 50       No. 1 10 lbs.     4 50       No. 1 10 lbs.     1 20       No. 1 10 lbs.     1 20       No. 1 10 lbs.     3 60       No. 2 100 lbs.     3 60       No. 2 40 lbs.     3 60       No. 2 100 lbs.     98       No. 2 8 lbs.     81 | 1 doz. 1 gallon cans 3 20                                                                                                                                                                                          | No. 4, Phœnix A                                                                                                                                         |
| 1                       | No. 2 10 lbs. 98 No. 2 8 lbs. 81                                                                                                                                                                                                                                                                                                                                                    | 2 doz. ½ gallon cans 92                                                                                                                                                                                            | No. 6                                                                                                                                                   |
|                         |                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                    |                                                                                                                                                         |

| NADESMI                                                                      | -71                                  | V                                                              |
|------------------------------------------------------------------------------|--------------------------------------|----------------------------------------------------------------|
| 9                                                                            |                                      |                                                                |
| Whitefish No. 1 No. 2 10 lbs                                                 | Fam 2 75 1 40 43                     | Goo                                                            |
| SEEDS nise                                                                   | 9 4 8 60                             |                                                                |
| emp, Russianixed Bird                                                        | 12<br>4½<br>4½<br>9<br>10<br>4½      | 1                                                              |
|                                                                              | 15<br>2 50<br>1 25<br>85<br>85       | 40 1-1<br>20 1-1<br>6 lb                                       |
| SNUFF otch, in bladders accaboy, in jars ench Rappee, in jars SOAP           | 37<br>35<br>43                       | 40 1-l<br>6 lb                                                 |
| T. Babbit brand—                                                             | 4 00                                 | 3-lb.<br>6-lb.<br>40 an<br>Barr                                |
|                                                                              |                                      |                                                                |
| WONDER<br>SOAP                                                               |                                      |                                                                |
| cakes, large size                                                            | 3 25<br>6 50<br>1 95<br>3 85         |                                                                |
| Queen Anne                                                                   | 3 90<br>4 00<br>3 15<br>1 75<br>2 15 | 5                                                              |
| K. Fairbanks brands—                                                         | 2 45<br>3 85                         |                                                                |
| Brown Patry Patry Saptha Saptha Wans & Sons brands— Bak Leaf Dak Leaf, big 5 | 00                                   |                                                                |
| JAXON                                                                        | 00                                   | 1                                                              |
| gle box                                                                      | 95 90 60 70                          | Best<br>Best<br>Best<br>Best                                   |
| uba                                                                          | 50<br>40<br>95<br>90                 | Best                                                           |
| Iarseilles                                                                   | 70                                   | 20 1-lt<br>40 1-lt                                             |
| B. Wrisley brands—                                                           | 00<br>75<br>00                       |                                                                |
| old Courty. 3 Scouring olio, kitchen, 3 doz. 2 olio, hand, 3 doz. 2 SODA     | 80<br>20<br>40<br>40                 |                                                                |
| gs, English                                                                  | 1%                                   | No. 4,<br>No. 6,                                               |
| splee                                                                        | 00                                   | Belo<br>prices<br>whole<br>freigh<br>shippi<br>on the          |
| megs, 75-80                                                                  | 55<br>50<br>40<br>35                 | on the<br>of frei<br>marke<br>to his<br>20 pour<br>barrel      |
| per, Singapore, white.<br>per, shot                                          | 28<br>20<br>16                       | Domin<br>Cut La<br>Crush<br>Cubes<br>Powde                     |
| yes, Zanzibarger, Africanger, Cochinger, Jamaica                             | 48<br>17<br>15<br>18<br>25           | Coarse<br>XXXX<br>Standa<br>Fine G<br>Coarse<br>Extra<br>Conf. |
| per, Singapore, black.<br>per, Singapore, white.<br>per, Cayenne             | 18<br>20<br>28<br>20                 | 2 lb. ba 5 lb. ba Mould Diamo                                  |
| SYRUPS                                                                       | 20                                   | Confection 1,                                                  |





Gloss Starch, 50 lb.... 3
Gloss Starch, 40 lb...
Gloss Starch, 6 lb...
Gloss Starch, 3 lb...
Gloss Starch, 1 lb...
Vorks: Venice, III.
Geneva, III.

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



3 doz lin case, gross
3 doz lin case, gross
SUGAR
ow are given New York
s on sugars, to which the
esale dealer adds the local
ht from New York to your
ping point, giving you credit
he linvoice for the amount
eight buyer pays from the
ket in which he purchases
is shipping point, including
the weight of the

| market in which he pure     | hase |
|-----------------------------|------|
| to his shipping point, inch | udin |
| 20 pounds for the weight of | f th |
| barrel.                     |      |
| Domino                      | 6 0  |
| Cut Loaf                    | 6 (  |
| Campbed                     |      |
| Crushed                     | 6 (  |
| Cubes                       | 5 8  |
| Powdered                    | 5 6  |
| Powdered                    | 5 6  |
| XXXX Powdered               | 5 7  |
| Standard Granulated         | 5 5  |
| Fine Granulated             | 5 5  |
| Coarse Granulated           | 5 6  |
| Extra Fine Granulated       | 5 6  |
| Conf. Granulated            | 5 8  |
| Olh ham Fine Cree           |      |
| 2 lb. bags Fine Gran        | 5 7  |
| 5 lb. bags Fine Gran        | 5 7  |
| Mould A                     | 5 9  |
| Diamond A                   | 5 5  |
| Confectioner's A            | 5 3  |
| No. 1, Columbia A           | 5 2  |
| No. 2, Windsor A            | 5 1  |
| No. 3, Ridgewood A          |      |
|                             | 5 :  |
| No. 4 Phoenix A             | 5 1  |

| Yo.         | ung Hyson           |
|-------------|---------------------|
| Choice      | 30                  |
| Fancy       |                     |
|             | Oolong              |
| Formosa, fr | ancy42              |
| A mov med   | ium25               |
| Amor, abou  | 1011125             |
| Amoy, choi  | се32                |
| Engl        | ish Breakfast       |
| Medium      | 27                  |
| Choice      | 34                  |
| Fancy       | 42                  |
|             | India               |
| Caylon oho  |                     |
| Fanor       | ice32               |
| rancy       | OBACCO 42           |
| 1           |                     |
|             | Cigars              |
| American (  | igar Factory brands |



| Elk's Heart55@70                 |
|----------------------------------|
| W. S. W                          |
| Bald Head                        |
| A. Bomers' brand.                |
| Plaindealer                      |
| Columbian Cigar Co.'s brands.    |
| Little Columbian 36 00           |
| Columbian35 00                   |
| Columbian Extra55 00             |
| Columbian Special65 00           |
| Columbian Invincible90 00        |
| H. & P. Drug Co.'s brands.       |
| Fortune Teller 35 00             |
| Our Manager 35 00                |
| Quintette 35 00                  |
| G. J. Johnson Cigar Co.'s brand. |
|                                  |



