

Little People Are Hard on Rubbers

That's why we make our "School Line"

Misses 2 buckle School Arctics	- - - - -	72 cents
Childs 2 buckle School Arctics	- - - - -	61 cents
Misses School Sandals	- - - - -	33 cents
Childs School Sandals	- - - - -	27 cents
Misses School Oneida	- - - - -	38 cents
Childs School Oneida	- - - - -	31 cents

A similar shoe also made in Womens

The above goods are made with double thick soles and heels and corrugated toe cap and heel reinforcement and are built for service.

They Will Outwear Any Two Pairs of Ordinary Rubbers Made.

Samples sent prepaid.

THE BEACON FALLS RUBBER SHOE CO.

207-209 MONROE ST., CHICAGO, ILL.

Makers of "Trust-Proof" rubbers, sold direct to the trade.

Did You Lose in Wall Street?

If so you can win and redeem yourself 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.

EGG Baking Powder

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

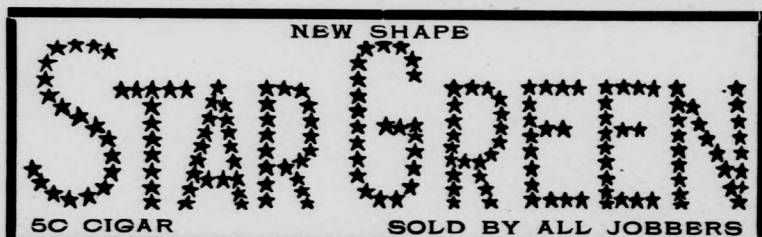
EGG BAKING POWDER

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



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

NATIONAL BISCUIT COMPANY



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.

BOUR'S COFFEES MAKE BUSINESS

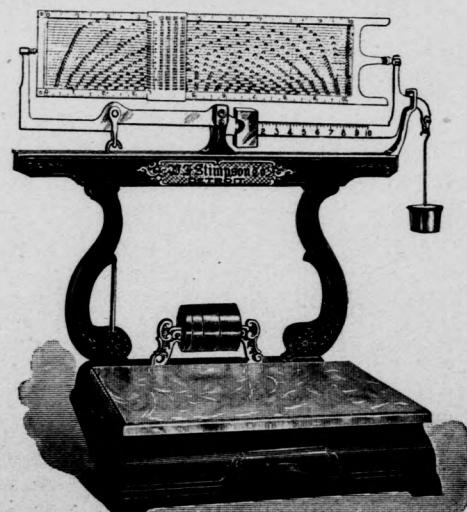
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, MAY 22, 1901.

Number 922

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

Wholesale Ready Made Clothing
 Nearly all kinds, for all seasons, for Men, Boys and Children. Meet
WILLIAM CONNOR
 who will be at Sweet's Hotel, Grand Rapids, May 25 to 28, 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 depu-ties wanted. Address
EDWIN O. WOOD, Flint, Mich.
 Supreme Commander in Chief.

13 ONLY
13 Genuine Bargains
 If you use a Cost Book you will never get another such bargain as we are offer-ing—13 books only are left. When they are gone you will pay four times our present price if you get one. Write for sample leaf and particulars.
BARLOW BROS.
 Grand Rapids, Michigan

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES

Commercial Credit
 Private Credit Advances
 Collections and Commercial Litigation
 References: State Bank of Michigan and Michigan Tradesman, Grand Rapids. Collector and Commercial Lawyer and Preston National Bank, Detroit.

THE MERCANTILE AGENCY
 Established 1841.
R. G. DUN & CO.
 Widdicombs Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
C. E. McCrone, Manager.

Tradesman Coupons

IMPORTANT FEATURES.

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 32. The Produce Market.

THE MACHINISTS' STRIKE.

The present rate of compensation for the work of the machinists of this country is the natural adjustment of trade conditions. It will be remembered that after the Spanish war our mechanical industries became unduly stimulated by the prestige gained in that conflict. In the pressure of demand prices went far above a parity with the rest of the world. Combinations took advantage of this stimulation and prices were advanced right and left. It looked as though the millennium of the mechanical industries was finally here. Soon, however, there were indications of a limit in the power of absorption in the world's markets for such high priced goods and, more rapidly than in the rise, the prices reacted and the markets became stagnant. The era of depression was of considerable length as the iron industries are slow to respond to improving conditions although quick enough in declines.

When the upward movement began to progress again manufacturers had learned a lesson from the former experience. Prices were started on a level which should yield fair returns, but nearer a parity with competition in other countries. Following this policy, trade soon began to expand again until the activity has reached a degree very satisfactory to both employers and employees. Wages have been advanced on the strength of the superiority of American methods and mechanics until our workmen are by far the best paid in the world.

But it seems the lesson learned by the manufacturers was lost on their workmen. While the former have refrained from taking advantage of conditions which would yield them large present profits at the expense of future interests, the latter see no reason why they should not take all they can get regardless of consequences. Thus, with as powerful a combination as they are able to make, they have undertaken to put their work as far as possible above a safe parity in the world.

It would have been bad enough to have lessened the hours of work with a corresponding reduction in price. In an

industry employing automatic and other machines to so great an extent a lessening of hours means the loss of a large percentage on the output of such machines. But when in addition an advance in wages is demanded the handicap put on the industry becomes of an alarming character.

Coming when the tide of activity makes the continuance of production a necessity, the demands will doubtless be successful in many works. To complete work in hand and orders urging, the industry can no doubt stand a short advance of this kind, but the later results will not be long in manifesting themselves. What the employers learned by bitter experience would result from undue advancing of prices is lost upon the workmen, who equally suffered, and so they must repeat it for themselves.

The American machinists are the best paid workmen in the world considering the steadiness and ease of their work. Their wages are regulated by local and temporary conditions, and it may be believed that care is used to secure every advance such conditions warrant. Under these circumstances an arbitrary advance of over 11 per cent., with a corresponding reduction in the percentage of output of machines and plant on account of lessened hours, must produce disastrous consequences to their industry if successful. The recent strike of the English machinists nearly completed the wreck of the iron industry in that country, and the consequences will always be manifest. In the light of this example it is to be hoped that, even if temporary victories are obtained in the struggle, there will not be such a persistence in resisting the new adjustments which will be necessary as will make the victories the worst of defeats.

WORSE THAN THE OLD LAW.

The amended garnishment bill has passed both houses of the Legislature and is now in the hands of the Governor, awaiting his approval or veto. While the Tradesman will make no effort to influence his decision, one way or the other, it sincerely hopes he will veto the measure, because it is much inferior to the present law. There are very few conditions under which the creditor can obtain more money in case of garnishment proceedings than under the present law and in the majority of cases the net amount to be recovered is much less. Besides, the proposed law creates an exemption for a man who is not the head of a household, which, in the opinion of the Tradesman, is a dangerous precedent to establish. It is unfortunate that the measure should have been loaded down with so many unfavorable features, but the antipathy of leading members of the Legislature to the methods of the lobbyist in charge caused them to treat the bill as a football on which to vent their displeasure and resentment, and the mercantile interests of the State are compelled to suffer because of the inexperience and incapacity of their self-constituted representative.

EIGHTY MILLIONS OF PEOPLE.

Hon. W. A. Merriam, Director of the Census, in an interesting article in the Philadelphia Record, recalls an incident that more than one hundred years ago an English statistician predicted that in the year 1900 the population of the American Republic and Canada would be 80,000,000.

It is quite a remarkable fulfilment of the prediction that the census gives the Republic in round numbers 76,000,000, while Canada has about 4,000,000 people. Mr. Merriam ventures the prediction that by the time the next ten decades shall have passed away, even upon a very conservative basis—say, a much smaller per cent. of increase than heretofore—there should be something over 300,000,000 of people within the domain of the United States in the year A. D., 2000.

The census chief holds that while the rate of increase in countries with dense populations constantly grows smaller, it will be a long time before this country will reach a point where it is overcrowded with people. For example, in France, the increase of the population during the last decade was a trifle less than 2 per cent.; in Germany about 10 per cent., and in England about 11 per cent. He thinks it may be safely stated that as long as we have unsettled lands in the South, in the West and in the Northwest we shall continue to attract people from the Old World who desire to better their condition, thus keeping up the immigration which has had more or less to do with our rapid increase during the last two decades. Perhaps for the next two or three decades the figures will not vary much from 20 per cent. every ten years, but what it will be after that no one can safely predict.

He holds that it is in the industrial field that we must look for our greatest advance. This form of our national wealth will increase with a marvelous rapidity. We are now reaching out to the four parts of the globe for markets, American ingenuity and ability showing themselves in this determination to take the markets from our competitors in the world's trade. Doubtless there will ensue retaliation from other nations of the earth to shut us out of their territory, but this can be only temporary, as people will in the long run buy where they can get their goods the cheapest. Hence our future in this respect seems to be bright.

His Lack of Directness.

The young man was embarrassed, but he began bravely.
 "It can not be a surprise to you, Miss Eupherbia," he said, "that is, you must have suspected, from the length of time I have been coming here, that I—I say it must have been apparent to you for some time that I could have had but one object in view in—although, of course, I can't claim that you have given me any cause to be confident. Still, you may have asked yourself what other motive, if any, I could have had, when it must have been obvious—and yet—"
 "Mr. Billmore," she interrupted, "please be more direct and explicit, if you can. You wobble painfully."

Getting the People

Overdoing the Use of Signs and Posters.

An emphatic protest is heard in the larger cities against the use and abuse of every imaginable place for the display of signs and posters. As yet it is an increasing annoyance in this country, but in some of the European states it has already passed the climax and is said to be diminishing. The governments of French, Italian and Belgian cities, and of some other countries, have taken the matter in hand and regulate the use of signs by licensing the space and limiting the character of the display to what the officials consider best for the public eye.

In England the use of advertising signs is still on the increase. All sorts of places are utilized, with little regard to the public taste or convenience. In many of the omnibusses the passenger can scarcely see out of the sign—obscured windows. Public opinion is being aroused and it will not be long before the nuisance will begin to abate.

In many of the paternal governments on that side of the Ocean the signs are placed under official direction, as noted above. Belgium cities have helped the situation by offering prizes for the best and most suitable signs, and the result is a great improvement. In London the law classes the bill board as rentable property and this suggests that taxation could properly exert a potent influence in diminishing the tide of sign extravagance.

In this country the sign nuisance is increasing in both the cities and country. I do not need to refer again to the defacement of natural objects—the frequent protests make this familiar to all—but the object of sign advertising is largely defeated by its very abundance. The people of a sign-ridden town—or country—do not see the signs. The wearied eye carries no impression to the brain after a certain amount is offered for attention. Less would be much more effective.

In some localities merchants are coming to recognize the desirability of neat, artistic, plain designs and unity of style for all their outdoor display lettering and, for that matter, for the indoor as well. It is found that a store is ornamented by its signs when they are uniform in style and colors, and when poster or other display is used if the same style can be preserved it serves to identify the business. A mixture of styles and colors in signs is about as artistic as though the different sides of the building had each its own color.

Above all, I desire to urge temperance in the use of outside display. Do not cover every blank space you can command with glaring contrasts of color and ugly forms of letters. In a town where the sign nuisance is rampant, adding even moderately only increases the evil.

When it may be advisable to use signs let them be as neat and plain in design as possible. Do not make the letters too large for the space and do not make the space such as will disturb the artistic sense by its aggressiveness. Whether the fact is recognized or not the average of people are instinctively artistic and they are repelled by ugly and unsuitable combinations of inharmonious colors or by the obtrusion of unsightly daubs on every old barn and shed in the country or every blank wall or space in towns and cities.

YOUR ATTENTION

We wish to call your attention to a few bargains that we offer to you this week. Our store is full of bargains at all times but this week we have a few SPECIAL ONES. They are not old stuff that has been carried over, but all New, Fresh Goods. Every one Guaranteed.

NOTE THE PRICES

Easter Brand SEEDED RAISINS The best made Per package, only	10¢	3 Cans GOOD CORN	20¢
A GOOD BROOM for Others ask 25c	15¢	Malta-Vita The New Health Food Try a Package	
BATTLE AX OATS Regular 10c pkg., only	5¢	CHIPPED DRIED BEEF The nicest thing out Half pound cans	15¢

3 lb. Jar Heinz's APPLE BUTTER - 35c

The above are only a few of the good things we have to offer you. Have a fine line of COOKIES just in this week—all fresh and good.

LET US TAKE YOUR ORDER FOR GROCERIES
WE CAN AND WILL PLEASE YOU

—For Everything Good to Eat Try—

Derby & Robinson.

'Phone 28.

'Phone Orders a Specialty.

Quick Service.

Our Telephone is in Good Working Order.
If you want anything in Groceries and Provisions you will get Good Goods and Save Money by leaving your order at the New Cash Store.
Cash for Butter and Eggs.

F. N. KORNHAUS, Hedges Building, Shelby.

Wall Paper.



What is your idea of wall papering? Is it decorating for comfort and beauty or is it for the obliteration of dirt as a necessity? Would you take any old thing to save a few cents, or would you like the chance to choose from a large, well-selected stock? We have it at from 4 cents to 18 cents a roll. Tasty Border to match at from 1½ cents to 8 cents per yard.

Rodenbaugh Bros.

A Change

In the past it has been our custom to only open bank book accounts with business men, all others have been given certificates of deposit. We have adopted a new system and can now issue bank books to any and all depositors. We will give you certificates of deposit if you prefer but call your attention to the bank book as being much more convenient. It does not matter how small an account you keep with us, we will give you a book.

You can deposit and withdraw your funds with much less trouble and we will pay you the same interest we pay on certificates of deposit.

Antrim County Bank.

McPhail & Richardson, Proprietors

GREETINGS TO OUR OLD FRIENDS.

Back in the business, at the Old Stand, to do business again, with our old friends and former customers.

After a period of over a quarter of a century in the drug business, in Montague, we see no need of a guarantee that in the future our methods will be strictly honorable, our prices right, our goods the best that money can buy. We do not ask you to accept a statement to that effect merely. We stand on our past record and our reputation among you.

We invite you to our store. We will be glad to see you, and will treat you courteously, whether you buy or not.

L. G. RIPLEY & CO.,
MONTAGUE

GLASSWARE:

I have just received a large consignment of Glassware from the east and cordially invite inspection. Our

10-CENT COUNTER

is laden with good things. Call and select a few of the many bargains offered.

R. S. R. N. MIDDLETON.

A Large REWARD

Will be given for

Five Cent Piece

Coined between

1776 and 1901

By any first-class Dealer in first-class Cigars.

WM. S. FORBES

60 MAIN ST.

WE SHOW

An Elegant Line Of

SAMPLES

From Which You Can Select Yours

SPRING SUIT

Our

Workmanship is First Class
Our Prices are Right

Call and see SAMPLES.

G. C. FUNK,
Merchant Tailor.

THE CITY LAUNDRY

Does Nice White Work

36 say those of the best dressed-men in the city. We do not use any injurious chemicals to rot your clothing. We remove rough edges from your Collars and Cuffs.

C. G. SHEFFLER, Prop'r.

Derby & Robinson write an advertisement with valuable features, but I think it could be improved in some regards. The main display line would be more effective if there were in it some suggestion of the business advertised. The word "attention" might catch more eyes in the aggregate, but a word suggesting the table supply trade would catch more eyes of those interested in that subject. It is not enough to write an advertisement that will gain the most attention regardless of the proposition of probable buyers that may be interested. I have a prejudice against the everlasting bargain racket, but possibly its use is warranted in some cases by experience. If it sells goods at profitable prices I have nothing to say, but I greatly fear it is too often employed for the lack of something better to say. The panels with prices make a good feature, but would be more effective if the articles were set in uniform style and type so as to let the price stand out stronger. Then there is too great a mixture of type styles in the whole advertisement. The writer is not careful enough to make all his work count and to preserve agreement in his grammar. "All new, fresh goods" is made the antecedent of "every one." The line before the signature should be struck out and the location would add value.

F. N. Kornhaus writes an advertisement that suggests stir. I think a display of something relative to the business would be better. The period should be omitted after the first line.

Housewives generally do not like suggestions of any old thing to hide dirt. It is not desirable to bring in this feature as an explanation of cheapness. Otherwise Rodenbaugh Bros.' advertisement is a good one and is handled fairly well by the printer.

McPhail & Richardson tell of the change in their way of handling depositors' accounts in a businesslike way which has been well treated by the printer. In this case there is a value in the display of the first line as the eye quickly associates it with the business indicated by the last display line. In the first two advertisements in this series there is no display anywhere to indicate the business.

L. G. Ripley & Co. write a good announcement circular which is neatly and harmoniously handled by the printer. I am inclined to think a moderate display of some line to indicate the business would add value.

Mrs. R. N. Middleton writes a good glassware announcement, which is well composed by the printer. I do not see the benefit of the colon in the first line and care should be taken to keep the letters in their places, as the "M" in "Mrs."

Wm. S. Forbes makes rather a happy hit in his "large reward" for rare five cent pieces. As displayed by the printer it seems a little doubtful whether he intends the reward to be for the five cent pieces coined by any first-class dealer, but I do not know as this would injure the advertising value. I would not use a different style of type for the signature and would make the location larger, adding the town.

The printer has evidently taken much pains with the advertisement of G. C. Funk, but I think less work on the border would improve it, using only plain lines. Less styles of type would improve the display.

C. G. Sheffler writes an effective laundry announcement and with a little lighter display the printer would produce a good result.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Adrian—D. C. Hoag succeeds Hoag & Raymond in the meat business.

Clare—S. Bogardus has opened a grocery store in the Bogardus building.

Otsego—Frank Ingraham has engaged in the grocery and crockery business.

Detroit—J. H. Hastings has purchased the grocery stock of Peter Faber.

Flint—Wm. Somerville has purchased the harness stock of Wm. A. Sprague.

Milnes—Adelbert Hancock has purchased the general stock of W. G. Stone.

Detroit—James W. Orr, grocer and meat dealer, has sold out to Thos. Evans.

Manistee—Zielinski & Kretzer will open a hardware store at 407 River street June 1.

Detroit—Edwin Lohr succeeds E. Lohr & Co. in the grocery and meat business.

Cedar Run—A. C. Wynkoop has purchased the hardware stock of I. H. Newman.

Deerfield—Mr. Hurstfield, of Dundee, has engaged in the dry goods business at this place.

Coleman—Israel B. Weinberg has removed his general stock from Edenville to this place.

Hillsdale—The Hillsdale Grocery Co. has increased its capital stock from \$12,000 to \$25,000.

Bath—Dennis McGrath, dealer in drugs, shoes, tobacco and cigars, has sold out to F. J. Glass.

Bay City—The capital stock of the Jennison Hardware Co. has been increased to \$100,000 from \$40,000.

St. Joseph—B. O. Greening has opened up a new stock of groceries in his new brick building on Main street.

Kalkaska—A large acreage of potatoes is being planted around this place, in spite of low prices for last season's crop.

Deerfield—Benj. Klotz, of Carleton, and C. A. Mauer, of Monroe, have purchased the general stock of W. F. Weisinger.

Jackson—The grocery stock of Chanter Bros. was sold on chattel mortgage to Charles Vining, of Clark's Lake, for \$1,000.

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

Carleton—Nevins & Simpson is the style of the new firm which succeeds Mrs. Emma Nevins in the millinery business.

Belding—Phil. Young has purchased the interest of S. Ward in the meat firm of Ward & Fish. The style of the new firm will be Fish & Young.

Harbor Springs—Edgar Phillips, of Conway, has purchased the grocery stock of G. C. Adams and will continue the business at the same location.

Thompsonville—Wm. English has sold his store building and bakery, restaurant and confectionery stock to Ima H. Burns, formerly of Nashville.

Sault Ste. Marie—W. W. Campbell has sold an interest in his grocery stock in the Smith block to J. C. Manning. The new firm is Campbell & Manning.

Plainwell—H. J. Cushman has closed out his stock of school books and stationery and will hereafter deal only in musical instruments and supplies. Mr. Cushman has contracted to raise an acre of cucumbers this year and expects to attend to one-half of it himself.

Adrian—Frank McKinstry, for the past year manager of the Cash dry goods store of H. W. Glover, has purchased the stock of the C. E. Wise department store at Quincy.

Marion—M. Alvin is closing out his general stock and will devote his entire time to the manufacture of neckwear, in which business he has recently embarked in Detroit.

West Bay City—The stock of the Veder pharmacy has been purchased by John P. Dolan, who will remove same to the corner of Washington and Eighth streets, Bay City.

Jackson—T. M. Smith has retired from the dry goods firm of Cook, Smith & Feldher. The remaining partners will continue the business under the style of Cook & Feldher.

Albion—Adam Wagner has purchased the D. D. Teeter grocery stock and has moved it to the store building on East Erie street lately occupied by Knickerbocker & Beman.

Kalamazoo—Bestervelt & Co. have sold their meat market at 723 South Burdick street to Nicholas Bushouse and will devote their entire attention to their market at 915 South Burdick street.

Adrian—E. O. Penny, of Cheboygan, has taken the position of manager of the Cash dry goods store of H. W. Glover, to succeed Frank McKinstry, who has engaged in business at Quincy.

Mt. Pleasant—Martin Welsh, who for over six years has presided behind the counters of Sweeney & Co.'s store, has taken possession of a grocery of his own, having purchased the stock of Morrison & Dains.

Manistee—Thomas Kenny has sold his coal, lime and stone business to James Duncan. Mr. Duncan will retain the State agency of the W. D. Halsted Oil Co., which position he has held for many years.

Detroit—Julius Rothschild has retired from the Detroit house with which he has been identified since boyhood, and will have charge of one of the new branches of the Waldorf-Astoria Cigar Co., in New York.

Coldwater—G. A. & J. L. Randolph have purchased the dry goods store of G. D. Wamsley and will continue the business at the old stand, in connection with their flour and feed business at the corner of Chicago and Clay streets.

Zeeland—B. Vander Heide has purchased the hardware stock of P. Ossewaarde and will add a line of groceries. Mr. Vander Heide is principal of the New Groningen schools and, after the present semester closes, will take personal charge of the business.

Port Huron—August 15, 16 and 17 promise to be gala days in Port Huron, as it is expected that the Bay City, Saginaw and Jackson grocers will be here on those days. The Committee on Entertainment will hold a meeting this week and arrangements will be made to have a street fair at that time. Horse racing will also be held at the driving park, which will add further amusement to the day.

Newaygo—Owing to continued ill health, W. W. Pearson has consolidated his general stock with that of Pearson & Reber, of Fremont, and the two establishments will be conducted under the firm name of Pearson Bros. & Rebers. By this deal C. E. Pearson, a brother of W. W. Pearson, will assist in the management of the Newaygo store and the Fremont store will be conducted by Reber Bros.

Sault Ste. Marie—J. Johnson, proprietor of the Commonwealth store, is

absent from the city and, as his absence gives promise of being permanent, a number of his creditors here are beginning to mourn his loss. For the past two months Mr. Johnson's business has been located in the Keliber block, Ashmun street, and previous to that time in the Martyn & Stuart building, Ashmun street south. Mr. Johnson, with his partner, L. Ogden, came to the Soo, presumably from Toronto, last January and started in business in a small way. Their move to the more central business district was considered as an evidence of prosperity, but Mr. Johnson's move has caused a reconsideration of this idea. When the Commonwealth's clerks arrived at the store the other morning they found their occupations gone. Mrs. M. Gates, who occupied a portion of the store with a millinery department, was found to be in sole charge of the establishment. The Commonwealth stock had been packed and shipped to parts unknown during Sunday, only a small portion being left to Mrs. Gates, in settlement of an account. Mr. Ogden, Johnson's partner, left here last week on a business trip to Munising and other Upper Peninsular points and on his return the mystery of the Commonwealth's disappearance may be cleared up. In the meantime the creditors are a little bit uneasy.

Manufacturing Matters.

Flint—The Flint Specialty Co. succeeds Wilford P. Cook in the manufacture of whip sockets.

Monroe—The Monroe Canning & Packing Co. has increased its capital stock from \$8,000 to \$10,000.

Farwell—L. Weisman has just completed his heading mill and commenced manufacturing stock this week.

Jasper—The Lenawee Hoop Co. has increased its capital stock \$40,000, the original capital stock having been \$10,000.

Detroit—Ouellette, Stevenson & Co., cigar manufacturers, have increased their capital stock, and John Stevenson is now in charge of the office.

Detroit—James J. Roe, formerly foreman for John C. Sullivan, and at one time a manufacturer in Toronto, has started a cigar factory at 12 Atwater street.

Detroit—Articles of association have been filed with the Register of Deeds for the organization of the Valpey Shoe Co., Ltd., with a capital stock of \$40,000, the principal stockholder being Joseph H. Valpey, with \$28,950. The other stockholders are: Louis N. Valpey, Henry H. Valpey estate, John B. Howarth, Darius D. Thorp, Robert S. Mason and Elliott G. Stevenson.

Farwell—The Farwell Portland Cement Co., with a capital of \$350,000, has been organized here, with the following officers: President, J. L. Littlefield; Vice-President, Geo. W. Graham; Secretary, W. C. Fuller; Treasurer, T. F. Bingham. The papers go to the Sec-

retary of State at once for filing and work will be actively commenced in a short time. The plant will be located in the village and the marl transported from adjacent deposits, which are said to be equal to German deposits. The location will probably be between the Ann Arbor and Pere Marquette railroads so as to be able to reach the plant from either road.

The Boys Behind the Counter.

Kalamazoo—Frank G. Thatcher, for the past six months prescription clerk with Dotty Bros., of Detroit, has resumed his position with E. M. Kennedy.

Ionia—W. C. Peer & Co. have secured Miss Mertie Brooks as saleslady.

Cheboygan—Fred W. Rauhut, manager of N. Howard's grocery, was married recently to Miss Mary Gorepeel, of Whittemore, Iosco county.

East Jordan—Geo. G. Brown, head book-keeper for the East Jordan Lumber Co., has begun the construction of a handsome residence.

Ann Arbor—W. E. Dougherty, of Detroit, has taken the position of manager of Mack & Co.'s furniture and carpet departments.

Calumet—Uriah Pemberthy, formerly with the Tamarack Co-operative store, has taken a position with the Star clothing house of this city, vice John Rowe, who has resigned to accept a position with J. P. Petermann, at the new Wolverine store.

Alma—Hiram Brundge, of Crystal, has taken a position with Thompson & Sanderhoff and will have charge of their agricultural, implement and windmill department. Mr. Brundge was formerly with C. DeYoung, of Crystal, and has a large acquaintance throughout Montcalm and Gratiot counties.

Pontiac—James Bechard, formerly of Lewis & Crofoot, has taken a position in Brown's pharmacy, Detroit.

Calumet—Glen Obenhoff, of Houghton, has taken a position with Holman & Williams, the Fifth street grocery firm.

Belding—Orlo Morse, who has been in Grand Rapids and the West for several years, has decided to remain in Belding and has taken a position in A. Fuhrman's shoe store.

E. A. Hill, dealer in hardware, furniture and buggies, Coloma: "Your unique letter received, asking for payment of \$2, which I cheerfully send you, hoping that your publication will increase in value to the merchant in the future as it has in the past. I could not do without the Tradesman for the paltry sum of \$1 per year."

Wm. Adolph Ansoerge, book-keeper for the Newaygo Portland Cement Co., will be married June 5 to Miss Emma Lida Root, of Chicago, the ceremony to take place at the family residence at 4023 Prairie avenue. The Tradesman extends congratulations.

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

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

M. O. BAKER & CO.

TOLEDO, OHIO

Want to buy Potatoes---Carlots.

Grand Rapids Gossip

E. E. Hewitt has removed his family from Rockford to this city, locating at 418 Lyon street.

P. G. Bennett has opened a grocery store near Hastings. The Musselman Grocer Co. furnished the stock.

B. Vanderheide has opened a grocery store at Zeeland. The stock was furnished by the Lemon & Wheeler Company.

Carl E. Charles has opened a drug store at St. Louis. The stock was furnished by the Hazeltime & Perkins Drug Co.

McElroy & Owen have engaged in the grocery business at South Haven. The Lemon & Wheeler Company furnished the stock.

Heman Parish, grocer at 43 Fountain street, has opened a meat market in the store adjoining on the east. Chas. Sherwood has been installed as meat cutter.

The Grain Market.

Wheat has shown some strength during the week, while the prospect for an average winter wheat harvest is good and should, to a certain extent, tend to depress prices. The cash demand has been so urgent that there was an actual advance of 1c per bushel for both cash and July futures. May wheat is stronger by fully 2c a bushel. The visible showed an enormous decrease of 3,266,000 bushels, against 1,225,000 bushels for the corresponding week last year, which leaves the visible at 42,500,000 bushels (not very burdensome). Exports keep up well, as the Argentine furnishes only about half of what they did a year ago, so the Continent will have to purchase wheat in the United States; and, as stated before, our large visible will melt away, especially if a few more weeks show as large a decrease as the present one. Good wheat is getting scarce all over—in the spring wheat as well as in the winter wheat states—especially as the spring wheat has only just been put in the ground. The acreage will hardly be as large as in previous years in the spring wheat sections, so we look for better prices from the present low level.

Corn has dropped to 48c for May, which is 10c less than it sold at ten days ago. The corn corner has come to an end, as George Phillips has disposed of all of his May corn and left the corn market to take care of itself. As the consumptive demand is large, present prices will probably rule until a new crop is assured. The present weather is not very favorable to that cereal, being too cold. Still, there is plenty of time to make a good crop of corn yet.

Oats are creeping up right along, being 1c higher, with not much for sale. Where oats are up, the insects are working in them quite bad, so the outlook is not rosy for a large crop.

Rye is about as usual—not much doing. The distillers are holding off, which makes the demand slack. As there is not much rye held in farmers' hands, prices will hang around present quotations—50c in carlots.

Beans held their own. The dealers do not care to hold them, and sell them as fast as they can, not wanting to keep them in stock.

Flour trade is good, owing to the stronger wheat prices, and shows an improvement in demand, both local and domestic.

Mill feed holds firm, as oats and corn are high and many mills are running only half time, which causes more enquiry for mill feed.

Receipts during the week were as follows: wheat, 49 cars; corn, 6 cars; oats, 14 cars; hay, 1 car; potatoes, 25 cars.

Millers are paying 72c for wheat.

C. G. A. Voigt.

Proposed Furniture Combine Fading Into Thin Air.

The proposed furniture combine is apparently becoming more and more remote, due to the disinclination of some of the stockholders of the plants included in the deal to accept anything but cash for their holdings, which condition the chief promoter declines to meet. Besides the Grand Rapids Chair Co.—which can be had for a cash consideration—it will take actual cash to acquire the capital stock of the New England Furniture Co.; and nothing but cold cash will tempt Julius Berkey to part with his holding in the Berkey & Gay Furniture Co.—and his price is understood to be 140, which is not to be sneezed at, all things considered.

Promoter Marston has lost the buoyant walk and nonchalant manner which characterized him during the early stages of the negotiations, and he spends most of his time wandering around town, looking in the store windows and watching the arrival of trains at the union depot, evidently hoping against hope that something will happen to turn the tide which has evidently set in against him.

With the possible exception of Chas. R. Sligh, Jas. G. MacBride and Chas. Black, the abandonment of the proposed combine is hailed with delight by those whose plants were to be included in the deal. It is also considered a matter of congratulation by all interested in the furniture business, because the outcome of such a deal could not fail to result disastrously—not only to those so unfortunate as to be included in the combine, but also to the factories outside the fold, which would be hampered and discriminated against by the combination.

The unfortunate effect of the combination agitation on workmen and other employees is beginning to wear off. It is noted that no employee of any factory mentioned in connection with the deal has purchased any real estate or done anything in the way of enlarging or embellishing his home since Mr. Marston put in an appearance. The anxiety of the workmen approached a panic in many cases, due to the uneasiness incident to the uncertainty as to the outcome. Book-keepers, billing clerks and shipping clerks have never made as many mistakes as they have during the past four months and physicians assert that accidents in factories have been more common than at any time in the past.

A man in a Northern Michigan city recently took a stiff dose of chloral to cure a cold. Despite all the doctors could do, the cold was cured. Interment will take place at his boyhood home.

Canada is about to make desperate efforts to wrest the manufacturing supremacy from the United States. The first thing the Canucks know they will find themselves annexed.

It is said that pride goes before a fall, but the reverse is true in dictionaries.

The Grocery Market.

Sugar—The raw sugar market continues firm but quiet, prices remaining quothably unchanged on the basis of 4 9-32c for 96 deg. test centrifugals. Refiners were ready to take further supplies at full prices, but holders, as a rule, remain confident, in anticipation of a probable advance in prices and offerings are very light, consequently few sales are made. The refined sugar market is quiet and unchanged. Buyers apparently have fair stocks on hand; are not anxious purchasers. With the approach of warmer weather and a probable upward tendency of prices for raws, a more active demand and higher prices for refined will probably be experienced.

Canned Goods—The canned goods market is fairly active, with but few changes in the price of any article. General consumptive trade in canned goods continues to show very good activity for nearly all lines. The tomato market during the past two days has shown signs of improving. The market is just in that shape that any change must certainly be for the better and, if we have an active demand during the month, we would not be surprised to see a sharp advance. If all the enquiries received in this market develop into orders, there are lively times in store for the tomato. There is practically nothing doing in future tomatoes. Neither the buyer nor the seller evinces much interest in the market. Any concession, however, from the asking price is quickly taken up. There is a fair trade in corn at previous prices. Reports from Maryland are that some of the packers are working on peas. All reports are that the weather for growing peas is fine and that a large crop, especially of the early peas, is expected. Owing to the prospects of a poor apple crop in New York State, there is some speculative interest in gallon apples and prices are firmly held. Considerable interest is manifested in the growing peach crop, and enquiries are made from all over the country as to the progress, quality and size of the fruit. All indications now are for a good sized crop of excellent quality. The sales of spot peaches the past week have been larger than they were the preceding week and have been principally for the better grades of pie peaches and seconds. There will be a great many peaches used between now and the time for the new packing, but we do not anticipate much, if any, change in prices. The pineapple packing season for 1901 has opened. Several large cargoes of excellent fruit arrived during the past week and several of the factories are now running on this article. There seems to be an understanding among the pineapple packers not to pay high prices this year, and they claim, as they have not sold any futures, that they are not compelled to pay the high prices asked during the packing season of 1900. Advices just received are to the effect that the pineapple crop in Cuba will be 40 per cent. short and in the Bahamas 25 per cent. short. The growth of the fruit has been greatly retarded by the dry weather, it is reported. The spot market on red Alaska salmon is in a more healthful condition. Stocks of Columbia River of the 1900 pack in jobbers' hands are believed to be liberal and, with the present exceedingly dull and unsatisfactory spot market on this grade of fish, the disposition of buyers is to wait. Advices from the Coast state that there is a fight on the Columbia

River between the raw fish men and the canning men and it may get so hot at any minute that the cannery men will be obliged to advance prices.

Dried Fruits—Conditions in the dried fruit trade are very quiet, business being almost entirely of a hand-to-mouth character. The regular consumptive trade in dried fruits continues good, but in a large way the market is quiet. Prunes are in comparatively light demand, but the market is steady. The very small sizes, from 100s up, are in good request at full quotations. These small sizes are also in light supply. Loose raisins are quiet. There is some demand for three and four crowns, but orders are for small lots only. Seeded are in fair demand from the consumptive trade. Currants continue very firm, but actual business at the moment is rather light, sales being chiefly of small lots. Cheap peaches continue to be wanted and there is a moderate request for apricots. Dates are dull and pressed for sale, while figs are in steady demand in a small way. The low grades are most wanted at present. Something of a feature of the consumptive trade in the dried fruit line is a considerably more active demand for evaporated apples, due unquestionably to the late season for fresh fruits.

Rice—Prices show more strength, particularly for fancy sorts, and an upward movement is expected. The light supplies held throughout the country are apparently felt and indications point to a general renewed active demand soon. A better feeling prevails and prospects look very bright. Dealers remain firm and quoted prices are being named as lowest. Unfavorable weather conditions, causing a backward crop, and large purchases intended for cultivation by old interests in the Southwest, have more or less upset the large rice crop estimates previously made. It is reported that the crop will not only not come up to the last one, but that the receipts will be much less than in 1900.

Teas—The feature of the market was the continued strong tendency of prices for green teas and the improved disposition on the part of buyers to purchase with more freedom. This is attributed to the small supply of the above grades, and it is intimated that prices are likely to advance in the immediate future. Indications are more promising and dealers are firmer in their views on prices.

Molasses—Market conditions are quiet and the movement is slow, but sales in the aggregate are satisfactory, considering the approach of warmer weather. Spot supplies are gradually decreasing and the statistical position grows stronger as the season advances. A stronger tone developed in prices for mixtures and blends, reflecting the advanced and unsettled market for glucose during the past week. Most dealers raised prices from 1 to 2c per gallon and the better grades showed decided strength.

Nuts—Stocks of Jordan almonds are reported very light and prices are somewhat higher. Valencia are unchanged. Tarragonas are in light demand and somewhat easier. There is a good demand for peanuts at unchanged prices.

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

Reports come to the Tradesman to the effect that the endless chain buggy scheme is being worked in several parts of the State. Merchants wishing authentic information regarding the personnel of these gentlemen are invited to communicate with the Tradesman.

Clerks' Corner.

What Helped John Harmon in His Choice of Clerks.

Written for the Tradesman.

The wave of prosperity which was everywhere flooding the country showed no tendency to approach John Harmon's establishment on Elm street. Whether the department store which had lately been opened two blocks away was the reason or whether the rise of rent in the neighborhood had driven away his best customers he could not determine; but of one thing he was sure: his expenses must come down if the custom did not increase, and he had done all he could to increase it without avail, and the question finally came down to this: Which of his two clerks should he let go?

It was almost the old story repeated of the mother whom poverty forced to "put out" one of her children: He didn't want to spare either of them. There was Jack Kincaid who had been with him for almost six years. He had taken him as a boy and they had worked together like father and son until both felt almost that relationship for each other. How sturdy and handsome he was! How he looked you full in the face when he spoke to you and how his Yes and No, hearty and honest, with never a hint of impatience in the tone, made it almost a matter of indifference which answer he gave. The customers all liked him and wherever he should go some would follow him, and Harmon was willing to believe that, as a mere matter of business, it would be a mistake to let him go, much less discharge him. Still, there it was. There must be a retrenchment somewhere and it looked as if the sacrifice must be made and Jack must be the victim.

As to his book-keeper he had not a complaining word. She was always at her post. She was a trifle neater than a pin, without making herself or anybody else uncomfortable about it. Her books were marvels of beauty and it was a pleasure to look at the long even columns of figures on the finely-written pages. Then, if Jack was manly and handsome, Mary was womanly and a great deal more than pretty. She was a "Gibson girl" without that something that always suggests heartlessness. Her hands were white and shapely—so white, indeed, that the white linen cuffs she always wore when on duty were no whiter; and the best thing to be said about those white hands was that they never hesitated to perform the commonest duty for the commonest customer. Part with Mary Gray? It was like asking him to part with his right hand. Ah, but he was left handed and the less useful of the two would have to give way.

So the question was left unsettled, with the hope that in some way it would settle itself. At midwinter, when it first came up, the storekeeper concluded to let the thing run on until spring. By that time things might pick up and no change be needed; but March came and went, April brought no change—not enough, anyway, to make any difference—and now June had come without bringing an increase of customers, and John Harmon went home night after night with his head down, knowing that the worst must come and one or the other of the best clerks in the world must be dropped.

Like many another man, he shrank from assuming the responsibility. The

last Saturday night in May a happy thought came to him. He would make his wife settle the matter for him and throw the responsibility upon luck. He would go back to a game of his boyhood to help him out of his dilemma. He would have two straws, a long and a short one, with Jack for the first, and Susie—Mrs. Harmon—should pull one and so end it.

Mrs. Harmon, however, wouldn't play without knowing what she was doing it for, and when she learned from the hesitating John what it was all about she was "mighty sure she wouldn't. Luck! Pulling straws in business! She'd have none of it, at all events she wouldn't pull the straw and a business man"—how she bore down on the adjective!—"who would run his business in that way would be sure to make a mistake, and ought to. As usual, it would only show which way the wind was blowing, and that fact was plain enough already."

Foiled in that, the storekeeper decided to watch the two for a week and let the record of each decide the matter, and for six mortal days John Harmon did more watching than he had ever done before in his life. Nothing escaped his vigilance and into a little memorandum book he jotted down whatever seemed to him in the slightest degree amiss. Had he followed his impulse that Saturday night he would have thrown the book in the river as he crossed the bridge on his way home, but it was a matter of must and the next morning after breakfast—"the better the day the better the deed"—instead of going to church he sat down to sum up his week's observations and strike a balance to decide which employe should be the one to stay.

He hadn't got half through his work before he could see that the result was to be decidedly against his wishes. From first to last there wasn't a check against Mary Gray's name and the one thing which he could not forget was her record for Thursday. It had been a trying day for them all. One misfortune stepped on the heels of another all day long and by shutting-up time everybody was as cross as a bear. As it was, Harmon and Jack had to be excessively polite to each other to keep from "saying things," and Mary Gray had done more work at the counter than she had at her desk and was too tired to do more than go home. Just then who should come in but that Mrs. Higby and her detestable twin daughters. Proprietor and clerk cordially hated all three of 'em and both swore inwardly that they'd go somewhere (!) before they'd wait on the three biggest nuisances in the State. What did that Mary Gray do but take off the hat she had just put on and go around on the rough side of the store to wait on the torments! She didn't "get mad" once and the hateful trio went out as happy and contented as could be. What if Mary Gray hadn't been there! That settled it—Jack must go.

From that point on, in the record, Jack's account was squarely against him. For some reason or other, all the week the fellow had not been quite himself. He was uneasy and showed it. He was irritable and, seeming to feel that he was watched, had all the symptoms of resenting it—indeed, more than once when the storekeeper's eyes were on him a frown would creep into his face and stay there. He acted like a man with something on his mind and as if waiting for a good chance to say

it, and as John Harmon ran his eye along the list of checks he said, as he reached the end, "Well, I'm mighty sorry, but Jack's the one. I'll tell him the first thing in the morning."

For the first time in his life John Harmon learned the meaning of "Blue Monday." He didn't want to get up in the morning. He wasn't in a hurry to have his breakfast and he spent so much time looking into his coffee that "Susie" asked him if there was anything the matter with it. He was slow about putting on his hat and when he kissed his wife good-bye she told him if he didn't look sweeter than that he would scare away what few customers he had. Instead of taking a car he walked and it was at least half past eight o'clock when he reached the store. He found the clerk talking with Mary at her desk. The minute the storekeeper entered Jack turned and said: "I don't know what you'll think about it, Mr. Harmon, but Mary and I have been talking things over and have concluded that you'll have to get another book-keeper the first of next month. We are going to be married on the tenth and she wants to quit at the end of two weeks. Perhaps you're surprised, but I hope you're glad, too."

"Indeed, I am both—I can not tell you how much (!) and I'm wise enough not to try."

He didn't. They never knew the real cause of his surprise and delight. When the wedding trip was over and the couple had settled down in a little home of their own Mary would come over often enough to see that the books didn't get tangled up and a few months later the business tide turned and Harmon's ship, with the rest of the mercantile world, rode on the high waves of prosperity; but to this day the storekeeper is unable to state what it was that settled the question of clerks.

Richard Malcolm Strong.

Now It's Shovels.

A New York paper says: Plans are under discussion for a consolidation of the leading manufacturers of shovels and spades. There has been a very compact association in that trade for a long time, but now an actual merging of interests is proposed. The new company, if one is formed, may be known as the Ames Shovel and Tool Company. It is reported that options have been secured on plants representing over 90 per cent. of the business.

Chas. A. Coye

Manufacturer and Jobber of

Awnings, Tents,
Flags, Horse and
Wagon Covers,
Lawn Swings,
Iron Hammock
Chairs,
Seat Shades and
Wagon Umbrellas



Twines of all Kinds
11 Pearl Street
Grand Rapids, Michigan

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

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.

Electric & Gas Fixtures

As we design and manufacture our own fixtures, and selling to users only, we save you jobbers' and retailers' profits. Our pictorial suggestions for the asking. The T. J. Mosher Electric Co. Mfrs. Fixtures, Belts, Insoles, Batteries, General Contractors, Grand Rapids, Mich., U. S. A.



The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

100,000 Pounds of Butter Wanted

for which I will pay the highest market price. I am also in the market for eggs and poultry. Write for quotations or telephone either Bell or New State phone at warehouse or residence.

J. W. FLEMING, Belding, Michigan.

TARRED FELT

Established 1868.

State Agents

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

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



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

WHITE LEAD PROCESS.

Does the Work of Three Months in Five Days.

It seems that the problem of how to save time in the manufacture of white lead has at last been solved. Upon this problem a vast amount of labor has been spent, and many chemical processes and mechanical devices have evolved out of a long line of experiments only to have the results rejected by the trade as unsatisfactory.

White lead and linseed oil make paint and for this purpose 150,000 tons of white lead is annually consumed. The Lead Trust, or the National Lead Company, which is its corporate name, owning fully 60 per cent. of the American white lead factories, and two or three other companies outside of the trust at the present time produce almost the entire supply of white lead and make it according to the old-fashioned "Dutch process." Every new effort to find a substitute for the product of the Dutch process has shown that there is no other way than by corrosion to make a white lead which the painters will accept. But it seems to have been too readily assumed that a thorough corrosion could be effected only by the slow process.

At all events, a new process has been found. It is a process of corrosion. It acts upon the blue lead in precisely the same way as the old Dutch process acts, but it does in five days what by the Dutch process requires from three to four months.

White lead is carbonate of lead. That is, it is ordinary blue lead corroded by carbonic acid gas. The blue lead is found sometimes pure, as in the Missouri lead fields, and often in combination with silver and copper. It is smelted into small blocks, which are known as pig lead, and which in that form are the raw material of the white lead factories. By the primitive process which still obtains in the production of almost the entire supply of white lead now being marketed, the pig lead is first melted and is ejected from the melting pot through a tube and spigot at the bottom of the pot about an inch in diameter onto an endless chain, each link of which is a mould having the general appearance of a waffle-iron. In the shape thus assumed by the melted lead, it is called a "buckle," the purpose of giving it this waffle-like shape being to provide as much surface as possible for the carbonic acid gas to attack.

The buckles, laid one by one, in earthen pots, are "stacked" in a room of convenient size and under each pot is a small basin containing acetic acid. The acetic acid basins are surrounded by wet tan bark and the heat thereby generated, acting upon the fumes of the acetic acid, creates the carbonic acid gas which, eating through the blue lead, produces the white corrosion known as white lead. The process of corrosion occupies from 90 to 100 days, and even then the blue lead has not been completely corroded. It is not safe to continue the process much longer than ninety days, however, because after corrosion a deleterious change occurs and that portion of the lead which has first corroded becomes crystallized, and all this hard and gritty material must be removed.

It is to be seen, therefore, that while this primitive method of manufacture is thus far the only one that has produced a white lead entirely adapted to the requirements of commerce, there are nevertheless in the method serious drawbacks and defects. Most serious of all is the amount of time consumed. Another is the labor and expense involved in separating the crystallized material from that which is simply corroded. The third is the considerable residuum, usually as much as 30 per cent., of blue lead which even at the end of the ninety-day period has been unaffected by the carbonic acid. Each of these defects has been reached and overcome by the new process.

This new process is the invention of J. W. Bailey, a practical mechanic of great experience in white lead manufac-

ture. Its product, as in the case of the old Dutch process, is carbonate of lead. The only difference is that when the carbonic acid treatment is ended, the blue lead is completely corroded, five days only have been consumed and no crystallization whatever has occurred. The pig lead is melted precisely as by the older process. It is driven from the melting pot by the force of its own gravity through a short horizontal nozzle, as in the former case, but instead of running out into the waffle-shaped buckles it is forced through a thin steel plate, in which the horizontal nozzle is made to terminate, the steel plate being perforated with about two hundred minute holes not more than one one-hundredth of an inch in diameter.

There thus fall into the air, cooling immediately, fine metallic fibres which, dropping upon trays each holding about fifty pounds of fibre and permitting free circulation through the entire mass, are passed swiftly through an 8 per cent. solution of acetic acid and then stacked. This entire process is mechanical and automatic, and a great amount of hand labor is saved. The carbon dioxide has to operate upon a minute lead fibre instead of upon a large, thick buckle. Practically, therefore, the exposed lead is all surface. Every particle is reached by the gas immediately and in four or five days it has been entirely corroded. There is no blue lead remaining and the further process or separation by which under the old method the crystallized particles must be removed is unnecessary. Under the most careful microscopical examination nothing is disclosed in the Bailey product except pure white lead and that 2 or 2½ per cent. of water which is a necessary ingredient of the best white lead product. The economies thus accomplished are enormous. The total cost of manufacture by the Dutch process averages from \$13 to \$18 per ton of dry product. When it is said that the total cost per ton by the new process averages something less than \$5 the effect of Mr. Bailey's invention is seen to be far reaching. Even at the heavy and fluctuating cost of between \$13 and \$18, however, white lead manufacture has been immensely profitable and the annual market increases in huge proportions.

The owners of the Bailey process have gone into its development with confidence and energy. They have bought a large tract of land in the well-known Missouri lead fields on which several mines of known value have been located. They have made themselves much the largest owners of lead-bearing ores in this famous lead territory. Their property adjoins that of the St. Joe mine, which is one of the heaviest lead producers in the world. In this immediate neighborhood are the mining properties of the Lead Trust and also the areas recently purchased by the Messrs. Guggenheim, whose association with the Smelting Trust has been announced.