|                                                                                                                                                                                                                                                                                                                                                        | 1                        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| 12                                                                                                                                                                                                                                                                                                                                                     | -                        |
| Lubetsky Bros.' Brands. B. L                                                                                                                                                                                                                                                                                                                           | P                        |
| Lubetsky Bros. Brands. B. L                                                                                                                                                                                                                                                                                                                            | ZZZZ                     |
| Royal Tigerettes 35 00 Book Filled Tigerettes 35 00 Formula Tigerettes 35 00                                                                                                                                                                                                                                                                           | N                        |
| Night Hawk, concha 35 00<br>Night Hawk, navel 35 00                                                                                                                                                                                                                                                                                                    |                          |
| Vincente Portuondo 35@ 70 00<br>Ruhe Bros. Co 25@ 70 00                                                                                                                                                                                                                                                                                                | BBM                      |
| T. J. Dunn & Co35@ 70 00<br>McCov & Co35@ 70 00                                                                                                                                                                                                                                                                                                        | SI                       |
| The Collins Cigar Co 10@ 35 00<br>Brown Bros                                                                                                                                                                                                                                                                                                           | SSSSSS                   |
| Banner Cigar Co10@ 35 00<br>Seidenberg & Co55@125 36                                                                                                                                                                                                                                                                                                   |                          |
| Fulton Cigar Co 10@ 35 00<br>A. B. Ballard & Co 35@175 00                                                                                                                                                                                                                                                                                              | NNN                      |
| San Telmo                                                                                                                                                                                                                                                                                                                                              | N                        |
| C. Costello & Co35@ 70 00<br>LaGora-Fee Co35@ 70 00                                                                                                                                                                                                                                                                                                    | HNN                      |
| Hene & Co                                                                                                                                                                                                                                                                                                                                              | R                        |
| Hemmeter Cigar Co35@ 70 00<br>G.J. Johnson Cigar Co.35@ 70 00                                                                                                                                                                                                                                                                                          | R                        |
| Bock & Co                                                                                                                                                                                                                                                                                                                                              | ENN                      |
| Neuva Mundo                                                                                                                                                                                                                                                                                                                                            | No<br>19<br>Id           |
| Standard T. & C. Co35@ 70 00<br>H. Van Tongeren's Brand.                                                                                                                                                                                                                                                                                               | 2-]                      |
| Star Green35 00 Fine Cut                                                                                                                                                                                                                                                                                                                               | 3-1<br>2-1<br>3-1        |
| Uncle Daniel 58 Ojibwa 38 Forest Giant 38 Sweet Spray 35 Cadiliac 57 Sweet Loma 38 Golden Top 23 Hiawatha 58 Pelegram 28 Pay Car 34 Prairie Rose 50 Protection 38                                                                                                                                                                                      | Pa                       |
| Sweet Spray                                                                                                                                                                                                                                                                                                                                            | H                        |
| Golden Top                                                                                                                                                                                                                                                                                                                                             | Sc                       |
| Telegram                                                                                                                                                                                                                                                                                                                                               | 1d                       |
| Sweet Burley40                                                                                                                                                                                                                                                                                                                                         | 18                       |
| Sweet Loma                                                                                                                                                                                                                                                                                                                                             | 16-<br>20-<br>18-<br>16- |
| Crome de Monthe                                                                                                                                                                                                                                                                                                                                        | NO                       |
| Stronghold 40 Solo 35 Sweet Chunk 37 Forge 33 Red Cross 24 Palo 32                                                                                                                                                                                                                                                                                     | Br                       |
| Forge                                                                                                                                                                                                                                                                                                                                                  | De                       |
| Palo                                                                                                                                                                                                                                                                                                                                                   | Sin                      |
| Battle Axe                                                                                                                                                                                                                                                                                                                                             | No                       |
| Faio 36 Kylo 36 Hiawatha 41 Battle Axe 37 American Eagle 54 Standard Navy 38 Spear Head, 16 oz. 43 Spear Head, 8 oz. 45 Nobby Twist 49                                                                                                                                                                                                                 | Do<br>Go<br>Ur           |
| Nobby Twist 49 Jolly Tar 39 Old Honesty 45                                                                                                                                                                                                                                                                                                             | 11<br>13                 |
|                                                                                                                                                                                                                                                                                                                                                        | 15<br>17<br>19           |
| Boot Jack                                                                                                                                                                                                                                                                                                                                              | AS                       |
| J. T                                                                                                                                                                                                                                                                                                                                                   | Co                       |
| Double Cross 27                                                                                                                                                                                                                                                                                                                                        | Fil<br>No<br>Cr          |
| Sweet Core                                                                                                                                                                                                                                                                                                                                             | Bu<br>Wa<br>Wa           |
| Bamboo, 8 oz                                                                                                                                                                                                                                                                                                                                           | Wa                       |
| I X L, 6 lb                                                                                                                                                                                                                                                                                                                                            | Ma                       |
| Gold Block                                                                                                                                                                                                                                                                                                                                             | Su<br>Ye<br>Ye           |
| 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 Flagman 40 Chips 56 Kiln Dried 24 Duke's Mixture 40                                                                                                                                                                                | Ye                       |
| Duke's Cameo40<br>Honey Dip Twist39                                                                                                                                                                                                                                                                                                                    | Wi                       |
| Myrtle Navy                                                                                                                                                                                                                                                                                                                                            | Bla<br>Ha<br>Cis         |
| Cream                                                                                                                                                                                                                                                                                                                                                  | Blu<br>Liv               |
| Plow Boy, 1% oz                                                                                                                                                                                                                                                                                                                                        | Boi<br>Coo<br>Ha         |
| Peerless, 3½ oz                                                                                                                                                                                                                                                                                                                                        | No<br>Pil                |
| Indicator, 2½ 0Z                                                                                                                                                                                                                                                                                                                                       | Per<br>Sm<br>Re          |
| Kiln Dried 24 Duke's Mixture 40 Duke's Cameo. 40 Honey Dip Twist 39 Myrtle Navy 40 Yum Yum, 1½ oz. 38 Yum Yum 11b, palls 37 Cream 37 Corn Cake, 2½ oz. 25 Corn Cake, 1½ oz. 39 Plow Boy, 1½ oz. 37 Peerless, 3½ oz. 37 Peerless, 1½ oz. 36 Indicator, 2½ oz. 28 Indicator, 1½ oz. 28 Indicator, 1½ oz. 21 Col. Choice, 2½ oz. 21 Col. Choice, 8 oz. 21 | Rec<br>Col<br>Ma         |
| Lea & Perrin's, large 3 75<br>Lea & Perrin's, small 2 50                                                                                                                                                                                                                                                                                               | T                        |
| Halford, small                                                                                                                                                                                                                                                                                                                                         | Co.<br>foll              |
|                                                                                                                                                                                                                                                                                                                                                        | Gre                      |
| Cotton, 4 ply16                                                                                                                                                                                                                                                                                                                                        | Cui<br>Cal<br>Cal        |
| Hemp, 6 ply                                                                                                                                                                                                                                                                                                                                            | Cal                      |
| VINEGAR<br>Malt White Wine, 40 grain. 8                                                                                                                                                                                                                                                                                                                | Pel                      |
| Pure Cider, B. & B. brand11                                                                                                                                                                                                                                                                                                                            | No.                      |
| Pure Cider, Rebinson 10 Pure Cider, Silver 11                                                                                                                                                                                                                                                                                                          | No.<br>Wa                |
| Gold Dust, regular4 50                                                                                                                                                                                                                                                                                                                                 | Wa                       |
|                                                                                                                                                                                                                                                                                                                                                        | Un                       |