With the new process and these extensive mines as a portion of their assets and sustained by large capital, these men have recently organized the Union Lead and Oil Company. It is the purpose to take out their own ores, reduce them on the spot by concentrating plants, four of which, each of 2,000 tons capacity, are presently to be constructed, and convey the product by railroad to St. Louis. The company's white lead works are to be located in Brooklyn. The operation of capital that by the new process can be turned over four times a month, as against that which, to produce similar results, must be locked up for nearly four months, foretells a revolution in the white lead business.

No Cause for Worry.

Mrs. Housekeep—By the way, Jane, I never thought to ask you why you left your last place.

New Maid—The mistress caught the master kissing me, but you needn't be afraid of that, ma'am.

Mrs. Housekeep—Well, I should say not!

New Maid—No, ma'am. Your husband ain't my style at all.

Rules Which Do Not Regulate.

From the Druggist's Circular.

Did you ever put up a sign: "Keep from behind this counter," or anything like that?

You have, without a doubt.

Did people take due notice and govern themselves accordingly?

Perhaps.

And perhaps they didn't.

Old friends who had been coming behind the counter for months and years, and who were the very ones for whose benefit the sign was placed in position, saw it and said, "Oh, that doesn't mean me."

You added a postscript, "This means you," and those old friends saw it and laughed. "Some of these fellows must have been getting in your way back here," they said with familiar squeeze of your vaccinated arm.

And then what did you do? Write another sign? Throw the whole sign business in the fire? Kick your old friend out of the store?

I have spoken about this disregard of rules before. The people of this free country think that clocks are something to be regulated; but men—never!

The Removal of Warts.

The removal of warts by caustic applications occasionally results in the formation of ulcerous sores and disfiguring scars. Salicylic acid may be used for that purpose without the slightest harmful effect. The following is an excellent combination which any one can use:

Mercuric chloride, 5 grains.

Salicylic acid, 1 drachm.

Collodion, 1 ounce.

Apply once a day, the upper crust of the previous application being removed before a fresh one is made.

After a few applications the wart may be painlessly removed by gentle traction.

A man may be both a success and a failure; he may be a success as a failure and a failure as a success.

**Delivery Wagons
Chocolate Coolers
Ice Cream and
Store Refrigerators**

Write for prices.

FRITZ & GOEDEL MFG. CO.,
Alabama Street Grand Rapids, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Talk No. 8

If you are suffering from any of the following symptoms write Dr. Rankin for free consultation.

CATARRH OF THE BRONCHIAL TUBES.

Have you a cough?
Are you losing flesh?
Do you cough at night?
Have you pain in side?
Do you take cold easily?
Is your appetite variable?
Have you stitches in side?
Are you low spirited at times?
Do you cough on going to bed?
Do you cough in the morning?
Is your cough short and hacking?
Have you a disgust for fatty foods?
Is there a tickling behind the palate?
Do you feel you are growing weaker?
Is there a burning pain in the throat?
Do you cough worse night and morning?
Do you have to sit up at night to get breath?

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.

**Fans for
Warm Weather**



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

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

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

Tradesman Company

Grand Rapids, Michigan



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 22, 1901.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 15, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

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

GENERAL TRADE REVIEW.

It is unique in the history of trade in this country to be able to say that the tide of activity in all industries has not experienced the least abatement as a result of the Wall Street panic. In all lines the changes are toward greater intensity of movement, with improving values. That this condition should follow on so severe a flurry is a most conclusive demonstration of the general strength of the situation.

The rally from the effects of the panic was prompt as to stock values, but naturally there was conservatism in the volume of trade. Still there was not the dulness that would be expected at such a time. This week shows a seesawing in the price of some most affected by the panic and by continued rumors of further consolidations. It is expected, and is to be hoped, that a return to the abnormal activity preceding the panic will be delayed for some time.

It is becoming monotonous to report simply a continuation of activity in all domestic industries. As yet the effects of labor agitation are not apparent and the pressure of demand is keeping the wheels humming at their highest speed. Building operations in the cities and country, bridges and structural work, and transportation enterprises, including cars and ships, are being pushed to the utmost. Of course, it must be at such a time that the work of strikers becomes most active; but the results of their disturbances can have but little effect outside the immediate trades concerned. Foreign trade continues satisfactory, notwithstanding threats of retaliation and heavy cuts in prices by European manufacturers. April exports exceeded those of the corresponding month of any previous year, while imports were only larger in one month of the preceding forty-five. The trade balance in our favor of \$44,029,608 indicates that gold is not sent abroad to pay

ills, but to help less fortunate nations.

In the steel industry the most noticeable feature has been the unparalleled movement of harvesting machinery and all lines of agricultural implements, indicating the general expectation of large crops and the prosperous condition of farmers, who are better able than ever before to purchase all the latest improvements in tools. Despite unusually good prospects in grain growing states, there is little sign of weakness in prices, and figures of movement show that foreign purchases are heavy notwithstanding the remarkable advance in quotations. April exports of breadstuffs were valued at \$24,406,712, exceeding every month since September, 1899, and free shipments in May thus far promise another satisfactory exhibit. Speculation has continued phenomenal in the Chicago market, where the short interest was forced to pay 60 cents for May options of corn. Subsequently there were some private settlements between the large operators and the price broke sharply. Wide fluctuations also occurred in wheat, caused by reports of insufficient rain and other threatening aspects. After each advance the decline was even more pronounced.

NEW GRAIN FROM RUSSIA.

In Manitoba they are growing to a limited extent a kind of grain new to this continent. It is called spelt and is a Russian grain. It also grows in some parts of Germany. The seed was obtained from a Russian settlement in Dakota. The peasants fleeing from the rule of the Great White Czar had brought this little remembrance of home with them. As for unnumbered centuries their ancestors had been obliged to hoard up the seed against the time of sowing and to tend its growth against the time of harvest or to suffer death by starvation, so these peasants qualified their faith in the possibilities of the new world to which they came by covertly bringing over with them some spelt. They hoped and believed and prayed that the new world would be a land beyond Jordan for them; that its plains would flow with milk and honey, but it was well to take along some spelt seed. The spelt seed was sown as a matter of sentiment finally, and when it was reaped there came the American farmer and the representatives of the Department of Agriculture to see what this spelt really was.

Some of it was sold in Winnipeg and several farmers in Manitoba agreed to try it and find out "if there was anything in it." The United States commercial agent in Manitoba thinks that there is. He says that all the farmers speak favorably of spelt and that, although the season was trying, as much as fifty bushels of grain were produced from one bushel of seed. It is a grain easily grown, stands drought better than most grains, ripens early and makes a superior feed for animals. The straw is also said to be better feed than the straw of other grains in grown Manitoba. Spelt, when sheltered, looks like a cross between rye and wheat.

The Supreme Court of New York has decided that a woman's earnings belong to her husband. The Michigan Central is talking of putting on a married man's special to run through to the Knickerbocker State without change.

Some people are like antique eggs—the better you get acquainted the more you don't like them.

OBEDIENCE THE PRICE OF SUCCESS.

Henry Ward Beecher used to lecture very entertainingly on "The Reign of the Common People." The world had grown old before men generally began to dream that a time might come when a career would be possible for any man's son who should enter the lists on the strength simply of personal force—that is to say, character and talent. The prevalence of "the democratic idea" in the Nineteenth Century gave to mankind a new conception of the possibility of success and imparted a formerly unknown impetus to high endeavor in every rank of life and every field of labor. Hereditary titles and lofty lineage were still awarded a certain distinction; but the great prizes of life—fame, power, wealth and intellectual leadership—were to be won by the stoutest hearts and the clearest heads. To do something, to make something, to say something, might then be any man's ambition, and the reward was abundant.

Assuredly this was "The Reign of the Common People." For centuries it had hardly been suspected how uncommon, how great, the son of a poor and obscure man might prove to be if only he had the chance to show his strength. It was held that people should be content in the stations in which they were born. A man took his father's trade as he took his name; and, indeed, it was the trade which gave the whole family its name, Smith or Miller. With the opening of the floodgates of opportunity to the masses, however, all the wheels of progress were set in motion. Old men and young men and men of every degree rushed in one headlong tumult of emulation to the front. That era of democracy was pre-eminently the era of individualism, and never before had the world been so rapidly enriched by the force of human industry and by the magic of personal genius. Science, literature and all the arts made prodigious onward strides and there were few who doubted that "The Reign of the Common People" was a grand and permanent success. Here in the United States especially, who could suspect that any limit might be set to the political power and freedom of the people. For here the people made the laws, elected their own public servants and rejoiced in the possession of a written constitution which guaranteed to them the enjoyment of civil and religious liberty. What more could they ask, and what was there to fear? Who, then, should gainsay the confident assertion that the great experiment of self-government, the cause of personal freedom and individual independence, was a complete success?

No present, however, can surely calculate the direction of its own development, and just now it seems obvious enough that individualism, whether or not it may ever return, has had its day. A great deal is still said about an open career for talent and the possibilities of success for the poorest of the poor. Men in high places—that is to say, men controlling very important material interests—are constantly coming forward to prove by the evidence of their own personal histories that power and wealth can still be achieved by industry, fidelity and a fair degree of intelligence. Every effort is made to impress it upon the mind of the poor boy that power and wealth are within his reach because the wealthy and the powerful will always be prompted by their own interest to reward and promote him to the extent

that he demonstrates his readiness and ability to serve them. As the young French soldier enlisted under Napoleon with a marshal's baton in his knapsack, so the young American of to-day may join the great industrial army with the brightest anticipation of advancement. On the other hand, he must understand that it is an army with recognized commanders and rigid discipline, and not by any means a free community, that he is entering. It is true that beginners in business have always been taught to obey orders and to observe certain well-established rules; but the present system has set up new incentives to obedience. The young soldier is given to understand that he has enlisted for life and that he must make the best of his place under penalty of getting "out of the swim." Well it may be asked why anyone should object to success on those terms. Certainly, it may be forcibly contended, it is not a misfortune to find one's self in a place that he may be sure of keeping as long as he shows himself capable and faithful. But it remains true, nevertheless, that the old system of individualism is gone. If the time has not actually come, it is fast approaching, when in every branch of trade and industry nothing less than ruin will follow disobedience to orders issued from the headquarters of multi-millionaires. Men of extraordinary energy and ability may achieve, perhaps, a greater financial success than they could have achieved at any former time or under any other system of business organization; but "The Reign of the Common People" meant something more than the rapid promotion of a few exceptionally able men. It was formerly the case that men of moderate means and average ability could do business on their own account, build up a more or less remunerative trade, preserving meanwhile that consciousness of independence which they regard as an inalienable right.

Success in business, therefore, means something very different from what it formerly meant in this country. But success in business does not necessarily imply success in life, and one wonders sometimes why millionaires and multi-millionaires are so generally neglected by those who deal out advice so unstintingly to poor young men just beginning to work for a living. People seem to forget or to ignore the fact that the life of a great capitalist may prove a sad failure after all. Such a man is, perhaps, more or less indirectly admonished now and then that he should devote a good part of his wealth to the relief of suffering, to the diffusion of education and to the encouragement of artistic culture; but why should he not be plainly told that he ought to learn to look habitually upon the world at large from an uncommercial point of view? A great deal depends upon the character, the accomplishments and the tastes of the governing class, and there is only too much reason to apprehend that the American millionaire is left too much to his own guidance in the realm of the higher culture.

The report that the Shah of Persia is dying would lead one to suggest that he try the heroic prescription of the Sultan of Turkey and kill his physician. Self-preservation is the first law of nature.

"Live and let live" is a good motto for all men—with the exception of undertakers and butchers.

A NEW ORGANIZATION.

A very aged saying is that misery loves company. A fellow feeling makes all men kin. It is a common practice for those who have dared and suffered together to organize and perpetuate the memories and the associations. A good example of that sort of thing is the Grand Army of the Republic, whose membership is made up of those who bore arms in defense of their country. A similar sample is the Hay Fever Association, joined by men and women who have or think they have this ailment. They are accustomed to meet every summer in some high and dry place where they can sneeze in concert and console each other. Now an appendicitis club is being started, and it is proposed to have a national organization, with state and local branches. Its founder is W. F. Fernald, of Old Orchard, Me., who parted company with his appendix vermiformis at the Massachusetts General Hospital in 1898. If he succeeds in his undertaking his association will have a large membership.

Appendicitis by that name is a new disease. A good deal of it used to pass under the general head of peritonitis, and before that was known as plain inflammation of the bowels, but under any appellation it got there just the same. If the gold cure graduates have reunions, why not those who have known the surgeon's knife and lived to tell the tale? Should the organization grow as its originator expects and hopes, there are a great many things it might accomplish. One of them would be the establishment of another memorial or decoration day. It would then become incumbent upon the survivors to put flowers on the graves of those whose eligibility for membership was spanned only by the few hours or few days intervening between parting with their vermiform appendix and parting with their lives. Great experience meetings the members could hold and delicious discussions could be indulged in, thrilling tales told and hour after hour devoted to the narration of surgical sufferings. Then in time there would spring up associations of the sons and the daughters of those who had suffered from appendicitis, just as there are Sons of Veterans and Daughters of the American Revolution. There is no end to the organizing business.

FOLLOWING A GOOD EXAMPLE.

That advertising pays is axiomatic in the United States. There are thousands who owe their wealth to their judicious and liberal employment of printer's ink. In fact the enterprising, energetic business man would as soon think of getting along without book-keepers or clerks or insurance as to try to dispense with paid newspaper announcements. What is said of individual business enterprises has wide application and is as true of villages and cities. Hitherto it has been entirely an American custom for enterprising places to advertise their attractions in the hope of inducing others to invest money there. Cities and villages that have made the experiment have found it a profitable way of increasing industries and prosperity.

England is much slower than the United States, and more conservative. For a long time the British were disposed to ridicule the booming of American towns and characterized it as a foolish expenditure of energy and money. As in other instances Great Britain at length consents to adopt American ideas and follow American

examples. Some of the English cities have recently issued attractive pamphlets for gratuitous distribution setting forth natural or artificial advantages, with the hope of inducing outsiders to come and leave a little money. Town booming has as yet gained no such proportions abroad as it enjoys in this country, but if the first experiments prove profitable in England the scheme will be contagious and other towns will catch it. The fault-finding writers of pungent paragraphs for the London and other British papers will no longer be poking fun at their American cousins on this account. They are coming to appreciate more than ever before that advertising pays and that the application of the axiom is not limited to the retail stores. Just now, unfortunately, the British have great difficulty to keep their industries running on anything like full time. What they need is not so much new factories as it is work for the old ones, but all the same they are coming to the right idea in advertising theories and practice by still further adopting American methods.

Competition with the general Government in mail carrying has been supposed impossible, for various reasons. Cost is one. Another, and sufficient as commonly understood, is the Government's assertion of exclusive rights in the premises. But this understanding is subject to exception, it appears. A company having its headquarters in Omaha has opened an opposition mail carrying service, to whose operations the legal bureau of the Postoffice Department says exceptions can not be taken. The company confines its business to first-class matter. It collects and forwards letters for one cent postage. It serves only the business portion of cities, which districts have large quantities of first-class mail matter. The saving of a cent on every letter makes a considerable item in a given time. The letters are forwarded to their destination by express, the cost of the operation being figured down to six-tenths of a cent. Receipts at the Omaha post office are said to have fallen off appreciably since this competition set in. The cut can not be met by the postal authorities, because the law fixes postage rates. Besides, the profits of first-class postage are necessary to overcome in part the deficit resulting from carrying second-class matter at losing rates. The competition does not touch second-class matter. This rivalry, if it is what it is represented to be, may have beneficial effect in the long run. It may induce Congress to listen to reason and reform the service, which does an immense losing business for a few firms, at the expense of the people at large. It will be urged, of course, by the second-class freighters, to amend the law so as to shut out absolutely competition instead of closing the door to abuse of the second-class rates. It will serve the public best by reforming said abuses, as one cent letter postage can then be extended to everybody.

Every merchant who has not already done so should write his Representative at once, urging him to work and vote for the High peddling bill, which has passed the Senate and is now before the House. The time is short and action must be prompt.

A man never becomes thoroughly depraved and beyond the hope of redemption until he begins to make excuses for attending a circus.

IMPERIALISM AND CONSCRIPTION.

One of the greatest evils of imperialism is the militarism which is its necessary concomitant. Imperialism, in the modern acceptance of the term, means the absorption of the territory of weaker peoples by the stronger nations. To keep these alien races in subjection, the application and constant presence of military force is necessary. Those nations, therefore, which engage in imperialistic enterprises must perforce increase their military establishments. Such has been our experience, and such is at the present moment the experience of Great Britain. Germany also realizes that the proper protection of her colonial empire and the prosecution of her ulterior and secret ambitions require a greatly increased naval force.

Military expansion presents comparatively few difficulties to monarchical and despotic governments, where universal military service is the law; but in such countries as Great Britain and the United States, where all military service is purely voluntary, except where the national defense is concerned, the military expansion necessitated by imperialistic ambitions involves serious problems. In countries where individual liberty is great and where wages are good, the military service in time of peace presents few attractions to likely young men. During the excitement of wartimes little difficulty is experienced in recruiting; but when the excitement disappears recruits are difficult to find.

This country has found how difficult it is to secure recruits sufficient to maintain the strength of our comparatively small standing army, and how even more difficult it is to recruit the naval service. Great Britain is at the present time engaged in remodeling her military system. The War Office has prepared a plan for the future organization of the army, which includes regulars, militia and volunteers. While the plan seems comprehensive enough, the War Office officials are finding great difficulty in securing sufficient recruits to fill up the strength of the different regiments. Men were willing enough to go to South Africa during the height of the campaign there, but army life has lost all charms since that conflict has become merely a guerrilla warfare.

So great has been the difficulty experienced in recruiting that the standards of height and weight have already been several times modified, until now it is even proposed to permit the enlistment of men as small as five feet, provided they are physically strong. The British journals, and even public men, have been hinting in a veiled sort of way at the ultimate necessity of some sort of modified conscription. The military branch must be kept up if Great Britain is to maintain her empire; hence, if men for service in the army can be had in no other way, some form of conscription or universal military service will be necessary.

THE LESSON OF THE PANIC.

Now that the excitement attendant on the recent wild flurry in Wall Street has had time to abate, and cool-headed people have had an opportunity to fully study the features of the affair, something like a correct idea of the whole matter is being formed. It seems to be a mere repetition of the same old story of the big fish swallowing the little fish. The managers of the "corner" and the speculators with unlimited resources who were able to margin their trades to any amount made money, while the

great army of small speculators who had been swelling the daily transactions in Wall Street to figures never before known saw their winnings and their money put up on margins swallowed up in a twinkling.

There will probably never be an accurate estimate of the vast sum of money lost by the masses in the excitement of two weeks ago. The few men who made all that money probably care little for the heartburnings and misery that have resulted in a large number of cases. The thing has happened so many times before that it seems marvelous that it could have been worked so cleverly this time. It is evident, however, that one crop of foolish people, eager to get rich quickly, succeeds the other with monotonous regularity, and the only new thing about the whole affair is that it is a fresh set of lambs that is shorn each time. The experience of one set does not appear to have the least influence upon those that follow.

The collapse of the tremendous speculation which prevailed in Wall Street for several weeks, while it resulted entirely from causes having no relation to general business, can not but have a bad effect by withdrawing from the pockets of the people vast amounts of money for the enrichment of a few leading speculators.

Now that the collapse has come, it may well be marveled how even the wildest speculators could have been misled into following the stock market with prices of all values inflated away above their intrinsic worth. That a collapse was inevitable was apparent to everybody not blinded by direct contact with the excitement in Wall Street. The way in which the crisis came was a surprise, it is true; but the expected collapse was none the less thorough and sensational.

The natural result of the heavy losses by the great mass of speculators will be a great shrinkage in speculative activity for some time to come. Having been burned, the mass of the people can not be expected to again tempt the fire until the recollection of the experience has been blunted by time. In the meantime, stocks and other values will gradually find their proper level and advance or decline in accordance with the shrinkage or expansion of their real worth, until a new crop of speculators take hold. For the present, however, the excitement is over.

The next session of Congress is pretty sure to find the territories of New Mexico, Arizona and Oklahoma seeking admission as states. Their population at present will compare very favorably with that of Nevada or Wyoming. It is not counted a very big city which has more population than either of the last named States. Statehood carries with it two United States senators and at least one member of the popular branch of Congress. Nevada has as many votes in the Upper House at Washington as New York or Pennsylvania. It must be admitted that there are already states in the Union no better entitled to that distinction than the territories which seek admission. It is practically certain that the three mentioned will knock at the door of Congress at its next session and will plead earnestly for what they seek.

The man who believes only half that he hears generally gets along all right if he happens to select the right half.

Clothing

London Styles Which Will Not Be Popular Here.

The newest fashion plate from London gives me a thrill of annoyance. It purports to be, and of course is, an accurate view of the fashions in vogue among Englishmen of breeding, and as the plate comes from a good house it must be regarded as authentic from the English standpoint. I find in it, however, one figure staring at me and presenting that nerve-shattering discord, the white cravat worn with a dinner coat. There has been much controversy on this point, although the arguing has been done principally by the ignorant and foolish. The only logical view to take is that a man who wears a white cravat with a dinner coat would be guilty of going into the society of ladies in the evening in a coat without tails upon it. I can think of few crimes more worthy of the attention of the hangman. The white cravat is the tribute that we pay to the sex, and to wear it with a dinner coat means that the wearer considers the society of men—to which the dinner coat should be exclusively confined—as deserving of deference as the society of ladies. I need say no more on this very painful subject except to pronounce the final judgment that a man of our class who does not know the correct occasions on which to appear in a dinner coat, and the style of cravat that should be worn with it, is past all saving. He really does not deserve to possess the price of any coat. I am not one of those who believe that all the desirable fashions are set in England. We are a young people, but we have very good ideas of our own, now, on the subject of what is genteel and becoming in dress, and there are some points that our English brethren could copy from us with advantage to themselves. If a titled Englishman visits me this year and shocks me with any such outrage upon good form as a dinner coat and a white cravat, I shall cut his acquaintance. You will observe that in this paragraph I have not employed the term "Tuxedo" coat. That term is only used by persons indifferently bred.

* * *

I am advised of another London fashion that is scarcely likely to be adopted by our own people of elegance. We consented to follow the custom established by our English brothers and sisters of dining out at popular restaurants on Sunday nights, partly because we thought it a good idea and partly because it gave Bridget and James Yellowplush a chance to attend to their love affairs. We stopped there, however, and most of us came to the conclusion that strict evening dress was not altogether good form on Sunday nights. Perhaps this was because we wished to vary the monotony of evening clothes—"dress suits," some benighted people still insist on saying—seven nights in the week. The English, however, have re-established the evening costume de rigueur for Sunday nights and have gone a step farther besides. It is correct in London now to dine on Sunday night at a fashionable restaurant and go from it to church. The rector, therefore, has the agreeable experience of preaching his Sunday night sermon to an assemblage attired precisely as it would be if he were conducting a theater instead of a house of worship: The men are in claw-hammers, the ladies décolletées. The sight must, of course, afford him

inspiration for his holy words, but we shall hardly advance as far as that in New York and Chicago. At least not this season.

* * *

My friend the cultivated tailor is not going into the doldrums, because he reports no falling off in his orders as a result of the demand for inexpensive outing apparel. This means, I suppose, that we shall wear light tweeds and chevots of the usual expensive variety in the morning during the summer, no matter to what lengths of negligee we may permit ourselves to go in the afternoon. My tailor indorses the view I expressed in my last article, that the exaggerated shoulders and so-called "military" flare at the seams of a sack coat were nightmares, and he assures me today that both will be discontinued. There is nothing very startlingly new in English tweeds, except, perhaps, a deliciously delicate steel-gray with a smooth surface faintly dotted with infinitesimal pink or blue spots of the palest possible tint. This should make a dream of a suit. The same authority tells me that the sack coat will be cut with three or four buttons and straight, although with men of good figure there will, of course, be accomplished a nice waist effect. My tailor does not attempt to exert this waist effect on humpy or gross figures, which to my mind is very just; a man with an indifferent figure may have the right to wear a coat, but it is not fair to ask the tailor to attempt the impossible with it. On the same principle it is foolish in some men that I know to blame their tailor for their trousers. The trousers constitute the simplest problem in suit-making, and any cutter can put a pair of artistic trousers on decent legs. When the legs are bowed or spavined the tailor is not to blame. In any case, a man with bow legs can scarcely be said to be well born, and in that event no one need be interested in the way his trousers fit. As to trousers, too, there is, I am glad to say, to be a sharp reduction in the wealth of material from the hip to the knee. The peg-top effect at the ankle will remain, which is very proper, for a nice effect is always gained by a difference of one and a half to two inches in the width between the knee and the ankle. A baggy thigh, however, no matter if it may have been deemed ultra-smart for a season, will work havoc with the best built pair of legs in the world, and that is very distressing.—Percy Shafton in Apparel Gazette.