|                                                                                                                                                                                                                                                                                                                                                                                                     | MICHIGAN                                                                                                                                                            |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 13                                                                                                                                                                                                                                                                                                                                                                                                  | 14                                                                                                                                                                  |
| Pearline       2 90         Scourine       3 50         WICKING                                                                                                                                                                                                                                                                                                                                     | CANDIES Stick Candy bbls. pai Standard                                                                                                                              |
| No. 0, per gross                                                                                                                                                                                                                                                                                                                                                                                    | Standard                                                                                                                                                            |
| WOODENWARE                                                                                                                                                                                                                                                                                                                                                                                          | Cut Loaf                                                                                                                                                            |
| Baskets Sushels                                                                                                                                                                                                                                                                                                                                                                                     | Jumbo, 32 lb.       @ 7         Extra H. H.       @ 10         Boston Cream       @ 10         Beet Root.       @ 8                                                 |
| 1   1   1   1   1   1   1   1   1   1                                                                                                                                                                                                                                                                                                                                                               | Mixed Candy                                                                                                                                                         |
| Villow Clothes, large 6 25 Villow Clothes, medium 5 75 Villow Clothes email 5 75                                                                                                                                                                                                                                                                                                                    | Competition @ 7<br>Special @ 7<br>Conserve @ 8<br>Royal @ 8                                                                                                         |
| Putton Plates                                                                                                                                                                                                                                                                                                                                                                                       | Ribbon                                                                                                                                                              |
| fo. 1 Oval, 250 in crate                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                     |
| Jumpty Dumpty       2 25         Jo. 1, complete       30         Jo. 2, complete       25                                                                                                                                                                                                                                                                                                          | French Cream @ 9 French Cream @ 10 Dandy Pan @ 10 Hand Made Cream mixed @ 15 Crystal Cream mix @ 13                                                                 |
| Clothes Pins Cound head, 5 gross box 45 Cound head, cartons 62 Mop Sticks                                                                                                                                                                                                                                                                                                                           | mixed                                                                                                                                                               |
| Mop Sticks rojan spring 90 clipse patent spring 85                                                                                                                                                                                                                                                                                                                                                  | San Blas Goodies @12                                                                                                                                                |
| Mop Sticks   90                                                                                                                                                                                                                                                                                                                                                                                     | Choc. Drops                                                                                                                                                         |
| Daila                                                                                                                                                                                                                                                                                                                                                                                               | Gum Drops @ 5<br>Moss Drops @ 9                                                                                                                                     |
| hoop Standard                                                                                                                                                                                                                                                                                                                                                                                       | Gum Drops                                                                                                                                                           |
| ibre                                                                                                                                                                                                                                                                                                                                                                                                | Lemon Sours                                                                                                                                                         |
| Toothpicks                                                                                                                                                                                                                                                                                                                                                                                          | 10. palis                                                                                                                                                           |
| Tubs -inch, Standard, No. 16 00                                                                                                                                                                                                                                                                                                                                                                     | Fancy—In 5 lb. Boxes Lemon Sours                                                                                                                                    |
| Pinch, Standard, No. 1                                                                                                                                                                                                                                                                                                                                                                              | Lemon Sours                                                                                                                                                         |
| inch, Cable, No. 3                                                                                                                                                                                                                                                                                                                                                                                  | Dk. No. 12       @1 0         Gum Drops       @30         Licorice Drops       @75         Lozenges, plain       @55                                                |
| o. 3 Fibre                                                                                                                                                                                                                                                                                                                                                                                          | Lozenges, piain                                                                                                                                                     |
| ewey 1 75<br>ouble Acme 2 75<br>ingle Acme 2 25                                                                                                                                                                                                                                                                                                                                                     | Mottoes         @60           Cream Bar         @55           Molasses Bar         @55           Hand Made Creams         80           Cream Buttoes Bar         80 |
| ouble Peerless.       3 25         ingle Peerless.       2 60         orthern Queen       2 50                                                                                                                                                                                                                                                                                                      | and Wint @65                                                                                                                                                        |
| Wash Boards           ronze Globe         2 50           ewey         1 75           ouble Acme         2 75           ingle Acme         2 25           ouble Peerless         3 25           ingle Peerless         2 60           orthern Queen         2 50           ouble Duplex         3 00           ood Luck         2 75           niversal         2 25           in. Butter         75 | Wintergreen Berries @60 Caramels                                                                                                                                    |
| in. Butter                                                                                                                                                                                                                                                                                                                                                                                          | No. 1 wrapped, 3 lb.<br>boxes                                                                                                                                       |
| in. Butter 1 00 in. Butter 1 75 in. Butter 2 50 in. Butter 2 50 in. Butter 3 00 ssorted 13-15-17 1 75 ssorted 15-17-19 2 50 WRAPPING PAPER Dumon Straw 142                                                                                                                                                                                                                                          | FRUITS<br>Oranges                                                                                                                                                   |
| ### Straw                                                                                                                                                                                                                                                                                                                                                                                           | Florida Russett @ Florida Bright @ Florida Bright @ Extra Choice @ Late Valencias @ Seedling @                                                                      |
| iber Manila, white                                                                                                                                                                                                                                                                                                                                                                                  | Late Valencias       6         Seedlings       62         Medt. Sweets       3 00@3 5         Jamaicas       6         Rodi       6                                 |
| WRAPPING PAPER  Dimon Straw 1½  ber Manila, white 3½  ber Manila, colored 4½  0. 1 Manila 4  ream Manila 3  ttcher's Manila 2½  ax Butter, short count 13  ax Butter, full count 2)  ax Butter, rolls 15  YEAST CAKE  agte, 3 doz. 1 00                                                                                                                                                             | Lemons                                                                                                                                                              |
| ax Butter, rolls 15 YEAST CAKE agic, 3 doz                                                                                                                                                                                                                                                                                                                                                          | Messina, 300s       3 50@4 00         Messina, 360s       3 25@3 70         California 360s       3 25@3 50         California 300s       3 25@3 50                 |
| Agic, 3 doz                                                                                                                                                                                                                                                                                                                                                                                         | California 300s 3 25@3 50  Bananas  Medium bunches 1 50@1 78                                                                                                        |
| past Foam, 14 doz 50 FRESH FISH Per lb.                                                                                                                                                                                                                                                                                                                                                             | Foreign Dried Fruits                                                                                                                                                |
| Per lb.   Per lb.                                                                                                                                                                                                                                                                                                                                                                                   | Cal. pkg, 10 lb. boxes                                                                                                                                              |
| allout 6 14<br>scoes or Herring 6 4<br>uefish 6 12½                                                                                                                                                                                                                                                                                                                                                 | Fancy, 12 lb. boxes @12<br>Pulled, 6 lb. boxes @                                                                                                                    |
| ve Lobster & 20<br>biled Lobster & 20<br>d                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                     |
| b. 1 Pickerel                                                                                                                                                                                                                                                                                                                                                                                       | Fards in 60 lb. cases.  Hallowi                                                                                                                                     |
| THE DELIMON W 12                                                                                                                                                                                                                                                                                                                                                                                    | NUTS Almonds, Tarragona Almonds, Ivica @ Almonds, California,                                                                                                       |
| HIDES AND PELTS The Cappon & Bertsch Leather ., 100 Canal Street, quotes as                                                                                                                                                                                                                                                                                                                         | Almonas, California,<br>soft saelled 16@18<br>Brazils,                                                                                                              |
| Hides                                                                                                                                                                                                                                                                                                                                                                                               | Brazila,                                                                                                                                                            |
| een No. 1                                                                                                                                                                                                                                                                                                                                                                                           | California No. 1 @13½ Table Nuts, fancy @14 Table Nuts, choice @13 Pecans, Med @10                                                                                  |
| red No. 2                                                                                                                                                                                                                                                                                                                                                                                           | Pecans, Ex. Large @11 Pecans, Jumbos @12 Hickory Nuts per bu.                                                                                                       |
| lts, each 50@1 10                                                                                                                                                                                                                                                                                                                                                                                   | Cocoanuts, full sacks @3 50                                                                                                                                         |
| Tallow @ 414 0.2                                                                                                                                                                                                                                                                                                                                                                                    | Fancy, H. P., Suns 51/20<br>Fancy, H. P., Suns                                                                                                                      |
| Wool ashed, fine 15@16 ashed, medium 18@20 awashed, fine 11@12                                                                                                                                                                                                                                                                                                                                      | Roasted                                                                                                                                                             |
| washed, medium. 18@20<br>washed, fine 11@12<br>washed, medium. 14@15                                                                                                                                                                                                                                                                                                                                | Span. Shild No. 1n'w 7 @ 8                                                                                                                                          |

| 15                                                                                                                                                                                                                                                                                                |                                                                      |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|
| AKRON STONEWARE                                                                                                                                                                                                                                                                                   |                                                                      |
| # Butters  # gal., per doz. 2 to 6 gal., per gal. 8 gal. each. 10 gal. each. 11 gal. each.                                                                                                                                                                                                        | 48<br>6<br>52<br>65<br>84                                            |
| 15 gal. meat-tubs, each                                                                                                                                                                                                                                                                           | 1 20<br>1 60<br>2 25<br>2 70                                         |
| 2 to 6 gal., per gal<br>Thurn Dashers, per doz                                                                                                                                                                                                                                                    |                                                                      |
| 1/2 ga. fiat or rd. bot., per doz                                                                                                                                                                                                                                                                 | <b>4</b> 8<br>6                                                      |
| 1/4 gal flat or rd. bot., per doz                                                                                                                                                                                                                                                                 | 60<br>6                                                              |
| 1/4 gal. fireproof, ball, per doz                                                                                                                                                                                                                                                                 | 85<br>1 10                                                           |
| ½ gal. per doz<br>¼ gal. per doz<br>1 to 5 gal., per gal<br>Sealing Wax                                                                                                                                                                                                                           | 60<br>45<br>7½                                                       |
| 5 lbs. in package, per lb  LAMP BURNERS                                                                                                                                                                                                                                                           | 35                                                                   |
| NO. 0 Sun. NO. 1 Sun. NO. 2 Sun. NO. 2 Sun. Tubular. Nutmeg.                                                                                                                                                                                                                                      | 45<br>65<br>1 10<br>45<br>50                                         |
| LAMP CHIMNEYS—Second Per box No. 0 Sun                                                                                                                                                                                                                                                            | of 6 doz.<br>1 56<br>1 78<br>2 48                                    |
| No. 0 Sun, crimp top, wrapped & lab.<br>No. 1 Sun, crimp top, wrapped & lab.<br>No. 2 Sun, crimp top, wrapped & lab.<br>XXX Flint                                                                                                                                                                 | 2 00<br>2 15<br>3 15                                                 |
| No. 1 Sun, crimp top, wrapped & lab.<br>No. 2 Sun, crimp top, wrapped & lab.<br>No. 2 Sun, hinge, wrapped & lab                                                                                                                                                                                   | 2 75<br>3 75<br>4 00                                                 |
| No. 1 Sun, wrapped and labeled<br>No. 2 Sun, wrapped and labeled<br>No. 2 hinge, wrapped and labeled<br>No. 2 Sun, "Small Bulb," for Globe<br>Lamps                                                                                                                                               | 4 00 n<br>5 00<br>5 10<br>80                                         |
| La Bastie  No. 1 Sun, plain bulb, per doz  No. 2 Sun, plain bulb, per doz  No. 1 Crimp, per doz  No. 2 Crimp, per doz  Rochester                                                                                                                                                                  | 1 00<br>1 25<br>1 35<br>1 60                                         |
| No. 1 Lime (65c doz)                                                                                                                                                                                                                                                                              | 3 50<br>4 00<br>4 70                                                 |
| No. 2 Lime (70c doz)                                                                                                                                                                                                                                                                              | 4 00<br>4 70                                                         |
| 1 gal. tin cans with spout, per doz 1 gal. galv. Iron with spout, per doz. 2 gal. galv. Iron with spout, per doz. 3 gal. galv. Iron with spout, per doz. 5 gal. galv. Iron with spout, per doz. 5 gal. galv. Iron with spout, per doz. 5 gal. galv. Iron with faucet, per doz 5 gal. Tilting cans | 1 40<br>1 58<br>2 78<br>3 75<br>4 85<br>4 25<br>4 95<br>7 25<br>9 00 |
| 5 gal. Rapid steady stream                                                                                                                                                                                                                                                                        | 8 50<br>10 50<br>9 95<br>11 28<br>9 50                               |
| No. 0 Tubular, side lift                                                                                                                                                                                                                                                                          | 4 85<br>7 40<br>7 50<br>7 50<br>13 50<br>3 60                        |
| LANTERN GLOBES  No. 0 Tub., cases 1 doz. each, box, 10c No. 0 Tub., cases 2 doz. each, box, 15c No. 0 Tub., bbls 5 doz. each, per bbl. No. 0 Tub., Bull's eye, cases 1 doz. each                                                                                                                  | 45<br>45<br>2 00<br>1 25                                             |
|                                                                                                                                                                                                                                                                                                   | _                                                                    |

#### SHAW'S LIGHTNING ACCOUNT **KEEPER**

A ledger file book for filing in perfect account order sales slips made by Carter Crume Co. and other makers. Hundreds of five year customers attest to the saving of 400 per cent. of time keeping accounts by the Shaw Lightning Account method. We have room for only a few names in this space: C. L. Weinmann, G. W. Johnson, Ann Arbor, Mich.; Daane & Witters, James Hughes, Braun & Hesse, Grand Rapids, Mich.

Prices reasonable. Address

Shaw's Lightning Account Co., Mears, Mich.



The Nineteenth Century has witnessed wonderful development in mechanical sciences—the railroad, telegraph, tele-phone, 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 per-fection, and it will rank as one of the tection, 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 accom-

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 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 1-90. One gallon of gasoline will run it 100 miles.

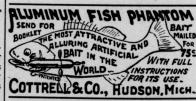
PRICE—Anticipating a large trade, the retail price has been fixed at \$200, allowing a discount to dealers, who will give their patrons the same careful attention as in the bicycle trade. We have already placed agencies in several of the larger cities of Michigan, and would like to hear from responsible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

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 infor-

#### ADAMS & HART, GRAND RAPIDS, MICH.



Ask any First-class Confectioner where to buy

#### Nice Candy Boxes

He will tell you

Kalamazoo Paper Box Company Kalamazoo, Michigan

#### Proper Arrangement of the Cellar.

Because the cellar is not visited by all the customers who come into the store is not a sufficient reason why it should not receive some care at the hands of the retailer. It is sure to be visited nearly every day by some one or more customers and the effect created on the customer is often more lasting than that created by the upper part of the store, for the reason that if it is neat, clean and well arranged it immediately stamps the retailer as man who is painstaking and careful in all his business relations with the public.

If there is a cellar connected with the grocery store it is well to keep all the heavy and bulky articles there. Arrange on one side the barrels of molasses and syrups, with neat dripping pans under each faucet, if the old-fashioned kind of faucet is used. These dripping pans can be cleaned more easily than the floor, they look neat, are inexpensive and are, on the whole, economical. On the opposite side of the basement may be arranged the vinegar barrels, the unopened barrels and casks of pickles, cider, etc. Space in the center may be used for the storage of packages of canned goods, soap, tierces of lard, packages of various kinds, tubs, pails and heavy wares which it is desirable to reach easily, and which if placed in the general store-room on the first floor would require more space than the profits on them warranted.

The rear part of the basement can be utilized for the potato bins, and bins devoted to other vegetables. It is often advisable to have these in the rear of the basement for the reason that the goods are unloaded from the alley back of the store and chutes can be run into the various bins without much difficulty. If these bins are located in one section of the cellar the dirt incidental to potatoes and other vegetables can be confined to that portion and the work of keeping the cellar reasonably clean will be greatly reduced. Back of the section devoted to heavy packages of goods, and extending nearly to the vegetable bins, the center of the basement should be devoted to barrels of apples purchased in the fall, surplus stocks of oranges and lemons, sweet pota-toes, grapes and other fruits and vegetables bought in bulk before the cold weather commences.

The systematic arrangement of .the cellar or basement in this way will be profitable because it will reduce the work of keeping it clean, and the general appearance to the chance visitor will be much more attractive. Then the surplus goods will have a certain place and they can be found readily when wanted for display purposes or to fill orders upstairs.