Wooden Legs to Fall Back On.

Kokomo, Ind., May 18—Isaac Stevens, employed at the Greentown pumping station, who wears an artificial leg, took in the town last night, winding up in jail, minus his wooden appendage, having pledged the leg at one of the saloons, he could not recall where, for drinks. Investigation disclosed that Stevens brought five legs to town with him and left them in different drink shops in exchange for liquor. In police court Stevens offered the Mayor another leg for security on his fine, which that official declined to accept.

No matter how poor a man is, there may have been a time when he rode in his own carriage—while his mother pushed it along.

Ask to see Samples of
**Pan-American
Guaranteed Clothing**
Makers

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

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

MORRIS W. MONTGOMERY,
Lansing, Mich.

Write for prices and samples.

Values

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

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

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

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



M. Wile & Co.

Buffalo, N. Y.

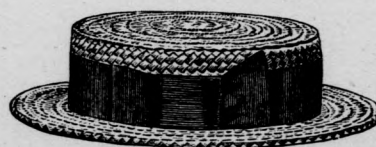
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Prices Right

Prompt Attention



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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Have shown but little change in the general character of the business this week. The demand for home consumption of all kinds has been moderate, the buying being merely for near-by consumption. Brown sheetings and drills show considerable irregularity except for export business, and export lines are firm. Ducks and brown osnaburgs are quiet at previously reported prices. Bleached cottons show no marked improvement, and prices are irregular, although without any open change in quotations. Wide sheetings are quiet; cotton flannels and blankets show a moderate business, but rather in favor of buyers, as far as prices are concerned. Denims have been rather slow, and prices remain nominally the same. Other coarse colored cottons show a very light business, and prices favor the buyer.

Prints and Gingham—There is a quiet general tone to the whole section of printed cottons. Trade has been limited and there is but little of interest to note. Spot business and mail orders continue just about the same as last week. Both fancies and staples are easy for the buyers, as far as stock on hand is concerned. Buyers display little interest for stocks coming to hand. Prices are irregular for all narrow prints, although fine white specialties are steady with moderate sales. Percalines remain unsteady, both in demand and prices. Staple gingham and fine dress gingham in leading makes are steady, but low-grade dress gingham are very unsteady.

Dress Goods—Aside from a modest filling in demand, the dress goods market is almost devoid of business. Of course, the initial business is practically all in now, and it is not surprising that the primary market should reflect dull conditions. The scene of activity has been shifted to the mills, where the work of weaving out the sample pieces goes on. The volume of business is not likely to show any growth from present standards until the jobbers, cutters-up, etc., have been able to test their trade, and secure orders on heavy-weight lines. The manner in which plain goods have dominated the situation is a distinct disappointment to a good many manufacturers. They would hail with delight any indication of a return to fancy or semi-fancy effects. As yet the fancy seems as far from taking a place in the market as early in the season. Some very fair business has been reported on chevrons and pebble chevrons in the lower grades. Homespuns have not been a success, buyers being afraid of them. Venetians, broadcloths, tricots, sackings, etc., have led the van, most other fabrics being nowhere in comparison with them.

Woolens—The late wet spring did much to restrict the retailers' sales of lightweight suits and overcoats, consequently the wholesale clothier did not get the volume of repeat business that he expected he would have received before this, and consequently the clothier has refrained from making further purchases of lightweight piece goods, except where it was absolutely necessary. What with the bad spring weather interfering with the return spring business and the conservative manner in which the clothier has purchased heavyweight overcoatings and suitings,

the goods manufacturer has run upon pretty bare times. Manufacturers will heave a sigh of relief as soon as they can assure themselves that the period of lean business is over.

Underwear—Thirty-five manufacturers of fleece lined underwear recently met and agreed to advance prices on fleeced goods and to shut down their mills at night, the mills not to run more than 50 hours per week. This move ought to put the market in this line on a firmer footing, providing this agreement is adhered to. It is hoped, for the interests of the manufacturers themselves, that such will be the case, but if the past be taken as a criterion, it will not be long before some of those thirty-five manufacturers will try to undersell their competitors.

It is not so very long ago, less than a year and a half, that a number of men banded together, under the name of the Fleeced Goods Manufacturers' Association, for the very purpose for which the manufacturers met last week, to keep prices firm. The trade smiled in a superior way and predictions were rife that it would not be long before the very gentlemen who met would be cutting each others' throats, figuratively speaking. There was no incentive to cut then, so prices held, but nothing has been heard of the association this year, to the writer's knowledge, and so their labors were fruitless, as prices have been cut so ruthlessly of late that one result was the meeting above mentioned. Whether it can do any good is, of course, a matter of conjecture, and most of the trade, remembering past meetings of the same order, are inclined to be skeptical. To use a rather slang phrase, "it is up to the manufacturers" to prove that they, the skeptics, are mistaken.

Carpets—The opening of the new fall season was practically inaugurated last week, when Alexander Smith & Sons, through W. & J. Sloan & Co., their selling agents, opened their new lines for the inspection of buyers at 3½@5c per yard below last season's prices on certain grades of ¾ goods. While one large Eastern mill is also reported to have met the concession there are other manufacturers of ¾ goods who claim that this is not necessary, and that the active business last season demonstrated this fact, and the latter feel confident that the latter prices will at least be obtained. Even those who have already taken orders at the concession are giving their customers to understand that tapestries and velvets are subject to higher prices that will prevail later. While some ingrain carpets have been shown to early buyers who have come to market, the salesmen will not start out very generally until the latter part of this or the first of next week.

Good Taste in Carpets.

Velvet carpets are now cut into rugs and used without borders, a plan which makes possible utilizing partly worn carpets of large rooms for small rooms. Few new carpets are now fitted to the corners of the room, a bare space being left if only of a few inches. The greater ease with which moths and carpet bugs can be looked after is a paramount reason for this arrangement. Fur rugs, it may be added, should not be spread in the middle of a room or across an entrance door. Put them rather where they will add comfort, as before a chair or sofa.

Man's failure in this world may often be attributed to the fact that he uses blank cartridges when firing at the target of success.

The Kaiser to Settle the Corset Question.

In Germany the physicians' appeal against corsets has met with a response from the authorities, as well as the people.

The wearing of corsets by pupils of the public schools has been prohibited and the press has unanimously approved the prohibition.

But the demands of trade are the same in all lands, and the alarmed corset-makers have appealed to the government to rescind its order, which, they say, will ruin their business.

If the German girls are forced to discard corsets in their school days, they may never resume them, and a great industry will perish. The anti-corset edict, it is claimed, is contrary to the principles of good government and sound political economy. The government's reply to this ingenious plea has not yet been made public.

The doctors and the corsetmakers may be allowed to fight it out, with Emperor William to act as umpire and final judge in the corset problem.

Lights That Fatigue the Eye.

The question of fatigue caused to the eyes by various kinds of artificial lights has recently been taken up and studied at some length by a Russian government expert, says Electricity. He says that the involuntary closing of the eye (winking) is a sign of weariness. Using surfaces illuminated by various lights, he counted the involuntary movements of the eyelid, his results being that when candlelight was used the eyes were closed 6.8 times a minute; with gaslight, winking occurred 2.8 times a minute; with sunlight, the eyes closed 2.2 times, and with electric light 1.8 times. From these facts he draws the conclusion, which seems to be corroborated by other observations, that the electric light is the least injurious to the eyesight of all varieties of artificial illuminants.

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

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$900,000.

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F. H. WHITNEY, Secretary.

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Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,
Resident Manager.

Memorial Day Decorations

Just arrived, a big line of Memorial Day decorations.

Wool Bunting Flags

Cotton Bunting Flags

Cotton Flags on Sticks and Silk Flags

Ranging in size from 2 inches to 36 feet long. Also Red, White and Blue Bunting by the yard.

P. STEKETEE & SONS, GRAND RAPIDS, MICHIGAN
Wholesale Dry Goods



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,

GRAND RAPIDS, MICH.

Shoes and Rubbers

Politeness Always Pays in the Shoe Store.

There is one thing certain. Your employer may advertise "no trouble to show goods" until the crack of doom, but the opinion of the man who goes out of the store under the circumstances cited above is fixed. That man has nothing good to say of you or the store, but something bad. When he wishes to buy shoes he will go elsewhere. In any case, he becomes one of the factors that go to make up an unfavorable or hostile influence in the community.

* * *

I have seen it happen more than once. A man has gone into a store to get a pair of shoes. He has looked at several pairs and not been entirely satisfied that they were just the kind he wanted. He has looked at other and more ornate styles. He has asked the clerk politely to show him all there were in stock. He has noted with approval the extreme urbanity with which the clerk treated him when he first came in, and the clerk's extreme alacrity of movement. But he has likewise not failed to note with disapproval the changed appearance of the clerk's countenance, of his tone of voice, and the lack of agility and the steely hardness of the clerk's eyes—he hasn't failed to notice these as he has intimated to the clerk his belief that he couldn't be suited in the store, and would have to go elsewhere. When you observe fire and ginger and fun die out of the salesman's eyes, the agility pass out of his movements, the smiling expression of his features give way to a mingled expression of disgust and indifference, then neither you nor anybody else needs to be told that you're not welcome in his store. And do you wonder at a customer's disapproval of such things or at the failure of the clerk to ever be anything else than a mere clerk?

* * *

It's what I call antagonism. And a clerk who will antagonize a customer in such a manner is manifestly not a valuable man to his employer. He should be gotten rid of speedily. I know a man who at one time was a salesman for a fruit and vegetable concern in Philadelphia. A part of his duties was to travel on the trolley to Germantown every Thursday to sell fruit and vegetables to retail grocers. He was a man past 40 then, yet he had never, so it seemed to me, learned the art of studying his customer. As a matter of fact, I never thought he cared much to cultivate a customer. He would rather be antagonistic than condescending. One Thursday, so he told me afterward, he was walking out of a grocer's place after an unsuccessful attempt to secure an order from the proprietor. And the grocer called to him:

"John! You can send me a dozen baskets of potatoes if you want to. I want to do something for you!"

"No, you needn't want to do anything for me; do it for the firm!" That was John's indiscreet response. And I think the grocer, if I remember aright, changed his mind on the spot and didn't give John the order after all. Which served John right. At any rate, John's lack of diplomacy was clearly demonstrated after this from time to time, so that his firm finally saw it and got rid of him. His \$17 position was suddenly changed to a petty \$7 cashier's position in a downtown restaurant, with Sunday work. And he was glad to get

the \$7 position, with its Sunday work.

* * *

In this connection it is well for the young clerk to remember that he can not make a habit in a moment or break it in a moment. It is a matter of development, of growth, the habit of saving. But at any moment he may begin to make or break any habit. This view of the growth of character should be a mighty stimulus to the clerk who sincerely desires and determines to live nearer to the limit of his salary. If we be conscious of any weakness and desire to conquer it, we can force ourselves into positions where we must act in a way to strengthen ourselves through that weakness, cut off our retreat, burn our bridges behind us and fight like Spartans until the victory be ours. Small salary or large salary, we can always save a little for the proverbial rainy day.—Shoe and Leather Facts.

Railway Tickets in the Slot.

Recent experiments carried on by railway officials at Berne with an automatic ticket machine, invented by a Swiss, have given entire satisfaction. The machine is similar to the ordinary automatic machines, but the glass cases contain the tickets, on which are printed the names of stations and the price of the ticket. By dropping in the right amount and pulling a handle the ticket is set free. The machinery is so well constructed that an insufficient sum or any base coins will not work the spring, and there is no danger of the purchaser losing the whole amount. The Swiss railway companies will adopt this new system during the summer months, when the invention will be given a fair trial. As the machine does the work of three men, the experiment will be watched with great interest. A somewhat similar system exists in the south of Germany for train tickets only, and it has proved a great success.

How to Lie When Sleeping.

The correct posture for sleep is to lie on the right side with the limbs stretched out to their full length, and the arms either straight down by the body or in any comfortable position, provided they are not raised above the head; the mouth should be closed and all the muscles of the body should be relaxed.

The lungs work with greater deliberation during the hours of sleep, and if the arms are raised above the head at this time and for any period the action of the heart drives the blood away from the arms and sends it to the head, frequently making one very restless when it does not prevent sleep entirely.

Saving Old Rubbers.

There is value in the discarded rubber boots and shoes. They are "worked over" into what is known as reclaimed rubber, for which there is always a good demand. Charitable organizations are making a business of collecting these old rubbers for the junk man, and the money is being wisely expended. Retailers can obtain considerable free advertising, and be charitable at the same time, by having a barrel in front of their store, and another barrel inside the store, each containing a placard stating for whom the old rubbers are being collected and for what purpose.

Fads Live Only in Dull Times.

In conversation with a shoe manufacturer who is always abreast of the times the subject turned to the many innovations during the past few years in the matter of styles. The manufacturer said: "You can put it down as a fact that such styles as shoes with soles stitched aloft and rope stitching, extremely perforated vamps, stitched heels, etc., were created because in general lines the trade was quiet. The same applies to the abomination known as needle toes, but as soon as business regained its normal condition all these fads were done away with."

Shoes must

**Fit
to
Wear**

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

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

Rise and Shine

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

Bradley & Metcalf Co.,
Milwaukee, Wis.

Shoe Dressings

If you want a first class article buy

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

For Gentlemen buy

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

ELK PASTE (Tan or Black), large size, per gross, \$4.50

SUNSHINE Dressing (Extra Large), retails at 20c

FOR SHOE STRINGS always go to headquarters.



**Hirth, Krause
& Co.,**
Grand Rapids, Mich.



It is a self-evident fact, well established by thirty years' experience, by the wearers of shoes in this state and others, that the goods manufactured by the firm of

Rindge, Kalmbach, Logie & Co.,
Grand Rapids, Michigan

for fit, hard usage and appearance, give the greatest possible amount of service at the lowest prices consistent with the use of good materials and the employment of the best class of workmanship.

The Specialty Shoe a Necessity With the Manufacturer.

No phase of shoe production is interesting manufacturers more than the specialty shoe idea. The tremendous strides that have been made in the manufacture of specialty shoes is simply astonishing and there is no one topic in the trade that would be of more interest to the shoe manufacturer in general to touch upon than a few remarks about specialty shoes.

As we all observe, more or less, there is no disputing the fact that this is a period of specialties. The idea not only dominates the shoe trade, but also in the manufacture of upper stock, sole leather, counters, supplies of various kind, as well as in other industries entirely foreign to the shoe business. Specialties are the rage and the manufacturer who has not got something in the nature of a specialty to offer to his trade is to-day looked upon as being a little behind the times.

The specialty shoe for men and women is a distinct success. There is no denying that fact. Evidence is at hand upon all sides to back up this assertion. While it has been predicted that the field would be overworked, that the specialty would soon die out, it is certainly a fact that the specialty shoe was never a greater success than at the present time.

While it has been the opinion of many men in the trade that all a person had to do was to place a name on a shoe and it would sell, such an impression has been a wrong one. The manufacturer who is considering placing a specialty shoe upon the market should do so with the intention that it will represent his ideal in shoemaking at the price for which it sells. That is, it should be the endeavor to make a reliable line of goods, so that when a trade is once built up thereon it will not be an easy matter for a competitor to step in and take the business away.

Every manufacturer should have a specialty shoe to offer to his trade. In fact, it is looked upon as one of the elements of successful manufacturing to-day. When a specialty is made a manufacturer is enabled to figure on a certain profit on every pair of shoes that he puts out. He does not have to meet the competition encountered in selling regular lines of goods.

To successfully introduce a specialty line before the retail and jobbing trade of the country the manufacturer should lay aside a certain amount of money for advertising in the trade papers, for the getting out of a catalogue and window display cards.

The trade paper is a very important point for the shoe manufacturer to consider when launching a specialty shoe. It is the daily newspaper of the retailer, inasmuch as it conveys information each week to the thousands of retailers located in all parts of the country. Advertising a line of specialty shoes makes them known to the trade, and when salesmen call upon dealers and state that they wish to show up the Know-Me specialty shoe, which has been so well advertised in the trade journals, the dealers consent to give a hearing, and as a result the salesman establishes an agency for the line.

On the other hand let the salesman go into the dealer's with a specialty shoe that has not been heard of and see what an impression he can make. Unless the salesman is a personal friend of the dealer, he will undoubtedly be met with the remark that it would not be of any

advantage. This is the case time and time again, as salesmen will tell you, and only goes to show the important factor the trade paper is in pushing the sale of a specialty shoe.

Catalogues are an important feature of the specialty shoe business. They convey to the dealer the lines that are carried in stock, and when distributed by retailers, as they very often are, to customers, aid in pushing the sale of the goods and result in material benefit in increased sales.

While the window display card is not an actual necessity in the introduction of a specialty shoe, still there are dealers who are of the opinion that it helps the sale of a shoe to have display cards in their windows advertising the specialty which they handle.

The manufacturer is obliged to carry a sufficiently large amount of shoes in stock to fill orders the day they are received. Most manufacturers who deal in specialties have so systematized their business that they are enabled to carry but a very small amount of goods in stock, and in this way do not have to tie up much money in this direction.

The specialty shoe is a fixture in the business. It has come to stay, and will increase in popularity as time goes on. It has reached a wide popularity at the present time, but its development will continue indefinitely.—Boot and Shoe Recorder.

Turn Soles Not Waterproof.

How often do you have a customer complain that the shoes sold him or her were not waterproof. Very recently the assistant buyer in a large store had a pair of shoes returned, the customer claiming that they leaked. Upon inspection they were found to be a pair of turn-sole shoes. The assistant, instead of informing the customer that it was impossible to prevent the water from going through a turn-sole shoe and that they should not be used at all in wet weather, made up his mind to have the soles oiled and returned to the customer without any word of explanation. This, in itself, would have been sufficient ground for the customer to have insisted upon more redress, as no matter what the clerk might have done, the shoes would never be impenetrable to water. Fortunately for the business of the store, the buyer stood close by and instructed the assistant to return the shoes as they were to the customer, with the information that they did not guarantee any turn-sole soles to keep out the water.

Will Congress Shoes Come in Again?

Said a manufacturer of fine shoes recently: "I believe the use of elastic gore will again become as universal as it has been in the past. If the congress shoe was once the most popular style, as it assuredly was, because of the ease with which it could be put on or off, then why should it not be again restored to its former prestige? Several manufacturers in Haverhill are making shoes with gore, and one firm received an order recently for 500 cases. A Lynn manufacturer cuts up fifty pieces every week, or several hundred yards. The lace has, of late years, supplanted every other method of fastening, and even the once-popular button boot, for both men and women, was as effectually relegated to the rear as the congress shoe. It is my firm belief that the congress shoe is again to become popular, and especially so for export trade."

Inventor of Sugar-Coated Pills.

William R. Warner, the Philadelphia chemist, who died recently, was a relative of George Washington. But his surest title to fame is the fact that he was the first man to manufacture sugar-coated pills, for which almost everybody can say "thanks." He also has another claim to notoriety in that he was the first to introduce licorice tablets.

The Lasting Tack.

The greatest grievance the shoe man has against the manufacturer is embodied in that innocent-looking little article known as the "shoe tack." This little villain is forever prodding the unprotected sole of some unsuspecting purchaser. The truth is, this tack, with the head between the inner and outer soles, has no business there, and any manufacturer who sends out shoes with these tacks left in deserves to have them returned to him, so dealers should request their manufacturers to examine all their shoes before shipping to see that no tacks remain in them. The nipper to remove these tacks costs \$3, and not every shoe man can afford to pay that to overcome the manufacturer's neglect.

The Shoe Lace.

Is there a shoe man in the country who does not waste a great deal of time every day getting the lace straight before he laces up a shoe on a customer's foot? We know it would be much easier and quicker for the retailer to wait on a customer were the shoe laces started right in the shoes before they leave the factory. Why would not it be just as easy for the manufacturer to put in the laces properly with the ends even? This could be accomplished if every retailer would mention the fact when buying shoes that the laces be put in the old-fashioned crisscross way. Not over and over with one short end and one

long end, which has to be evened up before you can lace up the shoe.

Children's Shoes.

It is a noteworthy fact that merchants are beginning to pay more attention to children's shoes. Manufacturers of specialty lines have started the ball rolling and the merchants have not been slow in taking hold. It is now possible to buy children's shoes from infants' up made with as much regard to proper measurements and style as in the best lines of men's and women's shoes. This is certainly appreciated by a large class of people and the dealers who are first in line are the ones who will reap the benefit.

A man always puts his best foot forward; a mule puts his backward.

C. M. Henderson & Co.

Western Shoe Builders

Corner Quincy and Market Sts.

Chicago, Ill.

Write us for "Helpful Hints."

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 values.

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



We are having a large trade on our tennis shoes with the famous

Maynard Sole

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

Men's Bals, 6 to 11.....40c.
Men's Oxfords, 6 to 11.....37½c.
Youths' Bals, 13 to 2.....35c.
Youths' Oxfords, 13 to 2.....32½c.
Boys' Bals, 3 to 5.....37½c.
Boys' Oxfords, 3 to 5.....35c.
Child's Oxfords, 8 to 12.....30c.

Edwards-Stanwood Shoe Co.,

Monroe and Franklin Sts., CHICAGO, ILL.



Village Improvement

Moral and Economic Influence of Civic Improvement.

From the second paper sent me on the Montclair association, I quote as follows:

The time has passed when this line of work (civics) can be spoken of as a new departure for women, for we have before us the statement that in New York nearly two hundred years ago a woman had sole charge of the street cleaning. According to a record dated June, 1711, the city government continued the widow of Andreas Donn, deceased, in the office of scavenger of Broad street for one year, at a salary of eleven pounds sterling; but Chicago has the honor of being the first city in the world to appoint women as sanitary inspectors.

This paper also speaks of the beauty of the flower beds and the smoothly shaven grass plats to be found in the circles and triangles at the junction of streets. Montclair boasts of the most humanely equipped jail in the State, with its separate apartment for women, and its sanitary and padded cell for the insane.

It is the committee on the prevention of cruelty to animals that has placed the sign posts, "Please uncheck your horses going up this hill," at the top and bottom of the mountain road. A wealthy woman who visits the town in summer has given a beautiful drinking fountain for horses, and placed it at the top of the mountain. This fountain had been offered the town council, but through carelessness it was about to lapse, when the association heard of the generous offer, accepted it, and had it placed in position.

The paving of the plaza in front of the railway station is due to the efforts of the railway committee, which visited the officials at least once a month for three years before the work was undertaken. Now the officials co-operate heartily, and do all in their power to keep the different stations around Montclair neat and attractive.

All the work is done so tactfully and quietly that many people who live in Montclair do not know of the existence of these departments; but should the sanitary committee drop its work for even one month, the change would be quickly felt. All this proves that it is not so much enthusiasm that is needed in these associations as determined patience, push and persistency that says, "This one thing we do."

A recent number of a florists' magazine contained a statement to the effect that the florists in Montclair and East and West Orange had donated five thousand chrysanthemums and one thousand

and salvias to the school children of these three towns. A pamphlet containing instructions on the care of chrysanthemums and suggestions for the beautifying of city dooryards was given out with the plants. It is to be hoped that the children will have a chrysanthemum show of their own this fall to give people an idea of the good work already accomplished, and as an illustration of what a little interest may do.

Are not the claims of the living children above those of dead authors? Or do you think these women have not a higher appreciation of a fine sonnet when they can read it in the serene consciousness of beautiful and wholesome surroundings? The slow process of educating public opinion in less wide-awake communities than Montclair is one of the most exasperating things an association has to contend with, but once won and not abused we may move mountains—at least mountains of rubbish. I have faith, too, in the educated club woman, and this improvement work is hers by divine right. The broom was put in her hands ages ago; why she has never swept the dirt further than her own back door is more than I can tell you. Time alone can tell what the outcome of the present agitation will be.

It is the moral duty of the women who are helping to put away the Nineteenth Century that we leave it cleaner and wholesomer than we found it.

Students of the Twentieth Century will ask why all towns were built so monotonously alike, and why in all ages so little consideration has been shown the health, comfort, or pleasures of the dwellers in villages. Without any hesitation historians answer the question with the same old tiresome answer, "Hereditry." When human beings first developed the idea of property rights and of parental obligations, family life in its rudest state began. Families and those related to them by ties of blood next formed clans or tribes; and as these tribes were continually warring with each other, it became vitally necessary to their existence that they should live close together in order that the clans might more easily protect their homes and property. As a further protection and as an aid against surprise, these villages of huts were next surrounded with stockades made of the trunks of trees.