Care should be taken to have all surplus boxes and packages removed from the basement when empty. They not only clutter up the vacant space and give an untidy appearance, but they are a menace, owing to the possibility of fire. All packing materials, such as moss, excelsior, etc., should be removed from the basement as speedily as pos-sible after a case is unpacked, for the same reason. A fire in the basement is a positive danger, for the basement is a positive danger, for the reason that it is not always discovered until after it has obtained a good start, and in the basement arrangement everything should be done to prevent the possibility of a conflagration.—Commercial Bulletin.

business. As stated, cars must be loaded or unloaded in forty-eight hours, but the railway companies can keep shippers waiting for cars until their or-ders are lost and will perhaps give you a car so small that you can not get a load in it; and if you ask for a larger car, they will tell you that you can take weeks'waiting, and if it is not loaded in the specified time—forty-eight hours—\$1 a day charge is made for overtime. \$1 a day charge is made for overtime. We had it figured so fine that our fortyeight hours expired at 12 o'clock noon and we had the car ready by 1 o'clock, but we had the dollar to pay just the same. On one occasion we were delayed by a storm and asked if we could not be by a storm and asked if we could not be given longer time for loading, but were told that stormy days counted just the same as pleasant weather. At another time a car ordered by us was taken from our station. It was left at Kelena for three weeks and I supposed it was lost, but was informed, after a long delay, where it was. The treatment received by shippers is out of reason and I would be glad if some way could be devised to compel the railroads to give better service. We claim that if the cars were properly distributed there are enough now to keep business going in proper shape. If a shipper travels to any extent he will see on most every sidetrack just the cars he is in need of and long freight trains with any number of empty freight trains with any number of empty cars going both ways. They are not properly distributed and we are obliged to wait, and many times when the car is received our customer has cancelled his order. I sincerely hope something can be done to secure better service.

Discouraged Shipper.

## Takes a Philosophic View of the Situation.

Takes a Philosophic View of the Situation.

Mt. Pleasant, May II—A deplorable condition of affairs exists, but not universally over the whole country. It would seem that this time the Western railroads have had their innings. Michigan has been virtually sidetracked for the past eight months in regard to shipping facilities. I do not think a law could be made constitutional that would compel any corporation to pay for the overlooking of an application from, say an individual who was supposed to ship something. While I was a shipper, I must confess that we all changed our minds sometimes, and often for good reasons. Before such a law could be enacted, there would, undoubtedly, be a lining up of the shippers or, possibly, a signing up at least. Railroads have their failings, but we must admit that they have their little troubles and difficulties as well as the individual. Circumstances may change the condition of things the coming season. and difficulties as well as the life, vidual. Circumstances may change the condition of things the coming season. Frank A. Sweeney.

#### Friendship in Business.

a good thing to have friends, but It is a good thing to have friends, but a bad thing to depend on friendship for business. People in this era will not pay more in one place for goods than they can be bought for in another, even for friendship. It is well to bear this in mind in calculating upon friendship as a factor in business. A man may join all the societies in existence and received the societies are societies in existence and received the societies are societies and received the societies and received the societies are societies and received the societies and received the societies are societies as a societies and received the societies are soc as a factor in business. A man may join all the societies in existence, and may be popular in all classes of society, but he must depend upon the merits of his goods and his credit to sell at a reasonable price the se goods and his credit to sell at a reasonable price, to retain the custom that friendship brings. Friendship is often more of a curse than a blessing in business. Usually, it is a man's friends that "stick" him. The most of our readers will agree that they have lost more money through friends than they ever made out of them.

#### Where He Would Find Nothing.

Two sons of Erin were sharing the same bed, as well as the same bottle of whisky. Pat waited until he found Mike thas obtained a good start, and in the basement arrangement everything should be done to prevent the possibility of conflagration.—Commercial Bulletin.

Cars Enough, If Properly Distributed.

Grawn, May II—We think the car service is as rotten as it can be and, as published, it is almost a ruination to whisk. Pat waited until he found Mike slept, when he quietly arose and emptied the bottle. Soon after Mike, waking, stole out of bed, and groping about in the dark, was asked by his companion: "Phat are yez lookin' fer, Mike?" "Oh, nothin'!" says Mike. "Well, Mike," says Pat, "ye'll find it over there in the corner of the bottle."

|   | Hardware Price Current                                                                                           |                              |       |  |
|---|------------------------------------------------------------------------------------------------------------------|------------------------------|-------|--|
|   | Ammunition<br>Caps                                                                                               |                              | 1     |  |
|   | G. D., full count, per m. Hicks' Waterproof, per m. Musket, per m. Ely's Waterproof, per m.                      | 40<br>50<br>75<br>60         |       |  |
|   | Cartridges No. 22 short, per m No. 32 short, per m No. 32 short, per m No. 32 long, per m                        | 2 50<br>3 00<br>4 95<br>5 80 | 1     |  |
|   | Primers  No. 2 U. M. C., boxes 250, per m  No. 2 Winchester, boxes 250, per m                                    | 1 20<br>1 20                 | 1     |  |
|   | Gun Wads Black edge, Nos. 11 and 12 U. M. C Black edge, Nos. 9 and 10, per m Black edge, No. 7, per m            | 60<br>70                     | 1     |  |
|   | Loaded Shells                                                                                                    | 80                           | 1.    |  |
|   | New Rival—For Shotguns  Drs. of oz. of Size No. Powder Shot Shot Gauge                                           | Per                          |       |  |
|   | No. Powder Shot Shot Gauge<br>120 4 1½ 10 10<br>129 4 1½ 9                                                       | \$2.90                       |       |  |
| ١ | 120 4 1½ 10 10<br>129 4 1½ 9 10<br>128 4 1½ 8 10<br>126 4 1½ 6 10                                                | 2 90<br>2 90<br>2 90         | 18    |  |
|   | 135 44 1½ 5 10                                                                                                   | 2 90<br>2 95<br>3 00         | 22.07 |  |
|   | 154 4½ 1½ 4 10<br>200 3 1 10 12<br>208 3 1 8 12                                                                  | 3 00<br>2 50<br>2 50         | Ι.    |  |
|   | 236 314 116 6 12                                                                                                 | 2 50<br>2 65<br>2 70         | 1,    |  |
|   | 265 3½ 1½ 5 12<br>264 3½ 1½ 4 12                                                                                 | 2 70<br>2 70                 | 2     |  |
|   | Discount 40 per cent. Paper Shells—Not Loaded                                                                    |                              | 1     |  |
| 1 | No. 10, pasteboard boxes 100, per 100<br>No. 12, pasteboard boxes 100, per 100                                   | 72                           | 1     |  |
| ı | No. 12, pasteboard boxes 100, per 100<br>Gunpowder                                                               | 64                           | 1     |  |
| I | Kegs, 25 lbs., per keg                                                                                           | 4 00                         | 1     |  |
| 1 | Kegs, 25 lbs., per keg                                                                                           | 2 25<br>1 25                 | 18    |  |
| I | Shot                                                                                                             |                              | li    |  |
| ı | In sacks containing 25 lbs. Drop, all sizes smaller than B  Augurs and Bits                                      | 1 40                         | 1     |  |
| ١ | Snell's Augurs and Bits                                                                                          | 60                           | 1     |  |
| ١ | Snell's Jennings genuine Jennings' imitation                                                                     | 60<br>25<br>50               | 1     |  |
| I | ATOS                                                                                                             |                              | 19    |  |
| ١ | First Quality, S. B. Bronze First Quality, D. B. Bronze First Quality, S. B. S. Steel First Quality, D. B. Steel | 6 00<br>9 00<br>6 50         | 1     |  |
| ١ | First Quality, S. B. S. Steel                                                                                    | 6 50<br>10 50                | 1     |  |
| ١ | Barrows                                                                                                          |                              | 1     |  |
| ١ | Railroadnet                                                                                                      | 12 <b>00</b> 29 <b>00</b>    | 1 2   |  |
| I | Stove Bolts                                                                                                      | 60                           | 2     |  |
| ١ | Stove                                                                                                            | 65 50                        | 1     |  |
| ı | Buckets                                                                                                          |                              | I     |  |
| ı | Well, plain                                                                                                      | \$4 00                       | 1     |  |
| ı | Cast Loose Pin, figured                                                                                          | 65                           | 1     |  |
| ١ | Chain                                                                                                            | 60                           | 8     |  |
| ı | ¼ in. 5-16 in. % in.                                                                                             | ⅓ in.                        | ١.    |  |
| ١ | Com 7 c 6 c 5 c                                                                                                  | 4%c.                         | 1     |  |
| l | ВВВ 8% 7% 6% .                                                                                                   | 61/2                         | I     |  |
| I | Cast Steel, per lb                                                                                               | 6                            | I     |  |
| ١ | Socket Firmer Chisels                                                                                            | 65                           |       |  |
| ١ | Socket Framing Socket Corner Socket Slicks                                                                       | 65                           |       |  |
| ı | Socket Slicks                                                                                                    | 65<br>65                     | S     |  |
| ۱ | Elbows                                                                                                           |                              |       |  |
| ı | Com. 4 plecq, 6 in., per doznet Corrugated, per doz Adjustabledis                                                | 65<br>1 25                   | 1     |  |
| ı | Expansive Bits                                                                                                   | 40&10                        | ina   |  |
| I | Clark's small, \$18; large, \$26                                                                                 | 40<br>25                     | s     |  |
| ı | Files—New List                                                                                                   |                              | 0     |  |
|   | New American Nicholson's Heller's Horse Rasps                                                                    | 70&10                        | 10    |  |
| ı | Galvanized Iron                                                                                                  | 70                           | 2     |  |
| l | Nos. 16 to 20; 22 and 24; 25 and 26; 27,<br>List 12 13 14 15 16.                                                 | 28<br>17                     |       |  |
| ı | Discount, 65                                                                                                     | **                           | 10    |  |
| ı | Stanley Rule and Level Co.'s                                                                                     | 60&10                        | 10    |  |
| ı | Glass Single Strength, by boxdis                                                                                 | 85&                          | 14    |  |
|   | Double Strength, by boxdis By the Lightdis                                                                       | 85& 80& 20                   |       |  |
| l | Hammers                                                                                                          | 000620                       | 14    |  |
|   | Maydole & Co.'s, new list dis Yerkes & Plumb's dis Mason's Solid Cast Steel 30c list                             | 33½<br>40&10                 | 8     |  |
|   | Mason's Solid Cast Steel30c list                                                                                 | 70                           | 000   |  |
| 1 | Gate, Clark's 1, 2, 3dls                                                                                         | 60&10                        | M     |  |
| 1 | Pots                                                                                                             | 50&10                        | M     |  |
| 1 | Pots                                                                                                             | 50&10<br>50&10               | B     |  |
|   | Horse Nails                                                                                                      | 40&10                        | ACT   |  |
| , | House Furnishing Goods                                                                                           | 70                           | COP   |  |
|   | Stamped Tinware, new list                                                                                        | 20&10                        | B     |  |
|   | Bar Iron                                                                                                         | e rates                      | B     |  |
| 1 | Light Band 3 (  Knobs—New List                                                                                   | rates                        | SOH   |  |
| 1 | Door, mineral, jap. trimmings                                                                                    | 75                           | Ğ     |  |

Lanterns
Regular 0 Tubular, Doz....
Warren, Galvanized Fount.....

|                                              | Levels Stanley Rule and Level Co.'sdis                                                                                                                                       | 70                           |
|----------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
|                                              | Mattocks Adze Eye\$17 00dis                                                                                                                                                  | 70—10                        |
| 40<br>50                                     | Por pound                                                                                                                                                                    | 71/4                         |
| 75<br>60                                     | Miscellaneous                                                                                                                                                                | 40                           |
| 2 50<br>3 00<br>4 95<br>5 80                 | Screws, New List                                                                                                                                                             | 75&10<br>85<br>\$10&10<br>50 |
| 1 20<br>1 20                                 | Molasses Gates                                                                                                                                                               | 60&10<br>30                  |
| 60<br>70<br>80                               | Common polished                                                                                                                                                              | %10&10<br>70&5               |
| Per                                          | "A" Wood's patent planished, Nos. 24 to 27 "B" Wood's patent planished, Nos. 25 to 27                                                                                        |                              |
| 100<br>\$2 90<br>2 90                        | Planes                                                                                                                                                                       |                              |
|                                              |                                                                                                                                                                              | 50<br>60<br>50<br><b>50</b>  |
| 2 90<br>2 95<br>3 00<br>2 50<br>2 50<br>2 65 | Bench, first quality                                                                                                                                                         |                              |
| 2 10                                         | Advance over base, on both Steel and V Steel nails, base                                                                                                                     | Vire.<br>2 65<br>2 65        |
| 2 70                                         | 20 to 60 advance                                                                                                                                                             | Base<br>5                    |
| 72<br>64                                     | 8 advance                                                                                                                                                                    | 10<br>20<br>30               |
| 4 00                                         | 6 advance. 4 advance. 3 advance. 2 advance. Fine 3 advance. Casing 10 advance                                                                                                | 45<br>70<br>50               |
| 2 25<br>1 25                                 | Casing 10 advance                                                                                                                                                            | 15<br>25                     |
|                                              | Casing 8 advance Casing 6 advance Finish 10 advance Finish 8 advance                                                                                                         | 35<br>25<br>35               |
| 1 40                                         | Finish 6 advance                                                                                                                                                             | 45<br>85                     |
| 60<br>25<br>50                               | Rivets                                                                                                                                                                       | 50                           |
| 6 00                                         | Copper Rivets and Burs                                                                                                                                                       | 45                           |
| 9 00<br>6 50<br>10 50                        | 14x20 IC, Charcoal, Dean                                                                                                                                                     | 6 50<br>7 50                 |
| 12 00                                        | 20X28 IC, Charcoal, Dean<br>14X20 IC, Charcoal, Allaway Grade<br>14X20 IX, Charcoal, Allaway Grade                                                                           | 13 00<br>5 50<br>6 50        |
| 29 00                                        | 20x28 IC, Charcoal, Dean<br>14x20 IC, Charcoal, Allaway Grade<br>14x20 IC, Charcoal, Allaway Grade<br>20x28 IC, Charcoal, Allaway Grade<br>20x28 IX, Charcoal, Allaway Grade | 6 50<br>11 00<br>13 00       |
| 65<br>50                                     | Ropes Sisal, ¼ inch and larger Manilla                                                                                                                                       | 81/2                         |
| \$4 00                                       | Sand Paper                                                                                                                                                                   | 12                           |
| 65                                           | List acct. 19, '86dis Sash Weights                                                                                                                                           | 50                           |
| 60                                           | Solid Eyes, per ton                                                                                                                                                          | 25 00                        |
| 1/4 in.                                      | Nos. 10 to 14  Nos. 15 to 17  Nos. 18 to 21  Nos. 22 to 24  Nos. 22 to 24  Nos. 25 to 26  Nos. 25 to 26  Nos. 25 to 48  Nos. 25 to 48                                        | \$3 20<br>3 20               |
| 6<br>61/4                                    | Nos. 18 to 21<br>Nos. 22 to 24                                                                                                                                               | 3 30<br>3 40                 |
| 6                                            | No. 27. 3 80 All Sheets No. 18 and lighter, over 30 wide, not less than 2-10 extra.                                                                                          | 3 50<br>3 60<br>inches       |
| 65<br>65                                     | Shovels and Spades                                                                                                                                                           |                              |
| 65<br>65                                     | First Grade, Doz                                                                                                                                                             | 8 00<br>7 50                 |
| 65<br>1 25                                   | Solder %@% The prices of the many other qualities of in the market indicated by private brands                                                                               | 20<br>solder                 |
| 40&10                                        | in the market indicated by private brands according to composition.                                                                                                          | vary                         |
| 40<br>25                                     | Steel and Iron                                                                                                                                                               | 70                           |
| 70&10<br>70                                  | Tin-Melyn Grade                                                                                                                                                              | 4 8 50                       |
| 70                                           | 10x14 IC, Charcoal.<br>14x20 IC, Charcoal.<br>20x14 IX, Charcoal.<br>Each additional X on this grade, \$1.25.                                                                | \$ 8 50<br>8 50<br>9 75      |
| 28<br>17                                     | Tin-Allaway Grade                                                                                                                                                            |                              |
| 60&10                                        | 10x14 IC, Charcoal                                                                                                                                                           | 7 00<br>7 00<br>8 50         |
| 85&                                          | 10x14 IC, Charcoal.<br>14x20 IC, Charcoal.<br>10x14 IX, Charcoal.<br>14x20 IX, Charcoal.<br>14x20 IX, Charcoal.<br>Each additional X on this grade, \$1.50                   | 8 50                         |
| 35&<br>30&20                                 | Boiler Size Tin Plate 14x56 IX, for No. 8 Boilers, } per pound 14x56 IX, for No. 9 Boilers, }                                                                                | 10                           |
| 33½<br>10&10                                 | Trans                                                                                                                                                                        | 75                           |
| 70                                           | Oneida Community, Hawley & Nor-                                                                                                                                              | 40&10                        |
| 50&10<br>50&10                               | Mouse, choker per doz                                                                                                                                                        | 65<br>15<br>1 25             |
| 0&10<br>0&10<br>0&10                         | WY.                                                                                                                                                                          | 60<br>60                     |
| 0&10                                         | Coppered Market                                                                                                                                                              | 50&10<br>50&10               |
| 70<br>0&10                                   | Bright Market. Annealed Market. Coppered Market. Tinned Market. Coppered Spring Steel Barbed Fence, Galvanized Barbed Fence, Painted.                                        | 40<br>3 25<br>2 95           |
| rates                                        | Bright                                                                                                                                                                       | 80<br>80                     |
| 75                                           | Screw Eyes                                                                                                                                                                   | 80<br>80                     |
| 85                                           | Wrenches Baxter's Adjustable, Nickeled                                                                                                                                       | 30<br>30                     |
| 5 00                                         | Coe's Genuine.<br>Coe's Patent Agricultural, [Wrought 70&10                                                                                                                  | 30                           |
|                                              |                                                                                                                                                                              |                              |