These villages, too, were usually laid out along the paths made by the cattle in going to and from their drinking place in order that when set upon by marauding parties instinct would start the cattle home over the familiar path,

at the end of which the lookout would have the stockade gates open ready to hurry them in.

It can be truthfully said that every town in Europe which antedates the Middle Ages or which was built during that period, was laid out by the cows. It is no jest that Boston owes her crooked streets to the cows of Governor Winthrop and the few other colonists who were able to import cattle.

Walled cities, with their narrow, crooked streets, fit places for ambushade or assault, were the natural sequence of the stockaded village. To-day we do not wall our cities, but we have the remains of the old barbaric stockades in the fences around our yards and farms. Let us get rid of them. They are ugly, expensive things at the best. If we feel we can not dispense with them, let us cover them with vines and make them things of beauty some months of each year.

The most unique modern example of departure from the old manner of laying out a town is that of Wyoming, Ohio. It is one of the many beautiful residence suburbs of Cincinnati. The streets are laid out in curves instead of the usual straight lines. These curves are not a complete circle, but are left open at opposite sides of the circle for pretty little wedge-shaped parks, beautifully cared for. The larger part of the village is so embowered in trees that it was exceedingly difficult for my kind friends to get photographs in the newer part, where the fences are down and where flower beds flourish; but the beauty of these pictures will account to you for the extravagant praise bestowed upon Wyoming by her visitors.

The citizens organized an improvement league some years ago, and the

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

WHY USE

Bulk spices when you can buy

FRENCH'S ABSOLUTELY PURE

full weight, in quarter pound cartons, for a trifling difference in cost? No more down weight; you buy a pound and sell a pound. Quality and weight guaranteed. Try a sample order of French's Quick Cooking Granulated Tapioca. One pound packages, full weight.

WORDEN GROCER COMPANY

Exclusive Selling Agents.

GRAND RAPIDS, MICH.

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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.

next morning after the organization was effected over four hundred trees were planted. Cement sidewalks followed next. The annual dues of this association were placed at five dollars, the highest fee of any association of which I have any knowledge. But many of the members were people who, if not rich, were willing to spend freely for a short time in order to put the village in good condition as quickly as possible.

These curving streets make an exceedingly attractive town and, in laying out new suburbs, it would be well for real estate men to note the fact. To lay out a new residence suburb in this manner, leaving a large oval for a park with small park places at intervals through the streets, might attract many people for the novelty who would remain for love of the pretty place.

The enterprising people of Wyoming, urged on by the improvement association, now have all conveniences of the city, with none of its discomforts. It is near Cincinnati, and one of our great railway systems runs its lines through a tract of country covered by beautiful farms on which for several miles not a fence can be seen. The Miami Valley is famous among travelers for its beauty; with the fence blemish removed it is idyllic. People are slowly realizing that it is time to fence cattle in and let people out. The millions of dollars spent annually upon fences is frightful to contemplate.

These improvement leagues are taking hold of cities also. One of the things being tried in my own city is yet an experiment, but promises to be such a success that the merchants and business men of the city are willing to take it off the league's hands. It is a Comfort or Country Club. During a street fair held in the city in very hot weather it was suggested that we try the experiment of opening some rooms where families, but more especially ladies and children, could come to rest. We chose rooms already provided with toilet and closet conveniences, thoroughly cleaned and papered them, and furnished them with chairs, couches, and tables where visitors could eat the lunches brought with them. A matron was put in charge, who made fresh coffee and tea if desired, or heated that brought by the visitors. Parcels were checked, and the toilet rooms kept supplied with stacks of fresh towels. Unfortunately, we failed to keep a record of the number of visitors, but we never had room at any one time for all the people. The rooms were furnished with spare furniture from the league members' homes. The rooms were given free, and the ice man kept the cooler constantly supplied with ice water free of charge, so that our entire expenses were for cleaning and papering the rooms, and for a matron.

Deep and fervent were the thanks for use of the Comfort Club; many the stories told by ladies of discomfort and even suffering caused by a day's shopping in town. The business men of our city now propose to build a suitable building for this club. Airy, clean, sunny rooms, where people can have large, clean toilet rooms, a lunch room, where simple refreshments may be bought or tables provided upon which to spread food brought from home, check rooms, sitting rooms and a smoking room for the men will be provided. There will be a matron to care for drowsy, tired children while the mothers shop. Time, no doubt, will suggest many other things to us. For this it is

proposed to make the annual dues simply cover the expenses. We hope to have family tickets as low as two dollars, and individual membership fifty cents. We will make it less if possible.

Such work as this is legitimate work for improvement associations, and has its moral influence as well. It brings about what is sadly needed, better relations between city and country people. It brings money to your city or town in that many people will come to shop who cannot stand the fatigue of a day in town without some such convenience.

Jessie M. Good.

The Market Day Scheme in Small Towns.

To hold a market day under favorable conditions the merchants of the town should hold an informal meeting and should agree to work in complete harmony for the benefit of their community. A small sum of money should be contributed by each merchant into a general fund for the purpose of paying the expenses of advertising these market days and, in addition, each merchant may offer merchandise or money as prizes each market day. After the necessary funds have been raised, anywhere from \$50 to \$200 for the season, the merchants should agree upon the dates for the market days. In some communities they can be held twice a month with profit, while in others it is better not to hold them oftener than once a month, much depending upon the size of the town and the extent of territory tributary.

In advertising the market day, the merchants should make free use of their county papers, and in addition, if they have the funds available for the purpose, they should get out large posters and have them posted throughout the county.

The idea in holding the market day is to attract the farmer trade from as wide a range of country as possible with a view to advertising the advantages of trading in the town or city where the market day is held. For this reason farmers should be provided with every convenience possible to the easy transaction of their business. A baby show may be held in one of the halls in connection and cash or merchandise prizes may be offered.

The stock show may be made an important feature and an auctioneer should be provided for the farmers who have stock or produce which they desire to sell at auction, that an auction may be held during the day. If merchants desire to attract trade they may offer a leader in the bargain line for market day only, and in doing this there should be a concert of action, each merchant offering a bargain on a different line of goods. These bargains should be on special lines, and care should be taken that there is a little profit left to the retailer for handling the goods so advertised, that he may come out whole on the deal.

An important feature of market day might be a public dinner in some hall to all the farmers and their families who visit the town on this occasion. This dinner could be contributed by the different residents of the village or town and could be arranged by the ladies with slight expense. Anything that appeals to the stomach of the average farmer is pretty sure to open the way to his heart, and this dinner free of charge would be a great attraction. If it is decided upon it should be well advertised in the farming communities.

Market days may be started now and

continued up to harvest time, when they should be omitted for a couple of months, or they may be abandoned altogether then if the farmer trade has become accustomed to trading in your city or town. They will serve to attract immense crowds of farmers, and with some communities they are general holidays, during which the farmer brings his whole family to town, buys goods and has a good time. The number of people attracted by these market days will depend upon the population of adjacent territory, but it is assured there will be a large crowd, the merchants will do an immense business, and the town or village will be advertised as a market for farmers to buy and sell their goods in a most effective manner.—Commercial Bulletin.

What the Public Concludes.

John Wanamaker or some equally good authority has said that the cessation of an advertisement in a popular and well circulated journal indicates to the public:

1. Either that the firm has quit business or is closing it up.
2. Or have found their goods unsalable in competition with better advertised and better pushed goods and therefore withdrawn from the general market.
3. Or the firm has lost enterprise or got into a rut, any of which causes diminishes public confidence and makes buyers, distrustful of liberal or prompt treatment.

Modernized.

"The pen is mightier than the sword," quoted the man who clings to proverbs.

"My dear sir," rejoined the modernist, "it is no longer a question of pens and swords. The debate now is as to whether the typesetting machine is mightier than the Maxim gun."

The Biggest 10c Assortment in the Market.

ORDER ONE TO COMPLETE YOUR LINE FOR SPRING TRADE.

DECORATED ASSORTMENT NO. 10.

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

12 Dozen

Price, including package,
\$10.80.

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

DEYOUNG & SCHAAFSMA,

Manufacturers' and Jobbers' Agents in
Crockery, Glassware, China and Lamps.
112 MONROE ST.,
GRAND RAPIDS, MICH.

A "repeater" in Politix is a bad proposition, a Knoosence, and a Kriminal and there's no room for him on Irth. The disreputable Kandidate and the Policeman only are looking for Him.

BUT

A "repeater" in merchandise is Entirely different and everybody is looking for THEM—Policeman and all.

BOSTON BREAKFAST BLENDED COFFEE is the best repeater on the market. We had to look for it—looked hard—but you don't have to. Simply send us your order—Money in it FOR YOU too.

OLNEY & JUDSON GROCER CO., Roasters,
Grand Rapids, Mich.

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.

Woman's World

Preparatory School For Matrimony and Motherhood.

The cheering news comes from England that an institution is to be started there for the manufacture of domestic angels. An enterprising gentleman is going to open a school for wives in Chelsea, in which he proposes to teach girls all those things about making a happy home that their mothers ought to teach them and don't. Nothing could come nearer to meeting a long-felt want than such an institution, and the very suggestion that it is in contemplation is a happy prophecy of a domestic millennium.

It is a recognition, for one thing, that being a wife and mother is a profession that is important enough to be worth preparing for, instead of being merely an accident, like being struck by lightning, and which nobody could be blamed for not being ready for. In all good truth there is no other thing in the world that is stranger than the way in which we all, men and women alike, look at this subject. In the hands of the woman who makes the home lie the physical well-being, the mental peace and the happiness of the universe, yet women have never regarded it as an occupation of sufficient dignity to require that a novice study it before she undertakes to practice it. Men do not think it a calling important enough to be worth more than a woman's board and clothes in wages. It is not even classed officially among the gainful occupations.

No woman would be allowed to practice medicine unless she was qualified for it by years of study of the art of healing. No woman expects to teach without long preparation and study. She would not dream of becoming an artist or a writer or a stenographer without serving an apprenticeship and learning her trade, but we all go upon the assumption that any sort of a tyro can jump out of the ball-room into matrimony and make a happy home, as if a knowledge of the most exacting business on earth came by nature, as Dogberry thought a knowledge of reading and writing did. On the contrary, through our mistaken system of rushing a girl into a career for which she is not prepared, a knowledge of it comes through blunders and mistakes and tears and tribulations and often and often broken hearts and wrecked homes, and many a time by the day a woman has learned her profession it is forever too late to practice it.

One of the incomprehensible things of life is that the mothers, who themselves have been along this rough pathway, do not try to protect their daughters from its thorns, but they do not. You would think, from the way the average girl is raised, that her mother never expected her to marry or have a home of her own, yet matrimony and housekeeping are the natural destiny for ninety-nine women out of a hundred, and what we would choose for the hundredth if we could. To send a young woman into it, fully equipped with an expert knowledge of how to run a house, is to insure her success and happiness. To plunge her into it without one idea, of how to manage it is just as certain to doom her to failure and misery. If you start two ships out to sail the seas, and one is piloted by a skillful navigator and the other is run by an ignorant land lubber who has never seen salt water before, the duller per-

son alive must know which ship will go to pieces on the rocks. Yet this is what millions of mothers are doing all over the country. It is almost unbelievable that any woman can be reckless enough to take such chances with her daughter's happiness.

I heard a woman say once: "I never intend to teach my daughters anything about cooking. They will learn when they have to. I wasn't taught and I learned." "Yes," replied her husband, "but you gave me dyspepsia for life while you were learning." We have all listened hundreds of times while women related funny stories of their experiences with servants and marketmen in the early days of their housekeeping—stories that are amusing enough in retrospect, but that were tragedies to the poor, little, ignorant brides—but these very women are not trying to protect their daughters from similar disasters. The first disillusion many—nay, most—husbands get is from the bad housekeeping of their wives. It is unromantic, but it is a fact, that you can drown love in muddy coffee and choke it to death on tough steak and kill it beyond the power of resurrection with soggy biscuit. Be sure that it is at a bad breakfast table that the young husband begins to suspect he has made a mistake in marrying and missed his affinity, and that if there were no bad breakfast tables he would go through life without finding it out.

There's no use in saying this is putting things on a low plane. It is simply taking human nature as it is. Plain living and high thinking may be enough for a philosopher. People in novels can even exist on sentiment alone, but in real life we can not rise much above our surroundings. We are never critical of those who make us comfortable, but there's precious little affection that will stand the wear and tear of bad meals and slovenly housekeeping. The woman who understands the fine art of making a comfortable home does not have to sue for our love. She can command it.

This is the practical side of the school for wives, but the institution will fall far short of its duty if it stops at that. A clean hearth and a good dinner are a great deal, but they are not all, and inasmuch as most women are fairly intelligent it does seem as if they might be taught to avoid some of the other pit-

falls of married life. I have often thought that if the average wife would give as much thought and study to trying to understand her husband's peculiarities as she does to attempting to find out what Browning thought he thought, the world would be a lot more cheerful to live in.

In the first place I think somebody ought to endow in the school for wives a chair of "perennial fascination." Cupid is always painted with wings. This is to show that he can fly away from us. Women seldom understand this. They think that because a man loves them once he will go on doing it from the cradle to the grave. It is a cheering and comfortable faith and they take liberties with it. Many a man who falls in love with a girl because of her daintiness and charm and wit and amiability never sees that side of her character again after they are married. She wears her dowdy clothes for him, she saves her amiability for strangers, and her brightness for chance visitors. I humbly maintain that the man who pays a woman's bills has a right to the best she can give, and I have never yet known a single wife who persisted in

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



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

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

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

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

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

THE IMPROVED
Welsbach HYDRO-CARBON
LAMPS

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No Odor. No Dirt.
No Smoke. No Wicks.

GUARANTEED

TO BE

5 TIMES

CHEAPER THAN KEROSENE

AND TO GIVE

3 TIMES MORE LIGHT

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

OUR GUARANTEE MEANS SATISFACTION OR MONEY REFUNDED

Write for illustrated catalogue and special prices to

A. T. KNOWLSON, 233-235 Griswold St., Detroit

Conducting Michigan supply depot for Welsbach Company.

They all say

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

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

regarding her husband as company who was worth fixing up for and entertaining and pleasing who had to complain of his defection from his own hearth and home. The arts that caught a husband will hold him, but a woman ceases to exercise them at her peril.

I would also suggest a thorough and exhaustive course in the science of tact. There are some women who enjoy bumping against things they might just as well walk around. They are hopeless. But surely it is merely ignorance that makes so many wives run up against all the angles in their husband's characters. Could not women be taught not to bring up disagreeable subjects and subjects on which they know beforehand they are going to differ? Could not a wife make a cast-iron resolution and stick to it not to argue? Could not she be instructed in the art of rubbing the fur the right way, instead of the wrong? Could not she learn to praise him for the things he does well, instead of forever harping on the things he does wrong? Every one of us knows we can be led, where no power on earth would drive us. We know that half the time, whether we agree to a proposition or disagree depends altogether on the way it is presented to the very words in which it is couched.

I have never heard a domestic spat—and it has been my ill-fortune to hear a good many—where I did not feel like going up and giving the wife a good shaking for being such a chump as to spring that particular subject at that particular time in that particular way. I do not say the woman is always to blame. Far from it. Men are often very pig-headed and unreasonable, but if you have a pig-headed person to deal with the art of the thing consists in treating him as if he were reasonable, and when you find you have stirred him up in an ugly temper, to give away without a fight, for the time being. The secret of great generalship is knowing when to attack and when to withdraw.

To my mind, though, the most important thing that the school for wives can teach is to imbue women with a respect for personal liberty. The rock on which more domestic happiness is wrecked than any other is the idea that there has to be a boss in every family. It is what makes the marriage tie the tie that binds and chafes and the home a jail that everybody wants to escape. The desire for freedom is the one unquenchable passion of the human heart, and I think a woman never makes so fatal a mistake as when she tries to interfere with all her husband's outside interests and amusements. There are wives who wage an unceasing war against their husband's clubs and lodge meetings and who make a scene every time a latch key is mentioned. Whether the club is the enemy to the home it is represented, I do not know, but I do know there is no other way so fatally sure to drive a man into one as to oppose it.

There are too many women who, when they marry a man, want to henceforth pick out his clothes and his friends and dictate to him what he shall eat and what ticket he shall vote. It never occurs to them that by the time we have reached 25 or 30 years of age we have all hit upon the plan of life we like best and that the person who tries to upset that runs a tremendous risk. The wisest woman is she who recognizes her husband's right to his own tastes and prejudices and who

makes him feel that she wants to merely add to his pleasures, not curtail them. Having liberty to do as he pleases, he generally pleases to be bound to her, hand and foot. It is worth while for women to remember that we seldom love our jailors.

Of course, these are merely a few suggestions. The subject is as boundless as the need for a school for wives. There is one important point, though, that the philanthropist who is going to start it should not overlook: It should be made a coeducational institution. There are just as many men who need instruction in the art of being good husbands as there are women who need to be taught how to be ideal wives. Dorothy Dix.

The Domestic Tyrant.

You may talk about the despotism of czars, the iron rule of emperors and the divine right of kings, but every potentate under the sun must bow his head before the all-conquering sway of one small infant who rules with the most relentless tyranny the household it has come to bless, and who will not allow even visitors the privilege of monopolizing attention for more than a few minutes at a time.

This is the baby of the moderately well-to-do couple, who can sometimes afford a nurse, but, whether they can or not, always have the baby strictly in evidence. When the mother and father give out entertaining him, the task is passed on to the grandmother, who feels honored, despite her rheumatism and gray hairs, in being permitted to make a horse or bear or bow-wow of herself, whichever the juvenile tyrant prefers. Visitors are also expected to look upon sacrificing themselves on the altar of the baby as a sacred privilege, and if you draw away your best frock from the sticky little fingers or show a disposition to protect a new coat from being plastered over with molasses candy, it is a deathly offense to the doting parents. They can not understand how anyone could object to the print of dear little Johnny's fingers on their new lavender trousers.

To the worshipping relatives this kind of thing is all very well, but it does look as if even parents might recall, now and then, that baby reminiscences are not very exciting to outsiders and that, angelic as baby's presence is, it might be dispensed with temporarily now and then. It is rather hard on the man or woman who consider themselves good conversationalists to have their narrative interrupted just at the laughing point by the adoring father attracting attention to the cunning way in which baby is watching your gestures. But to object to it is lese-majeste. Unless you rave over the cause of interruption, as if that were the point of your story, you are voted a tiresome old creature, with no appreciation of a good thing when you see it.

When you visit a house in which a baby dwells you must be prepared to put all of your own interests in the background and forego all rational conversation. The brightest witticism falls flat before infantile volapuk, and if you could announce that the allies had begun war in China or communication had really been established between the earth and Mars, it would not create half the sensation that the thrilling news that baby had cut a tooth would produce.

It is all very well for parents to sacrifice themselves to their children if they want to. That is their affair, but it does look as if it would only be hu-

mane for them to remember that there are others, and that upon occasions even the baby could be required to take a back seat with profit to all concerned.

Cora Stowell.

Summer Homes.

The effect of summer cottages can be brought into the stuffiest of city homes with a small outlay of cash and ingenuity.

A few changes of curtains and draperies will effect an almost magic transformation.

Take down the heavy lace winter curtains and substitute light fish-net draperies.

Lay matting when it is practicable.

Substitute a cover of denim for the heavy and expensive Bagdad couch rug.

Save a summer's wear on your expensive sofa pillows by encasing them in slips of light flowered cretonne.

Take down all heavy pictures and tack up summer posters and light-framed photographs in their stead.

Banish all superfluous knick-knacks and furniture. A room looks better a little empty in summer time than when filled to overflowing.

Baby Weighing Less Than a Pound.

Raleigh, N. C., April 25—The smallest baby in the world, according to all medical records, was born in this city last Saturday. The mother gave birth to twins, and one weighs four pounds, while the other weighs only fourteen and three-quarter ounces. It is perfectly formed, and seems to be entirely well. However, the physicians say that it will not be possible to raise such a child. The little youngster is about the size of an ordinary cigar. The parents are respected citizens living in the suburbs.

It is rather discouraging to a man to be forced to wait until he is dead in order to discover what a good fellow he was.



Don't you buy an Awning until get our prices

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

(SEE CUT)

and we will send samples and bottom prices.

CHAS. A. COYE,

11 Pearl Street, Grand Rapids, Mich.

GAS READING LAMPS

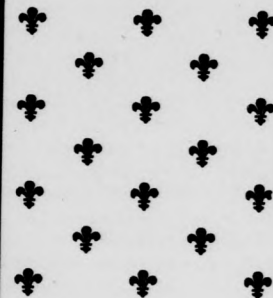


No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

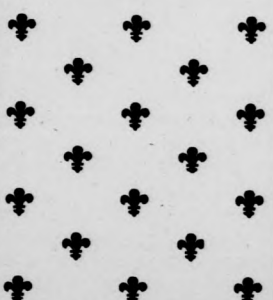
A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3.

Suitable for offices and stores as well.

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



Maple Cake



Has lots of genuine goodness.

Worth

Every bit of 10 cents a pound to any merchant.

Designed to Sell, Please, Duplicate.

IOC

in boxes and glass front tins.

If you wish sample, a card will bring it.

Sears Bakery

Grand Rapids, Mich.

Hardware

Department Store as Related to Manufacturing, Wholesaling and Retailing.

Round about the citadel of retail trading, creeping nearer and nearer, ever comes the threatening monster that must be driven back by the united front of the retail dealers before they are swept from the sea of action into the gulf of involuntary bankruptcy, and while they plead for a four dollar a week situation, their little ones cry of hunger. This is no fairy tale, but can be verified in every large city where dwells the department store. Thousands of small prosperous firms have been wiped out of existence and business men and their families brought to penury. There is no fancy about these things, nothing but the cold, naked facts, and as you press them home to yourselves, your business, and think of those dependent upon you, wife, children, mother or father, it is like cold steel to the heart.

This country is the fairest and brightest on earth. Our cosmopolitan people acknowledge no superior people in the world. In wealth, natural advantages, endless resources, we are peer of peers. Give our people, our tradesmen, equal advantages under the law, and there is no country on God's footstool where man can work out his own salvation and carve his way to an honest livelihood with better results than in this our America.

There is hardly an American school boy who is not conversant with the facts that caused the thirteen colonies to organize and fight to death. It was trade oppression, oppression of the mother country. Trade oppression forced by the concentrated wealth of the Old World that led to Lexington, Yorktown and a thousand battle fields where the rich, warm blood was drunk up by the virgin soil. It is not that sort of trade oppression that confronts us now, or we would up and at them with shotguns.

For the last ten years in this country we have seen the rapid centralization of wealth. In that time combines, consolidations and trusts have grown to an enormous extent. Through them, large businesses have been developed and smaller ones have been wiped out of existence, and the small business concerns no longer hold a tenure of life warranting an honest livelihood.

These are the things we must contend with. These are the things that retail business men should seek to correct—seek to correct by the establishment of better business methods. The work is almost wholly an educational one. You do not seek by force to compel the doing of certain things, or the undoing of certain things; you are not arbitrarily trying to enforce certain edicts, but by education, by the argument of numbers, by numerical strength of argument you seek to reform the abuses without encroaching upon the rights of anyone.

In considering the questions of trade reform we must first consider the prime factors in trade as three, Manufacturing, Wholesaling and Retailing. No one of these factors is to blame for all the ills, upon no single one can you lodge all the responsibility, neither can it be expected any one of the factors can do or should do all the reforming. Each one has a part to do, each one has a duty to perform, and only by a united co-operative work can the problem be solved and trade methods cor-

rected. Somehow fate has decreed that the retailer should begin the initiatory work, not that he is the greatest offender, or that it is his province to do so, but because he is the greatest sufferer, feels more keenly the burden which falls heavier and heavier year by year upon his legitimate earnings, making it less and less inviting to stand at the consumers' doorway holding stocks for his inspection and possible purchase.

So much for the several factors in trade. What of the offenses, what of the remedies, what of correction? Fifty years is not such a long period of time; many of you can perhaps span it with your memories and to those whose years will not permit, our history is so fresh they, even, can comprehend the changes in the commercial life of this country within the last half century. Fifty years ago, at peace with all the world, under normal conditions we were steadily but solidly building the greatest country of all the earth. In an evil hour came internecine strife and war, war begat want, want begat inventive genius and all begat expansion. In the midst of calamities and trouble we began and prosecuted the most rapid development the world has ever known.

We have, I believe, however, passed our greatest years of expansion and development. Never again, in our lives or the lives of generations to follow us, will be seen such rapid strides in development, probably, as were made from 1880 to about 1890. It was then a mad, eager, breathless race of expansion and development. In that time more than a million emigrants sought our shores, quite two millions of people emigrated from the East to the West, building new homes, villages, towns and cities and with such development and expansion came constantly increasing values.