#### DEATH OF AN INVENTOR.

When a man invents anything that comes into very general use and plays a prominent part in current events, getting frequent newspaper mention and widespread publicity, he is usually reckoned a genius. It frequently happens that inventors die poor. The men who have discovered some of the most useful appliances in the world suffered other people to make riches out of them. ending their own lives in poverty. A man who is credited with inventing something which has made a name for itself died at a little place called West Baden, not far from Chicago, the other day, as poor as the proverbial church mouse. The dispatches said that his friends raised money to give him a decent burial. His invention, it is said the same dispatch, has enabled others to make millions of money. It was not patented nor did it become in any sense a monopoly. Many resorted to it, and because of it some got themselves into trouble.

The gentleman referred to was named Van B. Triplet, although sometimes he went by the name of John V. Tripp, and his associates familiarly referred to him as "Old Tripp." He was 60 years of age when death overtook him. and for forty years of that time he had been busy with what he invented and kindred things. Mr. Triplet is credited with having been the originator and inventor of the gold brick. It was in his fertile brain the scheme was first conceived and he was the first to put it into operation. It worked well, and his failure to have it patented enabled others to make use of it, and those would be most interesting statistics which should tell just how much money has been wheedled and swindled out of honest men by this contrivance. He not only added to the paraphernalia of crime, but he invented a new phrase, because "gold brick" has come into the American vocabulary, and so well understood is it that it needs no definition. The man whose ingenuity devised the gold brick game died poor, as he deserved to die. If he could only have arranged for a percentage of the profits which came to others who made money thereby he would have been immensely wealthy, even although his share had been as little as 10 per cent. As in other cases his works will live after Triplet is dead, but the gold him. brick business is going on, and is likely to go on for years to come, so long as there are cunning rascals and greedy but guileless people for them to swindle.

#### The Grain Market.

Wheat has been rather neglected during the past week. The Government crop report for May I showed the conditions to be 94.1, against 91.7 for April 1-an increase of 2.4 points-but the acreage was decreased over 2,000,000 acres. They figured on April 1 a crop of 450,000,000 bushels, but owing to the decrease in acreage, the estimate was reduced to 423,000,000 bushels on May I, which, barring accidents, would be the winter wheat harvest for 1901. We know sometimes the "chickens counted before they are hatched," and it may be the case in this instance. Michigan does not share in the same glorious conditions as the remainder of the winter wheat states. Providing we have favorable weather from now on, we may be able to harvest 18,000,000 or 19,000,000 bushels. Texas has a short crop, owing to the wheat louse, a new fraudulent dealing.

insect which has raised havoc with the wheat fields in that section.

Owing to the decline in corn, wheat did not show much life and the bear element are selling large blocks on scenery, but there may be an abrupt change, should we not have favorable weather from now on. However, this is a large country and a failure in one section may be overbalanced in another, and as our transportation facilities are of such vast proportions, wheat can be transferred from one section to another on short notice. Still, with the small amount held in first hands, present prices are not burdensome, being a trifle below last week. Cash wheat holds its own. Good wheat is scarce and all grades are bringing good prices. It looks as though there would not be much change from the present price.

Corn has been on the down grade. May is selling around 51c; July around 44c and September around 43c. The corn bulls seem to lay low for May. There is still considerable short corn outstanding, which will have to be delivered during the month. For the present, neither side shows much interest and the market is dull. However, there may be fireworks in May options

Oats made a decrease of 1,077,000 bushels, which had a tendency to advance the price about 1/2c over last week. All offerings were absorbed and more are wanted. Reports of the growing crop are not as favorable as they have been.

Rye held its own, but, as stated here tofore, there is not much doing and there is rather an easy market for the

Beans range about the same as last week and are rather tame.

Flour is firm. There is more doing at full prices. Owing to the good pasturage, mill feed is more plentiful. Millers are catching up their back orders. Eastern orders are coming along very well and the home market is not so pressing. Prices are unchanged for the present.

Receipts of grain during the past week have been of rather a diminutive order, being as follows: Wheat, 36 cars; corn, 7 cars; oats, 9 cars; flour, 2 cars; hay, 4 cars; straw, I car; potatoes, 16 cars.

Millers are paying 71c for wheat.

C. G. A. Voigt.

The United States pays about \$1,000,-000 a week for coffee, all of which heretofore it has paid to foreign producers. In the future-not immediately but by and by, it can buy all the coffee it needs of producers under the American flag. The islands of Puerto Rico, Hawaii and the Philippines are coffee producers, needing only the capital and application of American enterprise to supply the world with its breakfast drink. The coffee grown in the Philippines and in Puerto Rico is said to be of a high grade. Experiments in its culture in Hawaii are pronounced entirely satisfactory.

A man was indicted the other day by the federal grand jury, in St. Louis, for passing counterfeit money. charge specified that he passed a confederate \$5 bill at its face value. Judge Marshall dismissed the indictment, holding that confederate bills were not counterfeit. The way to proceed against the accused was by prosecution for

Hides, Pelts, Furs, Tallow and Wool.

The hide market holds firm at the slight advance of last week. Offerings are not large and are firmly held, with 1/sc per pound less bid than asked. The demand is good and equal to the sup ply. The quality is much improved.

Pelts are at a low point and are being sold more freely at a concession. Pullers are piling up their wool to make the average cost lower on holdings and lack of orders on previous cost.

Furs are practically out of the market. There are a few straggling lots coming in to close the season. Values are lower, as the stock must be carried

Tallow is weaker, with light sales. The demand is good, at lower values.

Wool comes in slowly at country points, with only local buyers to take it. No Eastern buyers are in the market. Prices are 6@8c below last year, and few buyers have nerve to take the stock. Some localities, however, are reported as paying within 5c of last year. Sales are small and the Eastern market draggy. Manufacturers buy only as orders for cloth demand it.

Wm. T. Hess.

After all, it is perhaps just as well that Tolstoi, rather than the Czar, was banished, for if the latter had to travel he would be compelled to travel like a turtle, with his armor plate shell about him, and, looking on such a spectacle, the nations would be apt to give him the "ha, ha!" where they give Tolstoi their love and admiration. where they give their love and admiration.

Palmer & Hobbs, dealers in dry goods, clothing and shoes, Kalkaska: Please find enclosed one dollar to pay our subscription. We could get along without your paper, we suppose, but can not afford to do so. It is all right.

Business Plants

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

BUSINESS CHANCES.

FOR SALE—A NICE, CLEAN GENERAL stock, inventorying about \$1,800, in good farming community. Reason for selling, other business. Address No. 850, care Michigan Tradesman.

Tradesman.

WANTED—SECOND HAND PEANUT roaster, steam or spring power; must be in first class condition and cheap for cash. E. A. Lyon, Riverside, Mich.

\$50

\$1,500 WILL BUY, TO CLOSE ESTATE, wheat and bean elevator, located in best bean, wool and wheat section of Michigan; good competition; only one other coal trade. Address Quick, No. 849, care Michigan Tradesman. 849

DOR SALE—THE REST STOCK OF CROOK.

Quick, No. 849, care Michigan Tradesman. 849

TOR SALE—THE BEST STOCK OF GROceries, having the best trade in one of the
best towns and in one of the best fruit and potato sections of Michigan; doing a prosperous
business; also have a fine shipping business in
fruit and potatoes; also a warehouse which I
will dispose of. Object of selling, have other
business elsewhere that will require all of my
attention. Address No. 856, care Michigan
Tradesman.

Tradesman.

FOR SALE—JOB PRINTING OUTFIT—7x11
foot power self-inking press, 26 fonts type, fixtures, etc.; involces \$200. Address No \$55, care Michigan Tradesman.

HARDWARE STOCK FOR SALE IN A thriving village in Southern Michigan. Write for particulars. Address No. \$54, care Michigan Tradesman.

Tradesman.

Address No. 854, care Michigan
FOR SALE—THE GENERAL STORE OF
the Squire & Sterling Mercantile Co., at
omer, Mich.; doing a nice business; with it go
our good will, trade and cashing of our orders
for timber and labor. Here is a chance for the
right parties. Will be sold at once. For particulars address W. C. Sterling, Monroe, Mich. 853

N. C. HARLOTTE FINELY LOCATED
storeroom, suitable for any business, for rent.
A. M. Lockard, Charlotte, Mich. 851

FOR SALE OR EXCHANGE FOR MER-chandise—120 acres of land with good build-ings. Address 840, care Michigan Tradesman. FOR SALE-BEST PAYING GENERAL Merchandise store in Michigan; stock inventories \$7,000. Address No. 839, care Michigan radesman.

FOR SALE—CLEAN GROCERY STOCK, invoicing \$500. One of the best towns in Northern Michigan. Address No. 848, care Michigan Tradesman.

WANTED — DOUBLE DECKER SHOW.
case, 5 to 8 feet long. B. J. Reynolds,
Grand Rapids, Mich.

FOR SALE—SECOND HAND SODA FOUNtain; easy terms. Charles A. Jackson, Benton Harbor, Mich.

Tain; easy terms. Charles A. Jackson, Benton Harbor, Mich.

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 seiling, other interests. Address L. G. Ripley, Three Rivers, Mich.

FOR SALE—WHOLE OR PART INTEREST in a general hardware, tinsmithing and plumbing stock, invoicing about \$3,500, in a good factory town in Southern Michigan. Address No. \$24. care Michigan Tradesman.

POR 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.

Mich. 825

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

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

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

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

rioare, Elk Rapids, Mich.

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, Morenei, Mich.

Morenci, Mich. 847

POR SALE OR EXCHANGE—AN EXCELlent flour mill and elevator, located in eity 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.

P. O. Box 86, Marlon, Ind.

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

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

respondence to No. 813, care Michigan Tradesman.

POR 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.

POR SALE—A FIRST CLASS BOOK STORE and news agency in hustling Michigan city of 4,500 inhabitants; price right; terms easy. Address \$36, care Michigan Tradesman. \$36

POR SALE—A GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps 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

POR SALE OR RENT—TWO-STORY FRAME

FOR SALE OR RENT—TWO-STORY FRAME store building, with living rooms attached, in the village of Harrietta; possession given May 1. For particulars address J C. Benbow, Yuma, Mich.

THE ROMEYN PARSONS CO. PAYS CASH for stocks of merchandise, Grand Ledge, Mich.

A for stocks of merchandise, Grand Ledge, Mich.

If GOING OUT OF BUSINESS OR IF YOU I have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich.

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.

WANTED — MERCHANTS TO CORRESORATED — MERCHANTS TO CORRESOCKS for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill.

S82,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman.

MISCELLANEOUS

#### MISCELLANEOUS

WANTED-POSITION IN GENERAL STORE
by young married man, Swedish American; ten years' experience in groceries, shoes
and clothing; country preferred; best of references. Address O. Hansen, 383 Second St.,
Grand Rapids, Mich.

WANTED — REGISTERED ASSISTANT
pharmacist. Address No. 857, care Michigan Tradesman.

WANTED—REGISTERED PHARMACIST at once for about six or eight weeks; good wages. Apply at once. Address Aristol, care Michigan Tradesman.

Michigan Tradesman.

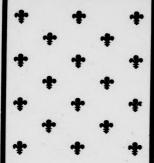
WANTED—SITUATION BY YOUNG MAN
as traveling salesman or in general mercantile store. Good references.
401, Elk Rapids, Mich.

S52

401, Elk Rapids, Mich.

WANTED-REGISTERED PHARMACIST at once. State salary and age. Address No. 838, care Michigan Tradesman.

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

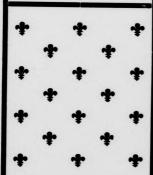


Has lots of genuine goodness.

## Worth

Every bit of 10 cents a pound to any merchant.

Maple Cake



Designed to Please,

Sell. Duplicate.

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in boxes and glass front tins.

If you wish sample, a card will bring it.

Sears Bakery

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Are you going to the Pan=American Exposition?

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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.

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Grand Rapids, Michigan.

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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 Detection of the contraction. south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each riyers, "leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

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W. E. WOLFENDEN, D. P. A.

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Ex Su
Lv Gd Rapids 7 45a
Ar. Cadillac 11 20a
Ar. Traverse City 1 30p
Ar. Petoskey 2 50p
Ar. Mackinaw City 4 15p
Trains arrive from the not
a m, 5:15 p m and 10:15 p m.
Going Sou

MUSKEGON Except Except Sunday Far. Muskegon ... 9 00am 3 20pm 7 00pm Sunday train leave Grand Rapids at 9:15am. 1:30pm and 5:20pm except Sunday and 6:60pm Sunday only.

## CHICAGO TRAINS G. R. & I and Michigan Central.

TO CHICAGO
Except Sunday
Lv. G'd Rapids (Union depot) 12 30pm 11 30pm
Ar. Chicago (12th St. Station) 5 25pm 656am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

sleeping car.

FROM CHICAGO

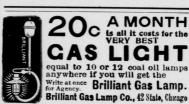
Lv. Chicago (12th St. Station)

Ar. G'd Rapids (Union depot) 10 15pm 11 30pm
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

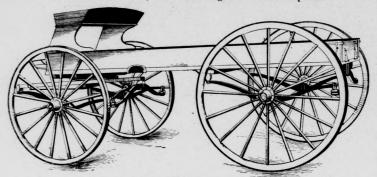
50 cents to Muskegon and Return Every Sunday





## Fritz & Goeldel Manufacturing Co.

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All kinds of Delivery and Fruit Wagons. Write for prices.



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|           | shel Baskets<br>Extra Strong |
|-----------|------------------------------|
|           | 1\$0.85                      |
|           | Гwо Ноор                     |
| Comn      | non Wood Pails               |
| Per dozen | \$1.20                       |
| Sagina    | w Double Globe               |

....\$2.25

| Wire End         |     |
|------------------|-----|
| Wood Butter Dish | es  |
| 250 in a crate   |     |
| lb., per crate\$ | 0.4 |

1 lb., per crate. \$0.4: 2 lb., per crate ... .4' 3 lb., per crate ... .5' 5 lb., per crate ... .66

Relief Iron Wringer High grade, rubber rolls Warranted, each......\$1.58 Mrs. Pott's Sad Irons Full Nickel Plated Per set (in case lots).....\$0.62

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- I. Because it is a system.
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