The primary cause of our great commercial prosperity then was the rapid peopling of the West. There was then such an active demand for raw material and manufactured products as to give our entire commercial being a buoyant, enterprising, speculative tone. Money-making was then an easy matter to those engaged in mercantile pursuits. The agriculturist, also, accumulated wealth. It was not necessary then, as now, that he who engaged in commercial trading should be an expert; nor was it then necessary to throw safeguards around business transactions, as under the then expanding and growing conditions he who was fairly active and attentive to business was usually successful, because market prices were in the ascendancy. Reparation for the wasteful war of the sixties went on to its completion, and with its completion came a reaction from our too rapid development of expansion. The great army necessary for the exigencies of war and of development became an idle horde. Our home productions were many times greater than our consumption. Foreign demand for our products greatly lessened development and home productions abroad closed their markets against us, and we awoke from a period of the greatest prosperity and industrial development the world ever knew to face one of depression and a more moderate pace for future business advancement.

From a period of land labor and hand production, we, before the thought of time, emerged into a period of large and cheapened machinery productions, where a single little machine produces in less time the represented labor of fifty

or a hundred men. This changed condition of affairs necessitated retrenchment, reforms, lessened prices for our products because of lessened demands, lessened productions because of already overcrowded markets, hence lessened marginal profits because of enforced economy in living. Even mother earth has not at all times been called upon for her most bounteous yields.

No matter what the product, expansion demanded the goods. The limit reached, the demand lessened, and then came a crash, followed by several years of depression from which we are slowly recovering. With increased output came increased strife among manufacturers to disposed of products, then also came renewed vigor to minimize cost of production. Not only was a few cents figured upon, but even fractions of 1 per cent. have been counted in the cost

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GRAND RAPIDS, MICH.

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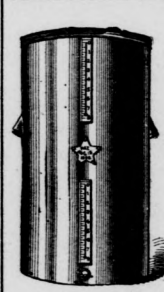
"Quick Meal" Gasoline Blue Flame Oil Stoves and Steel Ranges

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Your stock is not complete without you have the

Star Cream Separators

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

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

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

PRINTING FOR HARDWARE DEALERS

Tradesman Company
Grand Rapids.

column. Every new device, every new machine possible has been brought to the aid of a lessening of cost and when those measures offered nothing more, then adulterants came into use; every one of these things has been a robbery upon labor. As labor earned less so did it expand less. Again, as conditions cut off demands you have seen the larger manufacturers and capitalists organizing combines and trusts to control output and manipulate prices, and again the competitive power is forced harder and harder upon the retailer.

Fifty years ago the wealth of this country was more evenly distributed. There were then few millionaires and multi-millionaires. To-day the wealth is largely concentrated, there are many millionaires and not a few multi-millionaires. One of our United States Senators is authority for the statement that fifty men can block every industry, stop every wheel, paralyze all business. Another ex-Senator is authority for the statement that sixteen million men own and control three-quarters of all the wealth. Such, seemingly, are conditions to-day.

Then what is the manufacturer's offense? That of forcing competition to a ruinous point. Again, you may safely charge many manufacturers with unloading surplus stocks upon the catalogue, jobbing and department stores at cost or nearly absolute cost prices, thus greatly intensifying competition. What of the jobber or wholesaler? He had trailed along after the manufacturer, yielding up to his influences and aiding in the bearing processes. What of yourselves, the retailers? You have caught the infective spirit and beaten down still further the marginal scale until many of your co-traders have yielded up their last quarter, if the hateful assignee has left as much as a quarter out of the assets.

The manufacturer and wholesaler is to-day engaged in building trusts and rearing a hydra-headed monster tenfold more threatening to our people, their cause and their Americanism than any specious political monstrosity ever yet conceived or dreamed of. You retailers stand agape, unmoved, inactive, because no one points the way. Your mission is neither an idle nor a curious one. It is not your province to act alone for your salvation as business men, but to act for all the people, for our country, her highest aims and greatest ambitions. These are the conditions that now confront you, the retail business men of to-day, and it is your mission to so shape the commercial affairs as to continue a forward movement. To no class of people are delegated greater or more important functions of meeting these conditions and guiding the commercial craft through troubled waters to a safe mooring than to the retail merchants.

During the years of our too rapid development, large industries were built up, and smaller ones begun. Under various forms of improved machinery and man's cunning, our manufactured products multiplied beyond our requirements, until we have to-day largely a congested market, crowded to a limit beyond our consumption. This state of affairs has led to scheming and all forms of cunning to keep our factories and their enormous product disseminated. Adulteration of food products, deceptive and false advertising, false schemes of all sorts have been brought to bear in the pull for business. Selfishness,

avarice and greed have largely governed trading.

The manufacturer finds it hard to dispose of his large products, he has figured down and down minimized costs, he has taken from labor the last possible farthing, he does not want his plant to remain in idleness and disuse, he has a most kindly feeling towards labor—labor created his wealth, labor encouraged by demand builded his great factories and he can not turn it adrift upon the world empty handed and alone; he ponders, hesitates and makes another desperate effort. His surplus stock goes to Mr. Department, at a large sacrifice, often bare costs.

Again the mill grinds and labor finds employment at scarcely living wages, and prosperity's sun apparently shines for the manufacturer, but nay, his job lot sales have cut the gordian knot of your prosperity by building round about you a competitive dealing that reads ruin to him who follows it. Again comes hesitation, reflections, followed by combination of capital, organized trusts, every one a threatening monster. The raw product is controlled, labor is controlled, output controlled, prices controlled and again prosperity's sun apparently shines for the Trust.

C. W. Aldrich.

We Need Macaroni Factories.

After a successful endeavor to introduce macaroni wheat into this country the Department of Agriculture is confronted with the discouraging sequel that there is no factory at which to market the product. Macaroni, it should be explained, requires a certain species of hard wheat for its manufacture. Efforts have been made to use the ordinary American wheat for this purpose, but they have not been entirely successful, and at present nearly all the macaroni used is imported. The Department sent abroad and secured from Algiers and Russia the particular kind of wheat used in the Italian and French macaroni mills, and has succeeded in making it grow in several parts of the West. Now the authorities say that there is an opening for some bright young macaroni-maker and an accommodating capitalist.—New York Post.

Happened Right in the Family.

The cross examiner was a smart man, whose object was to disconcert the witness and discredit his testimony.

"What did you say your name was?"

"The first question."

"Michael Doherty."

"Michael Doherty, eh? Now, Doherty, answer this question carefully. Are you a married man?"

"Oi think so, Oi was married."

"So you think because you got married that you are a married man, do you? Now, tell me whom you married."

"Who Oi married? Oi married a woman."

"Now, don't you know better than to trifle with the court? Of course you married a woman; did you ever hear of any one marrying a man?"

"Yes, moi sister did."

Economy in Tobacco.

A man who chewed 20 cents' worth of tobacco each week concluded to take the tobacco cure. In two weeks he ate up \$1.20 of cure and for the next two weeks he used 10 cents' worth of candy, 5 cents' worth of cough drops, 5 cents' worth of peanuts and 5 cents' worth of chewing gum. During these two weeks he also consumed two large rubber erasures and ate the rubber tips from 14 lead pencils, chewed up a dozen penholders and browsed off his mustache as high as he could reach. He now chews tobacco for the sake of economy.

Promptness

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

They will be shipped on the first train.

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

Therefore, prompt shipments.

BROWN & SEHLER.

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BUCKEYE AND SUMMIT SEWER PIPE CO.

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Write us for Discounts

No More Dust

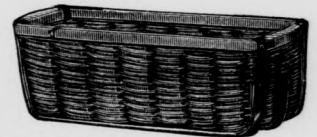


Reservoir is IN the Brush

Construction too simple to get out of order.

WIENS BRUSH CO., Milwaukee, Wis.

Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich.

Are You in the Market

For anything in our line? If so, don't delay purchasing, as materials are advancing in price so rapidly that prices on the finished product must be advanced very soon. And if you are looking for

SHOW CASES

the sooner you place your order the better it will be for your bank account. Glass has doubled in price since December, while Our Prices remain the same as then. Wouldn't it be well to buy before we are compelled to raise our prices? Think it over.

GRAND RAPIDS FIXTURES CO.

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

A. B. KNOWLSON,

—Wholesale—

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

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OFFICE: COR. PEARL AND MONROE,

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OLD RELIABLE B.L. CIGAR ALWAYS BEST.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

The Meat Market

Lean Meat Essential in Mutton.

I have been looking back fifty years or so to the old times when I was raising sheep for the market in England, and have been making comparisons between conditions then and now, as to relative demand for mutton sheep. Forty-five years ago I trudged on foot to the Exeter market in Devonshire, England, driving fifty head of two and three-year-old Devon long-wool wethers, weighing over 300 pounds, live weight, each. I sold them to go to the market of Dublin, Ireland, and often wonder what a man could get for the same class of sheep at the Portland stockyards, regardless of the demand for shipment to the Klondike and Nome City. Where would the profit come in, to raise the 300 pounds of heavy mutton, compared with 300 pounds of early lamb?

In Western Oregon, where I live, the profit would be a minus quantity, for the lambs would show the greater margin of profit every time. In Western Oregon, to raise early lambs for the market, we breed the ewes in January or February, and feed them well, or put them on good grass before putting the rams with the ewes. This insures more lambs and stronger ones. I do not feed much grain to ewes before lambing or for a few days afterwards. Later I give a liberal grain ration. The common range ewe of Eastern Oregon, being bred to a Dorset, Shropshire, Lincoln, Oxford or Cotswold ram, and only one lamb being produced, the lamb should gain five pounds per week from birth, provided the ewe has plenty of green feed. At two months old the lamb should be fit for market, and at present prices should bring \$3.50 each in Portland. The same sized lamb would realize in New York \$5 to \$6.

There is more money to be made from these lambs than from any other class of lambs. In early mutton, if fat, there is always plenty of lean meat, for the reason that, in a growing sheep, if fed well, the muscle is rapidly developed. The presence of plenty of lean meat in mutton sheep is essential.

The trouble with most sheep sent to market is that there is not sufficient of lean meat, and, when ready for the table, it takes half a dozen chops to make one meal for a hungry man. It is early mutton lambs that are winning the market, and teaching the American people what is good mutton, and this is brought about by using the mutton breeds of sheep on our common stock of ewes. Let us always bear in mind that it costs three-fourths less to raise a lamb to weigh 40 pounds at ten weeks old than it does to raise a 40-pound lamb at six months old. It is the early maturing sheep that pays the breeder. In conclusion, I favor the Dorset as the best early lamb producer, although I am not prejudiced against the other mutton breeds, for the reason that they are all good.

Richard Scott.

Interests of Feeder and Packer Not Harmonious.

I am inclined to think the Angus surpasses all other beef breeds as a perfect model of the butcher's type, and that the Hereford in some respects surpasses the Short-horn in the estimation of the packers. As a breed the Angus and the Hereford are considerably smaller and finer boned than the Short-horn when kept to full maturity. But the interests

of the practical feeder and producer of beef are not altogether in harmony with the interests of the packer. The packer's profits are very largely commercial matters of cold calculation. I apprehend that they have little relation to the cost of the beef to the producer. The sum the producer realizes from his labors depends as a rule upon the cost, weight, quality and price of his finished product. The packer may be realizing his largest returns when the producer's losses are greatest.

The producer and feeder naturally prefer the steer that will make the greatest gain in the shortest time and bring the largest return for the feed consumed. Nor is the breeder so much concerned in developing a breed of cattle that will increase the profits of the packer as he is concerned in developing a breed of cattle of such general usefulness that it will in its widest scope bring the largest returns to the producer. This might be further illustrated by the packer's advice to the hog breeder to breed Tamworths, while the hog breeder, consulting the interests of his own pocket, continues to breed Poland-Chinas and Berkshires. The premium on bacon hogs has never been large enough to justify the American farmer in making a specialty of them. And notwithstanding the superior size of the Short-horn, he continues to sell in competition with the other beef breeds quite satisfactorily to the feeder who is fortunate enough to have him. They must certainly combine quality with size in a wonderful degree, or there would by this time have been a perceptible premium on the other breeds.

S. C. Hanna.

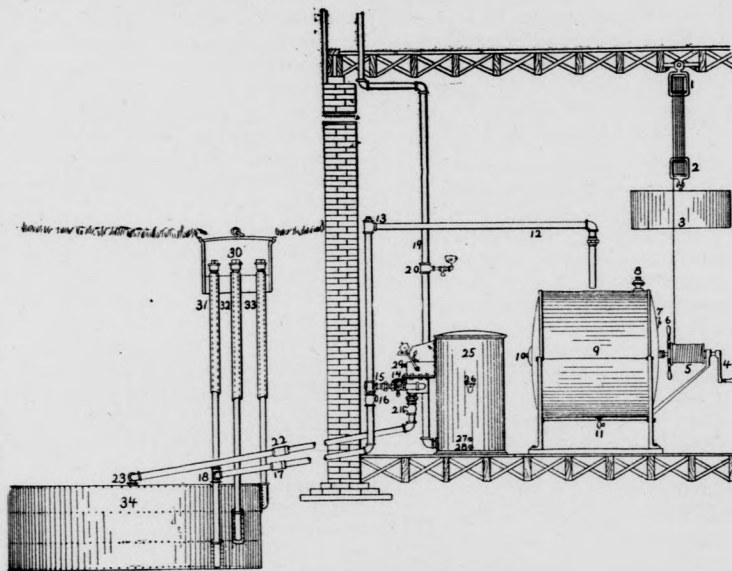
Is Profit Sharing Applicable in Markets?

Can the retail butcher make more money by sharing profits with employees than by paying them a regular salary? The profit sharing system is gaining ground. It is in force in some of the largest mercantile establishments and has been found a success, both for the concerns and their employees. It has been tried in the grocery business, and proved satisfactory. Why, then, can it not be made to pay in the butcher business? Would not the system make cutters more careful, more watchful to their employers' interests, when the cutters knew that the more profit was made from a quarter of beef, the more money would be due the cutter? It is an experiment which we would like to see tried.

We have evidence that as applied to conducting a grocery store the plan worked admirably. In one establishment the proprietor was doing a business of \$15,000 a year, and was under a salary expense of \$780 a year. After paying all expenses he had \$1,500 a year left. Then he tried the profit sharing plan. The first year the clerks received an increase of 20 per cent. salary, and the proprietor's gain was \$300.—Butchers' Advocate.

Methods for preserving eggs for any length of time in such a manner that they "can't be told from fresh laid" keep cropping up every little while. A new one is now exploited by the "American Egg Company," an Illinois corporation formed to make unlimited fortunes for its proprietors. The eggs are to be treated in two chemical processes and kept in barrels until wanted for market. This is perhaps the nine hundred and forty-fourth company built on the possibility of perfect egg preservation—and still there is room in the field for more.

Michigan Gas Machine and Mixing Regulator



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Michigan Brick & Tile Machine Co.

MORENCI, MICH.

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

If you want to secure more than

\$25 REWARD

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

**FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST**

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

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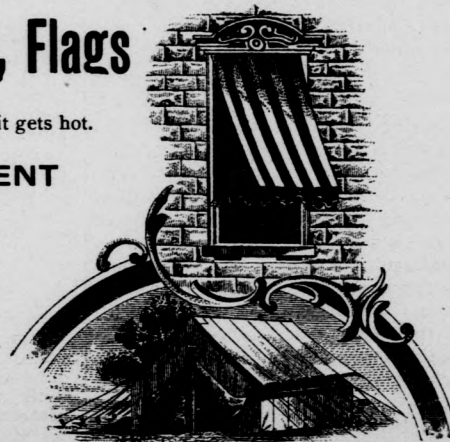
Order your Awnings before it gets hot.

TENTS TO RENT

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

**THE M. I.
WILCOX CO.**

210 TO 216 WATER STREET, TOLEDO, OHIO



Butter and Eggs

Observations by a Gotham Egg Man.

The advancing season is putting its stigma upon the egg receipts from many sections and receivers have been having the devil's own time to sell much of the supply at any satisfactory price. From Northern sections the eggs seem to be holding their quality fairly well, but from Southern Ohio, Indiana and Illinois and from Missouri, Kansas and the Southwest in general the goods are running down rapidly, showing weak and watery and generally containing many rots and spots. A receiver told me the other day of a lot of Missouri eggs that he was showing to a customer; when he lifted a layer or two out to exhibit the middle of the case a number of the eggs popped off with disastrous results—to the transaction.

* * *

Buyers are getting more and more particular every year, especially when buying eggs at the mark. More packers in Northern sections are putting up selected eggs and the preference for such is increasing. It is now time for a more general grading of goods before shipment and I am inclined to think it is only a question of time when it will be unprofitable to ship ungraded eggs at all after the warm weather sets in.

* * *

There is a vast difference in the way shippers grade their eggs—when they grade them at all. The only right way is to candle them and keep the rots, spots and badly broken eggs out of even the lowest grade sent to the market. The first grade should contain only the good sized, clean, strong-meated eggs—the second grade should include clean eggs of weak character, but no very small eggs should be put in. The third grade should comprise sound dirty eggs of good size; very small eggs (clean or dirty) and very weak large dirties should go into the fourth grade with the checks. Very small eggs are seriously objected to; they injure the sale of No. 1 dirty eggs materially, as well as of all better grades. Never pack any badly broken eggs in any of the grades. Eggs that leak damage the other eggs far more than the value of the leakers. For checked eggs medium fillers should be used; lighter fillers are not strong enough to carry them safely and often cause the stock to arrive in bad order; the slight additional cost is more than regained in the improved value of the goods. In warm weather there is always a wide range in the value of low grade eggs—checks and dirties—and a little more care in packing these qualities so as to make the best possible of them will be found profitable. I have frequently seen checked eggs sold at a price that could have been beaten fully a cent a dozen if a few leakers had been thrown out to begin with and the goods packed in better fillers—a difference in original cost of only a few cents a case.

* * *

My attention was called to a lot of Northern Indiana eggs that had been sent forward on an order for a car of storage packed selections. The eggs were not at all what they should have been. The size was not good and many of them—if not all—had evidently been subjected to some process for cleaning. It is hardly a square deal to ship such goods as "storage packed selections," and I have heard of a number of instances where goods purchased in the West by local buyers had turned out of

very unsatisfactory quality and were justly refused of acceptance.

* * *

"Loss off" is now the nominal rule of egg sales in this market and some stock is going out on that basis. But a good many of our receivers prefer to sell at mark and propose to stick to the case count method as far as possible. Of course where mark sales are insisted upon differences in quality have to be compensated by differences in price and sales show wide range. About the only egg-selling loss off are those mixed qualities of eggs that contain enough fine stock to warrant a good class of trade in candling them out; naturally, therefore, the loss off price shows little variation, the difference in proportion of fine eggs contained and the irregularity in net value being compensated by difference in loss returns.—N. Y. Produce Review.

Evolution in Wrapping Paper Used by Meat Dealers.

From the New York Sun.

A man who a few years ago carried home from the butcher's once in a while a brown paper covered parcel as carefully concealed as a broad overcoat sleeve or a convenient newspaper made it possible went into a butcher's the other day and asked what had become of the brown paper which was formerly used for wrapping up meat.

"Why is it we never see that kind of paper at our butcher's now?" he asked.

"You mean what they call straw paper, of course," said the butcher. "Oh, yes, that's a back number, almost. You'll find it sometimes in a country butcher shop, but hardly ever nowadays in a city store. Why is it? Oh, the white paper is cheaper and more convenient."

"You might not think so, but that is true. Ten years ago we had nothing but the brown paper. It came in sheets and reams and it required a lot of handling and it was always in the way. Now almost every meat store has rolls of white paper, from which the clerks can tear off a piece of exactly the right size."

"The brown paper was more porous than the white. As a matter of fact the white paper is almost waterproof, whereas the old brown paper used to be soaked through in almost no time."

"It was partly on that account that people didn't like the brown paper. Men didn't like to carry home their purchases in such hideous wrappings. Nowadays we can put up a piece of meat in a neat, compact bundle of white paper and slip that into a fresh clean paper bag and it's a pleasure to carry it home. That helps us, of course."

"There are a few places in the city where you will still find the brown paper. Those places are the big wholesale houses and the only reason they keep it is that the drivers use the paper as a sort of carpet for their wagons. The white paper, however, is sometimes used for that purpose."

"It might surprise you to know it, but we have calls for the brown paper once in a while now. The calls come for the most part from persons who have young children in the family. Somebody discovered a while ago that you could make excellent bandages or poultices out of this brown paper soaked with vinegar. We have to refer all applicants for the brown paper to some wholesale paper house. Yes, the times are changing, and not always for the worst, by a long shot."

Best Egg Story of the Season.

From the Florida Times-Union.

Some workmen raising a sunken dredge boat on the Matanzas River had finished their mid-day meal and left for work when a large water Moccasin snake near six feet long crawled on board the living lighter and crawled up the leg of the dining table where he found some wild turkey eggs, and with a

snake's fondness for eggs he went in for a feast.

One of the turkey eggs lay alone by a plate and the rest were in a dish on the other side of the table. In the center stood a large whisky jug, and here the wily serpent slipped up. After swallowing the lonesome egg, snake fashion in his artless manner of travel he crawled through the handle of the jug to get to the other eggs. It was a tight fit, and he had to halt halfway on account of the first egg, then stretching forward he bolted another egg and thereby he fastened himself, as on each side of the jug handle there was a wild turkey egg inside of him, and he could move neither backward nor forward. He was soon found in this situation by the cook, who speedily killed him. The reporter was shown the skin of the snake. He was also permitted to gaze on the jug whose handle proved so fatal and he went away sad at heart at seeing the poor dead snake's skin and after gazing with an empty longing at that empty jug he went out, cast down, in search of one of those full jugs which are always so cheering and inspiring to the Southern editor, that like us, he can see the real live snakes and a plenty of them, and only has use for a snake skin to wrap around his leg when he has a touch of rheumatism.

The Druggist's Prescription Worked.

A sad-looking man went into a drug store. "Can you give me," he asked, "something that will drive from my mind the thought of sorrow and bitter recollection?"

And the druggist nodded and put up a little dose of quinine and wormwood and rhubarb and Epsom salts, and a dash of castor oil, and gave it to him, and for six months the man could not think of anything in the world except new schemes for getting the taste out of his mouth.

If you give a bald-headed man a fair show, he will always be found well up in the front.

Grand Rapids Cold Storage Co.,

Grand Rapids, Michigan.

Citizens Phone 2600.

We do a general storage, and solicit your patronage.

Season Rate on Eggs to Jan. 1, 1901:

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

Ship your

BUTTER, EGGS and POULTRY

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

Bush & Waite,

Commission Merchants,

353 Russell Street, Detroit, Mich.

References: Home Savings Bank and Commercial Agencies.

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.

VINEGAR

LAW PROOF.

Use our goods and avoid prosecution by Food Inspectors.

CIDER

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

Barrett & Barrett.

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

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Fruits and Produce.

Possibilities in Sweet Potato Growing.

A bulletin on the sweet potato just issued from the United States Department of Agriculture discusses most intelligently and interestingly the numerous varieties of this tuber, the manner of their cultivation, the climates and soils best adapted to each, the effort and present prospects of profitably exporting sweet potatoes, the various ways of cooking them and, lastly, the canning of the product and its desiccation, or the making of sweet potato "flour."

The canning of sweet potatoes, although a comparatively new industry, has attained considerable commercial importance already, the market for the goods being found in sections where the vegetable is not grown—the Northwestern States, Canada, Alaska and some parts of the Orient. The potatoes are sliced thin and then put up in three pound tins, keep well and are in fairly good demand. The War Department has sent a good many of them to the Philippines for our soldiers there.

Several patents have been issued covering the process and machinery necessary for desiccating the sweet potato and for making sweet potato flour, and the owners of these patents are confident that they will soon be able to put an extensive finished product on the market. The press has already chronicled the incorporation of a company over in New Jersey, with ample capital, for the manufacture and sale of this new flour, and the important bearing that its success would have on the general industry, especially in the South. In view of this importance the Department's investigation becomes particularly interesting.

The results of analysis of samples recently examined show that the desiccated sweet potato contained forty-six parts of starch, and an analysis of sweet potato flour showed that over half of it was made up of starch. The inventors assert that their products are highly nutritious and palatable, that they can be manufactured cheaply, transported long distances at small cost and kept in any climate. The Department officials are of the opinion that the success of this industry would benefit directly the agricultural interests of a large section of the country, put a new and valuable staple food on the market at prices within the reach of all and open the way for a large export trade.

Exports of sweet potatoes to Europe in their natural state have not been entirely successful. Only certain varieties stand the voyage well, and the time and manner of shipment have much to do with it. But it is argued that the 50,000 Americans permanently resident in London alone ought to make a profitable market for sweet potatoes there—especially as the British have latterly taken a fancy to numerous American food products and American dishes that heretofore had no status with them whatever.—N. Y. Commercial.

Selling Eggs by Weight—Variations in Size.

Since eggs vary more or less in size it has been proposed that they should be sold by weight rather than by the

dozen, which is the usual custom in this country. The North Carolina Experiment Station, in investigating this point, recorded the weight of eggs per dozen and the number produced during six months by pullets and old hens of a number of well-known breeds and by ducks. Generally speaking, larger eggs were laid by hens than by pullets of the same breed. The eggs laid by Pekin ducks (old and young) averaged 35.6 ounces per dozen, and were heavier than those laid by any breed of hens. Of the different breeds of hens tested the largest eggs weighed 28 ounces per dozen and were laid by Light Brahmas. The Black Langshan and Barred Plymouth Rock hens' eggs weighed a little over 26 ounces per dozen, while those laid by Single Comb Brown Leghorns, late hatched Plymouth Rock, White Wyandotte, and Buff Cochin hens range from 21.7 to 23.7 ounces per dozen.

Of the pullets, the heaviest eggs, weighing 26.5 ounces per dozen, were laid by the Black Minorcas, the lightest by the Single Comb Brown Leghorns and Silver-Laced Wyandottes. These weighed 17.5 and 22.1 ounces per dozen, respectively. The Barred Plymouth Rock, White Plymouth Rock, White Wyandotte, Black Langshan, and Buff Cochin pullets' eggs all weighed not far from 24 ounces per dozen. As will be seen, the variation in the weight of the eggs was considerable. In tests carried on at the Maine Experiment Station it was noticed that eggs from hens that laid the greatest number were on an average smaller in size than those from hens producing fewer eggs. The percentage of fertility was also less in the former than in the latter.

In the North Carolina test all of the eggs, regardless of size, had a local market value of 13½ cents per dozen at the time of the investigation. If a dozen Single Comb Brown Leghorn pullets' eggs weighing 17½ ounces were worth 13½ cents per dozen, or 12 cents per pound, the eggs of the other breeds would be actually worth from 16.3 cents for the Single Comb Brown Leghorn hens to 21.6 cents per dozen for the Light Brahma hens, or from 20.7 to 60 per cent. in excess of their market value. The eggs of the Pekin ducks would be worth 26.7 cents, or 97.8 per cent. above their market value. On the basis of the results obtained, the station advocates selling eggs by the pound instead of by the dozen. It is said that the egg packers and dealers maintain that this method would increase the cost of the eggs, owing to the extra handling necessary and the consequent breakage. An apparent objection to selling eggs by weight is that they are not generally used in the household in this way. Most recipes call for eggs by number and not by weight. There is no question that weighing the eggs would be more accurate, and recipes are occasionally met with in which this method is followed.

C. F. Langworthy.

A Narrow Escape.

Wife—Did you know the cook was in the next room when you were swearing and complaining over the breakfast?
Husband—Good heavens, no! I thought it was you.

Some Phases of Womankind.

All the reasoning of man is not worth the instinct of woman.

A nagging woman is bad, but a nagging man is worse than a gadfly.

Ideal love is full of words; real love of silence.

Never trust the woman who calls you "dear" twenty-four hours after you meet.

When a woman has nothing about her house or toilet to change she changes her mind.

The woman who throws herself at a man's head will soon find herself at his feet.

A brainy woman loves deeply and long, equally she hates deeply and wide.

Even a shrewd woman may err and be deceived—once, whereupon she becomes a subtle one, and dangerous.

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

Write us for prices for

Butter and Eggs

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

PETER SMITH & SONS
DETROIT, MICH.

Retting & Evans

Wholesale

Fruits, Produce and Commission

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

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

Long Distance Phone 226

Ask for prices.

Citizens Phone 2039.

We buy Eggs and Butter on Commission.

FIELD SEEDS

All kinds Clover and Grass Seeds.

FIELD PEAS

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

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan.

WANTED

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

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

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.



Highest Market Prices Paid

Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

We solicit your shipments
of Fresh Eggs and Dairy
Butter.

Reference, Home Savings Bank, Detroit.

F. J. SCHAFFER & CO.
FRUIT AND PRODUCE ON COMMISSION
DETROIT MICH.

THE LEADING PRODUCE HOUSE ON THE EASTERN MARKET.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 18—The accustomed dullness in the coffee market continues and we seem to be "in for it" for a long time to come. Prices are called steady and they ought to be if lowness has anything to do with it. No. 7 is not to be touched at less than 6½¢; but it sells freely at that and no surprise will be occasioned if a drop of ¼¢ takes place at any time. The Havemeyer-Arbuckle war is "settled" again and now Arbuckle is to name the price of package coffee and both are to sell for the same and Havemeyer is to jog along in sugar without any interference from Arbuckle. In store and afloat the amount of Brazil coffee aggregates 1,201,781 bags, against 962,440 bags at the same time last year. In mild grades there has been some improvement and the rate for Good Cucuta is now about 8½¢. Nothing has been done in East India grades.

Warmer weather is bringing more trade and the market is in good shape. Wholesalers seem to be well supplied for current demands and no delay has as yet been experienced in filling orders.

Some very fair orders have come to hand for greens and upon the whole the tea market is in rather better shape than for a month. Some fairly large sales of Congous have been made and sellers seem to be quite confident as to the future. A special sale of Formosas was held on Wednesday at prices ranging from 11¢ to 20½¢ in bond.

Rice prices are firm. A good many orders have come to hand and sellers are very firm in their views, the situation South as well as here being strong. Prime to choice Southern, 5½¢.

Twenty-five tons of Singapore black pepper have changed hands at 12½¢. Aside from this, business in spices has been of small moment and quotations are unchanged.

Grocery grades of molasses are in fair request for this time of year, although sales are mostly—altogether, in fact—of small lots. Open kettle, 35¢; centrifugal, prime, 22¢ to 30¢.

The demand for syrups has been fair and prices are well sustained. In round lots, good to prime, 19¢ to 22¢.

As the season advances it becomes evident that liberal supplies of canned goods have been carried over in many lines and, as it is desirable to work these off, the market is rather more than well supplied with certain lines. The demand is better than it has been for some time, and yet there is room for improvement. Peas are about as dull as anything on the list, as new goods are about due. Maryland and Delaware goods are worth from 85¢ to 90¢. Corn is dragging at 57½¢ to 60¢ for spot New York, and 65¢ to 70¢ for 1901 pack. Some new can factories have been organized to "fight" the trust and the merry war jogs on apace.

Dried fruit jobbers report rather more activity on certain lines and, upon the whole, the market is in a fairly satisfactory condition. Enquiries for currants elicit the fact that prices are very firmly held and buyers have no alternative but to pay the price or leave the goods. Raisins and prunes are also meeting with better request and quotations are well held. Evaporated apples are selling well and prices are firm.

Lemons and oranges are both meeting with good call and, while prices are about as last week, the feeling is firm and warmer weather will see an advance almost immediately. It is cold and wet here, making conditions rather gloomy for the fruit trade. Good supplies of lemons are on the way.

For the very best grades of butter there is a fairly firm feeling, with best Western creamery worth, as last week, 19¢. Grades that are not up to the test fall off rapidly in value and it is difficult to quote more than 13¢ for Western factory. Imitation creamery, 14¢ to 17¢, the latter for fancy stock; rolls, common to prime, 11¢ to 13¢.

The cheese market shows improvement for large new colored stock and quotations have advanced about ¼¢, being now rated as worth 8½¢. Old cheese is pretty well closed out, what stock is left going at 10¼¢ to 10½¢ for full cream small size State.

Eggs are dull. The supply is fully equal to all demands and, while desirable near-by stock is working out at about 15¢, Western will not bring over 13¢ to 14¢ and goods must be very desirable to bring the latter.

The demand for beans is of a jobbing character and there is no change in any respect from last week.

Selection of Eggs for Storage.

Eggs put up for storage should be in well seasoned, dry, cottonwood cases and in either medium or No. 1 fillers. If packed in No. 2 fillers there are more broken eggs in transit, which make trouble in storage, and if the eggs are shipped by rail from the storage house to the receiver, No. 2 fillers are not firm enough after having been in storage to carry the eggs. Another point in favor of a heavy filler is that when eggs are held in any house where the humidity is likely to run high fungus will not appear on them as quickly in heavy as in light fillers. The reason is that the heavy filler has a larger capacity to absorb the egg vapor than has the light filler. Fungus can not grow on a dry filler nor on the eggs as long as the filler is a ready absorbent of the vapor that comes from the egg. In addition to fillers being of proper weight, they should be well seasoned before they go into storage. The less odor there is to the filler the better will be the result on the eggs.

Selection of eggs for storage is another thing of prime importance. All small eggs, checks, dirties, heated, blood-veined and spots should be rejected. The requirements for storage-packed extras are very strict on the produce exchanges. Eggs must be fresh, full, sweet and clean to pass inspection.

Many eggs are sold as storage-packed that do not come up to the requirements. We have seen instances where the shipper apparently thought if eggs were put into a cottonwood case they were storage-packed; but it requires a grading that rejects from 20 to 40 per cent. of current receipts from storekeepers to make good storage-packed stock. Eggs coming from the larger country towns are not as desirable as those from small towns, because the home demand gets the brightest and best stock. Some storekeepers pick out the best eggs and put them in what they call the "retail box" for their home trade. After the best have been selected the balance go into cases for the packers to make first-class storage stock from. Such eggs necessitate making a large percentage of rejections.—Egg Reporter.

Said Patrick Dooley: A patient man is one who has patience when he is out of patience.

New Egg Rules Promulgated at Boston.

The Boston Fruit & Produce exchange has adopted a new set of rules for the grading of eggs. They are classified as fresh, storage and limed. Fresh eggs include the grades of extra, firsts, seconds, dirties and checks. The principal changes are the doing away with "fancy fresh" and having all sales made at mark. Fresh-gathered extras shall be free from small, dirty, cracked, heated or frozen eggs, and shall contain perfectly fresh, full, strong, sweet eggs, as follows: From February 15 to May 15, 90 per cent.; from May 15 to October 31, 80 per cent.; from November 1 to December 31, 70 per cent.; and from January 1 to February 15, 80 per cent. The balance, other than the loss, may be defective in strength or fullness, but must be sweet. There may be an average loss of one dozen per case, but if the loss exceeds this by not more than 50 per cent. the eggs shall be a good delivery upon the allowance of the excess.

Fresh-gathered firsts shall be reasonably clean, of average size, free from frost, and shall contain fresh, reasonably full, strong, sweet eggs, 85 per cent. from February 15 to May 15, and 65, 50 and 65 per cent. during other periods named above. The balance will be subject to same rule as for extras. All specifications as to the case mentioned in the rules refer to thirty-dozen cases. For larger cases the requirements shall be calculated in proportion. Extras and firsts must be in new cases of standard size and good quality, smooth and clean.

Men are like chickens; they always want to get on the highest roost.

J. W. Keys

General Produce and Commission Merchant,

Detroit, Mich.

I want your consignments of

Butter, Eggs, Poultry.

Correspondence solicited. Please investigate. Send for weekly quotations.

References: City Savings Bank, Commercial Agencies.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

ALL GROCERS

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

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

STRAWBERRIES

Pineapples, New Garden Truck and fancy long-keeping Messina Lemons at the most favorable prices. EGGS WANTED.

THE VINKEMULDER COMPANY,

14 OTTAWA STREET,

GRAND RAPIDS, MICH.

We are making a specialty at present on fancy

Messina Lemons

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

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

You can pay more but can not find better

SEEDS

The best and only the best are sold by us

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.

ALFRED J. BROWN SEED CO.

Seed Growers and Merchants

Grand Rapids, Michigan

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE: NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

Start in with us now.

You will find a friend you can stick to during hot weather.

All sales case count.

Window Dressing

Identifying Articles by Letter—Popular Tastes and Distastes.

With many merchants window trade is an important part of their business. By window trade is meant the sale of goods from the window to people who will not bother to enter the store to examine the goods. Very often a man in a hurry will buy out of a window a piece of goods that strikes his fancy and will stop at the door until it is delivered to him. It is often a matter of difficulty for the trimmer to get the precise article from the window unless there is some way of identifying it other than the customer's description of the article. We suggest that an excellent scheme for use in a solid window where many articles of the same kind are displayed is to use on each article a letter or a number as a means of identifying it. Letters are better than numbers; as the letter is not confused with the price figures. Have a number of handsome illuminated letters in various styles of type and script painted in colors on cardboard and attach each one to the articles shown. They will make an attractive feature in the trim and will greatly aid the clerk in taking from the window the particular article wanted. In a trim from which goods are constantly being sold it is important that the articles be placed in the window in such a way that they can be readily separated from each other without disarranging the entire trim.

* * *

One variety of window trim made up of something besides the ordinary display of goods is always sensible and valuable, whatever method of trimming is employed in the store. The window trim we have in mind is one that shows the process of manufacture of the goods displayed. Window trims are always educators, for they show what is being produced by the world's workers and what values are attached to their services, but their educational value is never higher than when they contain some example of the way in which products are prepared for the market. People are always interested in inspecting such window features. Nine men and women out of ten have a curiosity to see "how the things is done," and the merchant who shows in his window the process of manufacturing any article that he has on sale can always depend upon drawing appreciative spectators. As it is rarely possible to set up a workshop in the window, where artisans can be seen manufacturing goods for the market, the next best thing is to show the different stages of manufacture by displaying before the public the article in its various stages of completion. In a hat window there are arranged the rabbit fur in its natural condition, the rough shape out of which the hat is finally made, and all the parts of the hat, with the tools used by the workmen, when possible. In a shirt display a bolt of cloth is shown with the patterns and knives with which the shirt is cut. The various parts of the shirt are arranged in order and explanatory cards are placed conveniently, so that everyone can understand the different stages of the finishing and making. The same plan can be followed with gloves and clothing. People believe what they see, and no amount of declamation about the superiority of one line of clothing over another will have half the effect of a suit of clothes displayed in a window in its several parts, so that

every portion of its lining and trimming is visible. If a merchant is selling clothing that he knows is better than a rival's line (although to the eye there is no difference) he can make the public appreciate the difference by taking a suit to pieces and showing the lining and process of manufacture to the public. Clothing makers know that the make and finish of a suit are two of the most important elements in its general worth and that the public is usually unable to appreciate the fact. For this reason a display of the various parts of a garment educates the public to an intelligent appreciation of the goods on sale. When such a display is made it is always a good thing to explain on window cards the purpose of each part of the article when it is not easily understood at a glance. In a window display a merchant can venture into technical details regarding the manufacture of his wares in a way that he could not hope to if he were writing an advertisement for the newspapers.

* * *

Unless the window trimmer comes in contact with the patrons of his house as a salesman, he is apt to conclude in some cases that it is a matter of little moment to him whether he studies human nature or not. But such a view is a mistake. No window trim is a success, no matter how beautiful it is in itself, unless it appeals to the patrons of the store and thereby sells goods. If the people of a community have any preference for one kind of window effects, the fact should be noted and the windows trimmed in that way, whether it is the most artistic way or not. The window man can not know whether his windows are a success unless he knows how the color tones employed in them appeal to the public. He should also consider the appropriateness of displays with reference to the purchasing habits of patrons. If the men of a city are for the most part in the habit of making their purchases on a Monday, the Monday trims of clothing and furnishing goods stores should be the brightest and best of the week. The best goods should be reserved for them and the latest productions find place in them. If the trims for any day must be put in hurriedly the Monday trim should receive full attention in any case. This is instanced as an illustration. Trims should always be cheerful in their character, for people do not feel inclined to purchase when in a sorrowful mood. Therefore, melancholy, sombre color effects and window settings should be avoided. A representation of a funeral procession with window cards announcing that you have a full and complete stock of neckwear and gloves for funerals may attract the attention of undertakers and foresighted invalids, but it is not apt to attract the custom of the general public, unless the community is in the throes of a pestilence. Find out what the public likes and how the public likes to see goods displayed. Whatever you may think of the popular taste, give people what they want. That is the first principle of successful storekeeping, and the window man is a merchant before he is an artist.—Apparel Gazette.

Grant H. Otis, general dealer, Shultz: Your paper is all right. While I do not agree with all its editorial expressions, I make allowance for your youth and other privileges and trust that you will learn as you get older. Taking all things into consideration, the Tradesman is the best and brightest trade paper that comes to my desk. The merchants of Michigan wish you to retain your full measure of usefulness for years to come.



The Putnam Candy Co.

Grand Rapids, Michigan

Filipino Spankers
Chinese Firecrackers

And everything in Fireworks for the

Fourth of July

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

B. W. Putnam, Prest.

R. R. Bean, Sec'y.

Grand Rapids Bark and Lumber Co.

Dealers in

HEMLOCK BARK, LUMBER,
SHINGLES, RAILROAD TIES,
POSTS, WOOD

WANTED—50,000 cords of Hemlock Bark. Will pay highest market price. Bark measured and paid for at loading point.

WANTED—75,000 Ties on Pere Marquette Railroad. Write for prices.

419-421 MICH. TRUST BUILDING, GRAND RAPIDS

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

WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN.

Commercial Travelers

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

United Commercial Travelers of Michigan
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. BAKER.

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

Salient Features of the Grand Council Convention.

Grand Rapids, May 21—The eighth annual convention of the Grand Council of Michigan of the United Commercial Travelers of America is a thing of the memory—and a bright memory it has left in the minds of the many who attended the meeting at Kalamazoo last Friday and Saturday. Promptly at 9 o'clock Friday morning, the special train on the G. R. & I., in charge of Conductor Murphy, and with Engineer Lopshire's band on the throttle of engine No. 11, pulled out of the union depot, having on board a merry party from Grand Rapids Council, No. 131, United Commercial Travelers, composed of the following gentlemen and their wives: G. R. Alexander, I. F. Baker, W. S. Burns, W. R. Compton, A. T. Driggs, J. C. Emery, H. Freeman, H. L. Gregory, N. A. Godwin, C. C. Herrick, W. B. Holden, D. E. Keyes, F. E. Morley, C. W. Mills, J. H. Miller, John D. Martin, Franklin Pierce, G. A. Pierce, H. Snitzler, S. H. Simmons, G. G. Watson.

The following gentlemen left their wives behind: J. C. Ballard, J. G. Benjamin, W. J. Carlyle, Geo. Gane, J. Handorf, J. G. Kolb, E. C. Kostershoff, F. L. Loomis, B. J. Launier, J. B. McInnes, W. H. Sigel, G. T. Smith, G. A. Sage, W. H. Bunn (Billy, weight 345), B. E. Strattan, F. C. Taylor, D. M. Bodwell, W. H. Canfield, N. C. Lyons, H. H. Stephenson.

A number of the boys went from their work on the road direct to Kalamazoo and were at the depot when the train pulled in. However, there was a large enough party to make a good showing on their way to the depot, headed by the Newsboys' band. As soon as the train began to enter the city of Kalamazoo, the engineer opened the whistle valve and that, together with the band playing on the train, notified the inhabitants that something was coming and, in a very short time, every one in town knew that it was the Grand Rapids boys and their best girls, all dressed in their good clothes—because, you know, Kalamazoo people have the reputation for wearing fine clothes and the Grand Rapids people wished to show them that they had purchased some new apparel since the last convention. A committee with a band met the special from Grand Rapids and escorted the party to the U. C. T. headquarters, the boys walking behind the band and the ladies riding in carriages, everybody having been provided with badges and banquet tickets. They were then taken to the different hotels for dinner. Immediately after dinner, the business meeting was called to order at the U. C. T. headquarters and, while the officers, delegates and members were wrangling with the knotty problems which came up for discussion, the ladies were entertained with a trolley ride over the city, winding up at the Kalamazoo Club, where a very fine luncheon was served. At 9 o'clock in the evening, the ball was opened at the Auditorium, and it was about 3 o'clock in the morning when the last carriage took to the hotels some of the weary but happy dancers. The banquet and ball reflected great credit on those having matters in charge, as well as did the entertainment given the ladies in the afternoon; in fact, everything was just right; and well may the Kalamazoo boys and their ladies feel proud of the

entertainment given by them. Every effort put forth by them proved a success. The parade Saturday morning was as fine as ever marched at a U. C. T. gathering, the head of the line being given Grand Rapids Council, with the Newsboys' band in the lead. Two members of Kalamazoo Council, mounted on snow white horses, preceded the band. Following Grand Rapids Council came Jackson Council, all dressed in white and carrying white parasols. The Grand Rapids Council carried thunder canes and made a "thundering" noise with them all the time. Next came Detroit Council, No. 9, and the Kalamazoo band, Flint, Saginaw, Bay City and Hillsdale Councils, each in the order named, and then came Cadillac Council from Detroit, all in Rube costumes with a Rube band, who made a very decided hit. Immediately back of Cadillac Council were the Daughters of Cadillac in a tally-ho. Then came Kalamazoo Council and back of them all visiting ladies in carriages.

It was a fine parade, a good convention, an elegant banquet and ball, and many thanks are tendered the Kalamazoo people for their generous hospitality. Everybody seemed bent on doing something for somebody to enable them to have a good time. A vote of thanks is extended the G. R. & I. for the elegant special train, consisting of two coaches and combination baggage and smoker. Thanks are due the people of Kalamazoo for their fine entertainment, to the Kalamazoo police force for not running anybody in, and Grand Rapids Council wishes to extend thanks to our good friend Billy Bunn for marching all through the parade, carrying his 345 pounds of U. C. T. flesh, and also to our Sentinel, A. T. Driggs, for the very efficient manner in which he handled the parade and made everybody turn square corners. Grand Rapids took the largest number of people to the convention; was the only Council accompanied by a band; the only one to have its own special train, and had the largest individual member at the convention—W. H. Bunn (Billy, weight 345).

Ja Dee.

Gripsack Brigade.

Caro Advertiser: George Shadley has taken a position with the wholesale grocery firm of Gustin, Cook & Co., of Bay City, and started on his first trip on Monday.

Jerry Woltman (Olney & Judson Grocer Co.) is spending a fortnight at Mt. Clemens, seeking relief from rheumatism. His trade is being visited in the meantime by Geo. Williams.

Evart Review: E. V. Boughton was here Tuesday representing the Smart & Fox Co., of Saginaw. He has a small field which he covers for that company during quiet times at the Custer store.

A. W. Peck (Hazeltine & Perkins Drug Co.) has resumed his regular duties on the road after a three weeks' respite at the St. Louis Sanitarium. His territory was covered in the meantime by R. T. Bower, the Petoskey druggist.

J. B. Tucker, who covers Northeastern Michigan and the Upper Peninsula for D. M. Amberg & Bro., was in town last Saturday. Mr. Tucker resides at Alma and visits his house only two or three times a year.

Stephen T. Bowen has been confined to his bed at Sweet's Hotel several days with inflammatory rheumatism in his right arm. He is on the mend to that extent that he expects to resume his visits to his trade in the course of two or three days.

W. A. Drury, formerly traveling representative for L. F. Swift & Co., died at the family residence, 142 Fairbanks street, last Saturday evening, from internal hemorrhages. The remains were taken to Reading Monday to be buried near the boyhood home of the deceased.

FIGURING COST.

Fatal Defect in the Make-up of Some Men.

Jacob A. Riis in Outlook.

It came about in this way: some countrymen of mine had started a co-operative furniture factory in Jamestown, where there were water-power and cheap lumber. They had no capital, but just below was the oil country, where everybody had money, slathers of it. New wells gushed every day and boom towns were springing up along the Alleghany valley. Men were streaming into it from all over, and needed furniture. If once they got the grip in that country, reasoned the furniture-makers, they would get rich quickly with the rest. The thing was to get it. To do that they needed a man who could talk. Perhaps they remembered the creation of the world the year before. At all events, they sent up to Buffalo and asked me if I would try.

I slammed my tool-box shut and started for Jamestown on the next train. Twenty-four hours later saw me headed for the oil country, equipped with a mighty album and a price-list. The album contained pictures of the furniture I had for sale. All the way down I studied the price-list, and when I reached Titusville I knew to a cent what it cost my employers per foot to make ash extension tables. I only wish they had known half as well.

My first customer was a grumpy old shopkeeper who needed neither tables nor bedsteads, so he said. But I had thought it all over and made up my mind that the first blow was half the battle. Therefore I knew better. I pushed my album under his nose, and it fell open at the extension tables. Cheap, I said, and rattled off the price. I saw him prick up his ears, but he only growled that probably they were no good.

What! my extension tables no good? I dared him to try them, and he gave me an order for a dozen, but made me sign an agreement that they were to be every way as represented. I would have backed my tables with an order for the whole shop, so sure was I that they could not be beaten. The idea! With the fit of righteous indignation upon me, I went out and sold every other furniture dealer in Titusville a bill of tables; not one of them escaped. At night, when I had sent the order home, I set out for Oil City, so as to lose no valuable time.

It was just the same there. For some reason they were suspicious of the extension tables, yet they wanted nothing else. I had to give ironclad guarantees that they were as represented, which I did impatiently enough. There was a thunderstorm raging at the time. The lightning had struck a tank, and the burning oil ran down a hill and set the town on fire. One end of it was burning while I was canvassing the other, mentally calculating how many extension tables would be needed to replace those that were lost. People did not seem to have heard of any other kind of furniture in that country. Walnut bedsteads, marble-top bureaus, turned washstands—they passed them all by to fall upon the tables with shrill demand. I made out their case to suit the facts, as I swept down through that region, scattering extension tables right and left. It was the excitement, I reasoned, the inrush of population from everywhere; probably everybody kept boarders, more every day; had to extend their tables to seat them. I saw a great opportunity and resolutely grasped it. If it was tables they wanted, tables it should be. I let all the rest of the stock go and threw myself on the tables exclusively. Town after town I filled with them. Night after night the mails groaned under the heavy orders for extension tables I sent North. From Allegheny City alone an order of a thousand dollars' worth from a single reputable dealer went home, and I figured in my note book that night a commission of \$50 for myself plus my salary.

I could know nothing of the dispatches that were hot on my trail ever since my first order came from Titusville, telling

me to stop, let up on the tables, come home, anything; there was a mistake in the price. They never overtook me. My pace was too hot for that. Anyhow, I doubt if I would have paid any attention to them. I had my instructions and was selling according to orders. Business was good, getting better every day. The firm wrote to my customers, but they merely sent back copies of the ironclad contract. They had seen my instructions and they knew it was all right. It was not until I brought up, my last penny gone, in Rochester, near the Ohio line, that the firm established communication with me at last. Their instructions were brief; to come home and sell no more tables. They sent ten dollars, but gave me no clue to their curious decision, with things booming as they were.

Being in the field, I considered that, whatever was up, I had a better command of the situation. I decided that I would not go home, at least not until I had sold a few more extension tables while they were in such demand. I made those ten dollars go farther than ten dollars ever went before. They took me a little way into Ohio, to Youngstown, and then back to Pennsylvania, to Warren and Meadville and Corry. My previous training in going hungry for days came in handy at last. In the interests of commerce, I let my dinners go. So I was enabled to make a final dash to Erie, where I planted my last batch of tables before I went home happy.

I got home in time to assist in the winding up of the concern. The ironclad contracts had done the business. My customers would not listen to explanations. When told that the price of those tables was lower than the cost of working up the wood, they replied that it was none of their business. They had their contracts. The Allegheny man threatened suit, if I remember rightly, and the firm gave up. Nobody blamed me, for I had sold according to orders; but, instead of \$450 which I had figured out as my commission, I got seventy-five cents. It was half of what my employer had. He divided squarely, and I could not in reason complain.

Ionian Sentinel: The citizens of Ionian and traveling public will be pleased to learn that V. K. Brown, landlord of the New Bailey, has decided to remain in the city and will continue in his old capacity. He has associated with his son, S. C. L. Brown, in the management of the hotel, and the firm will be known as V. K. Brown & Son.

A man expects rounds of applause when he begins to climb the ladder of fame.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Whiskey, Morphine and Tobacco Habits Positively Cured

Full particulars and prices for the asking.
Patterson Home Sanitarium, 316 E. Bridge St.
Phone 1291 Grand Rapids, Mich.

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.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

How Lemon Oil Is Made.

The lemons are taken to the laboratory and each is cut lengthwise into three slices. The pulp is first removed and put into a press where it is squeezed in order to obtain the lemon juice, which is sold in its natural or concentrated state to the manufacturers of citric acid. The residue of the pulp is used for animal food. The peel is put into large baskets, which are stored in a cool place for some hours, when it is ready to be pressed. Each workman holds in his left hand a medium-sized sponge of superfine quality, which has been previously washed most carefully and thoroughly. Between the fingers of the same hand he has also small sponges to prevent the loss of any of the oil, which is very volatile. With the right hand the workman takes a piece of peel from the basket, which is kept within easy reach, and squeezes it against the sponge, thus forcing the oil through the pores of the rind into the sponge or sponges. When the sponge is full of essence it is squeezed into a tin-lined copper bowl having a lip, which every workman has before him. In order to make sure that the peel has yielded all the essence that can be pressed by hand, the overseer from time to time tests the rejected peel by squeezing it close to a flame. If there is any essence left it is forced through the flame and produces a flash-light. (We have seen children try the same experiment with the peel after having eaten their orange.) This hand-pressed peel is then put into brine and sold to manufacturers of candied lemon. When the tin-lined copper bowl is full it is set aside for a short time to permit the impurities to settle, after which the bowl is slowly and carefully decanted and the clear essence emptied into large tin-lined copper vessels. Before this is put into the various sized coppers for shipment, it is passed through filtering paper. This not only perfectly purifies it, but also gives it limpidity. The quantity and quality of essence yielded by the lemon varies according to the season. During November, December, and January most of the essence is manufactured, about 1,000 lemons being then required to make one and a half pounds of essence. Lemons not fully ripe are preferred, as they yield a larger quantity and more fragrant quality of essence than those fully matured. While a small quantity of essence is made during spring and summer, the product lacks the delicate fragrance of that made in winter.—Midland Druggist.

Danger of Pasting Labels One Over Another.

W. J. Kirkland calls attention to the danger of pasting labels over one another on bottles. He received a bottle recently with a poison label pasted over a syrup of squills label, and under that a prescription label, all of which were

ready to drop off; and this is but one case out of many. There are far too many accidents from people mistaking bottles without adding to the danger from this reprehensible practice, says Mr. Kirkland. It takes only a moment longer to remove the old label and by so doing to eliminate a possible cause of error. What is a minor consideration in point of danger, but a major consideration for the druggist, is that by always removing the old label before attaching a new one a neat package is turned out which leaves a favorable impression on the mind of the customer. From that standpoint alone it more than repays for the few moments' extra time required. Mr. Kirkland thinks the importance of this matter can not be too strongly emphasized or too often mentioned in drug journals.

The Drug Market.

Opium—Continues to decline, on account of easy primary markets. There are conflicting reports regarding the growing crop, but there will be plenty for the coming year.

Morphine—Is unchanged.

Quinine—Is in fair demand. German brands have not yet advanced to a parity with domestic brands.

Castor Oil—Has declined 4c per gallon.

Chloral Hydrate—Is very firm and has advanced abroad. There has been no change as yet in this market.

Salol—Has declined, on account of lower prices in foreign markets.

Menthol—On account of better stocks, is lower.

Oil Pennyroyal—Has advanced, on account of small stocks and large demand.

Oil Peppermint—Is very firm and advancing.

Oil Lemon Grass—Is in small supply and has advanced.

Necessity of Extreme Caution in Using Benzine.

A man in a bicycle repair shop was engaged in cleaning a wheel with that liquid, when it ignited, and an explosion followed which threw the blazing fluid over his clothing. The unfortunate man ran out of doors, where the flames, fanned by the wind, of course burned more fiercely. He was followed by the owner of the shop, who also called a policeman to help, and these two managed to extinguish the fire. Their hands were burned, and the workman received injuries which it was feared would prove fatal. The workman was smoking a cigarette at the time he was cleaning the wheel, and it is supposed that a spark from this ignited the benzine. Possibly the cause of ignition may have been electricity, developed by friction. That ignition may be so produced in certain operations is highly probable, to say the least, and so we have another risk in handling benzine.

To Stop Nosebleeding.

"Perhaps the most effective method of stopping nosebleed," says a medical contemporary, in answer to a subscriber's enquiry, "is to use some preparation of the suprarenal gland, which is the most powerful and least irritating astrigent in the materia medica. As for the particular preparation to use, the so-called 'suprarenal liquid with chlorotone,' or the solution of the newly-discovered active principle of the suprarenal gland, adrenalin, will be found suited to the purpose."

Every man is supposed to know his own business, but it is hard to convince some of his friends that he does.

Cleaning Oil Measures Which Have Become Gummy.

Get a container that will hold at least three to five gallons of water and be large enough for a one-gallon measure to be covered when put in the container. If a five-gallon measure and extra large funnels are to be cleaned it is necessary to get a large container. A five or ten-gallon keg with one end taken out can be used for this purpose, or a barrel can be cut through in the middle and the end used, or a wash-tub can be used, or a tin box or can may be made to serve the same purpose. Tin will resist the action of lye better than wood and has, therefore, some advantage, but the vessel should be watertight and should not leak. Having secured the container, get a cover for it. Then put the container outside of the building, in the back yard, cellar, or in some other place where it will be out of the way, and where there will be no danger of the solution of lye leaking through and spoiling something. When this has been done put into the container enough water to make it one-half or two-thirds full, so that the solution will cover the measures or funnels that are to be put in; then put in a can of lye and cover the containers; then get a suitable stick and stir the solution about every fifteen minutes or so until the lye is dissolved. Be sure to keep the container covered when you are not stirring the solution. After this has been done put in the measures and funnels, as many of them as can be covered by the solution, and allow them to remain in the solution from two days to a week. Then take them out with a hook or stick of some kind; get an old knife (a sharp one is preferable if the work is to be done in a hurry) or a large spatula and scrape off the sides and insides of the measures and funnels if necessary. Do not put the scrapings into the solution, but put them in an old bucket, box, or other suitable container. If the measures and funnels are now clean they should be rinsed with clean water and allowed to drain.

Theories Anent Rheumatism.

The cause of rheumatism still remains more or less of a mystery in spite of the frequent attempts to unravel it. The uric acid theory, although often assailed, still holds the premier position in the minds of most investigators. The tendency to-day, however, is to classify the different forms of rheumatism and to seek a specific cause for each variety rather than to attribute all to various forms of uric acidemia. Muscular rheumatism is attributed by Sir James Grant, an English physician, to storage of electricity in the muscular tissues. For many years he says that he has treated such cases by inserting fine steel needles into the muscles and "grounding" them. He claims to have given the patients instant relief owing to the discharge of electricity through the needles.

Poor Light Poor Economy.

"Yes, I have big gas bills," said Mr. Progress, in the Pharmaceutical Era; "but it pays me to have 'em. Did you ever pass by a poorly-lighted drug store without thinking the owner was either doing too poor a business to pay for his lights or else was too mean or didn't want people to see what was inside? That's the way it strikes me, and I dare say lots of people think the same way. A well-lighted, clean, bright, and well-kept store is a standing advertisement that the owner is a bright, up-to-

date man and a hustler, too; these dim, musty stores are generally run by old fogies that are too slow to keep up with the times, and people pass by them to go to a store where everything looks bright and fresh."

Defective Window Display.

J. P. McConnell, writing in the Canadian Druggist, says that he saw a window recently that would have been a good one, but it fell short in one particular. "It was a display of toilet soaps, the name of which is well known, but not easily read on the cartons, because the lettering is too small and too much involved. Now all that one could see in that window were those cartons and a card saying '3 for 25 cents.' The card was not neat. But the point was: I know that this soap sells for three cakes for a quarter, whereas the plain meaning of the card to one who did not know, was three boxes for a quarter."

Novel Idea in Window Dressing.

A new idea in window dressing was seen the other day in a Philadelphia store. There was a pair of scales in the window with a big piece of lead covered with gold foil in one pan and a ten-cent box of the owner's headache powders in the other, the pan with the powders being tied so as to look as if the box weighed it down, and over it was a big card with the words "B's Headache Powders are Worth Their Weight in Gold." Around the scales were heaped a pile of packages of the powders, twenty-five cent boxes, etc., with a heap of the powder, small scales, papers, spatula, etc., in the foreground.

Some men remind one of a toy balloon; if they were pricked with a pin there would be nothing left of them.

Are You Short on Wall Paper

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

HEYSTEK & CANFIELD CO.
Grand Rapids, Mich.
The Michigan Wall Paper Jobbers.

Fred Brundage

Wholesale Druggist

32 and 34 Western av., Muskegon, Mich.

Fireworks	Order them with
Fishing Tackle	your
Sporting Goods	DRUGS
Stationery	to save
School Supplies	separate
Cigars	freight charges

Prompt shipment and right prices.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Pennyroyal.
Declined—Opium, Castor Oil, Menthol.

Acidum		Conium Mac.		Sellae Co.	
Aceticum, \$	60 25	Copaiba	1 15 25	Tolutan	2 50
Benzoleum, German.	70 75	Cubebae	1 40 150	Prunus virg.	2 50
Boracic	17	Ezechthitos	1 00 110	Tinctures	
Carbolicum	30 42	Erigeron	1 10 120	Aconitum Napellis R	60
Citricum	47 50	Gaultheria	1 25 190	Aconitum Napellis F	50
Hydrochlor.	3 5	Geranium, ounce	75	Aloes	50
Nitrosum	8 10	Hedera, Sem. gal.	50 60	Aloes and Myrrh	50
Oxalicum	12 14	Juniper	1 50 1 60	Arnica	50
Phosphorium, dil.	15	Lavender	1 50 2 00	Assafetida	50
Salicylicum	52 55	Limonis	1 40 2 00	Auranti Cortex	50
Sulphuricum	13 14	Mentha Piper.	1 50 2 00	Atrope Belladonna	60
Tannicum	1 10 1 20	Mentha Virid.	1 50 1 60	Benzoil Co.	50
Tartaricum	38 40	Morhuas, gal.	1 10 1 20	Barosma	50
Ammonia		Myrcela	4 00 4 50	Cantharides	50
Aqua, 16 deg.	4 6	Olive	75 3 00	Cardamom	50
Aqua, 20 deg.	6 8	Piscl Liquida, gal.	10 12	Cardamom Co.	50
Carbonas	13 15	Rosae, ounce	1 00 1 06	Castor	1 50
Chloridum	12 14	Succinl	6 00 6 50	Catechu	50
Aniline		Sabina	90 1 00	Cinchona	50
Black	2 00 2 25	Santal	2 75 7 00	Cinchona Co.	50
Brown	4 6	Sassafras	48 53	Columba	50
Red	4 6	Sinapis, ess., ounce	65	Cubebae	50
Yellow	2 50 3 00	Tigil	1 50 1 60	Cassia Acutifol	50
Baccae		Thyme, opt.	40 50	Cassia Acutifol Co.	50
Cubebae, po. 25	22 24	Theobromas	15 20	Digitalis	50
Juniperus	6 8	Potassium		Ergot	50
Xanthoxylum	1 25 1 30	Bi-Carb.	15 18	Ferri Chloridum	50
Balsamum		Bichromate	13 15	Gentian Co.	50
Copaiba	55 60	Bromide	52 57	Guaiaca	50
Peru	2 1 85	Carb	12 15	Guaiaca ammon.	50
Tarabin, Canada	55 60	Chlorate, po. 17 19	10 18	Hyoscyamus	50
Tolutan	45 50	Cyanide	3 30 38	Iodine	75
Cortex		Iodide	2 30 2 40	Iodine, colorless	75
Abies, Canadian	12	Potassa, Bitart, pure	28 30	Lobelia	50
Cassia	18	Potassa, Bitart, com.	28 30	Myrrh	50
Cinchona Flava	18	Potass Nitras, opt.	7 10	Nux Vomica	50
Euonymus atropurp.	30	Potass Nitras	6 8	Opil.	75
Myrica Cerifera, po.	20	Prussiate	23 26	Opil, comporated	50
Prunus Virginl.	12	Sulphate po.	15 18	Opil, deodorized	1 50
Quillaja, gr'd	12	Radix		Quassia	50
Sassafras, po. 15, gr'd	15	Aconitum	20 25	Rhatany	50
Ulmus, po. 15, gr'd	15	Althae	30 33	Rhel	50
Extractum		Anchusa	10 12	Sanguinaria	50
Glycyrrhiza Glabra	24 25	Arum po.	20 25	Serpentaria	50
Glycyrrhiza, po.	28 30	Calamus	20 40	Stromonium	50
Hematox, 15 lb. box	11 12	Gentiana, po. 15	12 15	Tolutan	50
Hematox, 15	13 14	Glycyrrhiza, pv. 15	16 18	Valerian	50
Hematox, 14	14 15	Hydrastis Canad.	75	Veratrum Veride	50
Hematox, 1/8s.	16 17	Hydrastis Can., po.	75	Zingiber	20
Ferru		Hellebore, Alba, po.	12 15	Miscellaneous	
Carbonate Precip.	15	Inula, po.	15 20	Ether, Spts. Nit. F	30 35
Citrate and Quinia	2 25	Ipecac, po.	3 60 3 75	Ether, Spts. Nit. F	34 38
Citrate Soluble	75	Iris plox, po. 35 38	35 40	Alumen	2 1/2 3
Ferrocyanidum Sol.	15	Jalapa, pr.	25 30	Alumen, gro'd, po. 7	3 4
Solut. Chloride	2	Maranta, 1/8s.	22 25	Annatto	40 50
Sulphate, com'l.	15	Podophyllum, po.	75 1 00	Antimonl, po.	40 5
Sulphate, com'l, by	80	Rhel	75 1 00	Antimonlet Potass T	40 50
bbl, per cwt.	7	Rhel, cut.	75 1 35	Antipyrin	20 25
Sulphate, pure	7	Rhel, pv	75 1 35	Antifebrin	20
Flora		Spigelia	35 40	Argent Nitras, oz.	51
Arnica	15 18	Sanguinaria, po. 15	35 40	Arsenicum	10 12
Anthemis	22 25	Serpentaria	40 45	Balm Gilead Buds	38 40
Matricaria	30 35	Senega	60 65	Bismuth S. N.	1 80 1 85
Folia		Smilax, officinalis H.	40 45	Calcium Chlor., 1s.	9
Barosma	38 40	Smilax, M.	40 45	Calcium Chlor., 1/2s.	10
Cassia Acutifol, Tin	20 25	Sellae, po. 35	10 12	Calcium Chlor., 1/4s.	12
Cassia, Acutifol, Alox	25 30	Symplocarpus, Foeti	10 12	Cantharides, Rus. po	80
Salvia officinalis, 1/8s	12 14	Valeriana, Eng. po. 30	25	Capsel Fructus, af.	15
and 1/4s	12 14	Valeriana, German.	15 20	Capsel Fructus, po.	15
Uva Ursi	8 10	Zingiber a.	14 16	Capsel Fructus B, po	12 14
Gummi		Zingiber j.	25 27	Caryophyllus, po. 15	12 14
Acacia, 1st picked	2 45	Semen		Carmine, No. 40	3 00
Acacia, 2d picked	2 65	Anisum, po. 15	12 15	Cera Alba	50 55
Acacia, 3d picked	2 35	Apium (graveleons).	13 15	Cera Flava	40 42
Acacia, sifted sorts.	2 28	Bird, 1s.	12 13	Coccus	40
Acacia, po.	45 65	Carul, po. 18	12 13	Cassia Fructus	35
Aloe, Barb. po. 18 20	12 14	Cardamom	1 25 1 75	Centraria	10
Aloe, Cape, po. 15	12 12	Coriandrum	8 10	Cetaceum	45
Aloe, Socotri, po. 40	2 30	Cannabis Sativa	4 1/2 5	Chloroform	55 60
Ammoniac	55 60	Cydonium	75 1 00	Chloroform, squibbs	1 10
Assafetida, po. 45	45 50	Chenopodium	10 12	Chloral Hyd Crst.	1 20 1 25
Benzolium	50 55	Dipterix Odoate	1 00 1 10	Chondrus	38 48
Catechu, 1s.	13	Foeniculum	7 9	Cinchonidine, P. & V	38 48
Catechu, 1/4s	14	Foenugreek, po.	7 9	Cinchonidine, Germ.	38 48
Catechu, 1/8s	16	Lini	4 1/2 5	Cocaine	6 55 6 75
Campnora	69 73	Lini, grd.	4 1/2 5	Corks, list, dis. pr. et.	70
Euphorbium, po. 35	40	Lobelia	35 40	Croosotum	35
Galbanum	1 00	Pharlaris Canarian.	4 1/2 5	Creta	2
Gamboge	65 70	Rapa	4 1/2 5	Creta, prep.	5
Gualacum, po. 25	30	Sinapis Alba	9 10	Creta, precip	9 11
Kino, po. 30 75	75	Sinapis Nigra	11 12	Creta, Rubra	9
Mastic	60	Spiritus		Crocus	25 30
Myrrh	40 45	Frumentl, W. D. Co.	2 00 2 50	Cudbear	24
Opil, po. 4.30 5.00	3 40 3 50	Frumentl, D. F. R.	2 00 2 25	Cupri Sulph.	6 1/2 8
Shellac	25 35	Frumentl	1 25 1 50	Dextrine	7 10
Shellac, bleached	40 45	Juniperis Co. O. T.	1 65 2 00	Ether Sulph.	78 92
Tragacanth	60 90	Juniperis Co.	1 75 3 50	Emery, all numbe.s.	8
Herba		Saacharum N. E.	1 90 2 10	Emery, po.	9
Absinthium, oz. pkg	25	Spt. Vini Galli	1 75 6 50	Ergota, po. 90	85 90
Eupatorium, oz. pkg	20	Vini Oporto	1 25 2 00	Flake White	12 15
Lobelia, oz. pkg	25	Vini Alba	1 25 2 00	Galla	23
Majorum, oz. pkg	28	Sponges		Gambler	25 55
Mentha Pip. oz. pkg	23	Florida sheeps' wool	2 50 2 75	Gelatin, Cooper	60 60
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50 2 75	Gelatin, French	35 60
Rue, oz. pkg	39	Velvet extra sheeps'	1 50	Glassware, flint, box	75 5
Tanacetum V oz. pkg	22	wool, carriage.	1 10	Glue, brown	11 13
Thymus, V. oz. pkg	25	wool, carriage.	1 25	Glue, white	15 25
Magnesia		Grass sheeps' wool,	1 00	Glycerina	17 1/2 25
Calcined, Pat.	55 60	carriage.	1 00	Grana Paradisi	25
Carbonate, Pat.	18 20	Hard, for slate use.	1 40	Hyalus	25 55
Carbonate, K. & M.	18 20	Yellow Reef, for	1 40	Hydrarg Chlor Mite	90
Carbonate, Jennings	18 20	slate-use.	1 40	Hydrarg Chlor Cor.	90
Oleum		Syrups		Hydrarg Ox Rub'm.	1 10
Absinthium	6 50 7 00	Acacia	2 50	Hydrarg Ammonlati	1 20
Amygdale, Dulc.	38 65	Aurantl Cortex	2 50	Hydrarg Unguentum	50 60
Amygdale, Amara	8 00 8 25	Zingiber	2 50	Hydrargyrum	85
Anisl	1 85 2 00	Ipecac	2 50	Ichthyobolla, Am.	65 70
Aurantl Cortex	2 10 2 20	Ferri Iod.	2 50	Indigo	75 1 00
Bergamit	2 70 2 90	Rhel Arom.	2 50	Iodine, Resubl.	3 40 3 60
Calipuitl	80 85	Smilax Officinalis	50 60	Iodoform	3 60 3 85
Caryophylli	75 80	Senega	2 50	Lupulin	50 55
Cedar	80 85	Sellae	2 50	Lycopodium	80 85
Chenopadi	1 30 1 40	Tablets and Box Papers		Liquor Arsen et Hy	25
Citronella	35 40	Stationery		Liquor Potass Arsinl	10 12
		Our stationery department is now complete with new fall styles of		Magnesla, Sulph.	20 3
		Tablets and Box Papers		Magnesla, Sulph, bbl	1 1/2
		Selected from the leading manufacturers.		Mannila, S. F.	50 60
		We also have a full line of		Varnishes	
		Blank Books, Memorandums,		No. 1 Turp Coach	1 10 1 20
		Pocket Books,		Extra Turp	1 60 1 70
		Crepe Papers, Tissue Papers,		Coach Body	2 75 3 00
		Pen-holders, Pencils,		No. 1 Turp Furn.	1 00 1 10
		Inks, Etc.		Extra Turk Damar.	1 55 1 60
		We shall have the best line of HOLIDAY		Jap. Dryer, No. 1 Turp	70 75
		GOODS ever shown in Michigan.			
		Hazeltine & Perkins			
		Drug Co.,			
		Grand Rapids, Mich.			

GROCERY PRICE CURRENT

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

ADVANCED

Rolled Oats
Currants

DECLINED

Splint Clothes Baskets
Jamaica Ginger
Domestic Cheese

Index to Markets

By Columns

A		Col.	Colors in drums.
Akron Stoneware.....		15	White in packages.
Alabastine.....		1	Colors in packages.
Ammonia.....		1	Less 46 per cent discount.
Axle Grease.....		1	
B			AXLE GREASE
Baking Powder.....		1	doz. 6
Bath Brick.....		1	Anrora.....55
Brooms.....		1	Castor Oil.....60
Brushes.....		1	Diamond.....50
Butter Color.....		2	Frazer's.....75
C			IXL Golden, tin boxes 75
Candles.....		14	
Canned Goods.....		2	
Catsup.....		3	
Carbon Oils.....		3	
Cheese.....		3	
Chewing Gum.....		3	
Chicory.....		3	
Chocolate.....		3	
Clothes Lines.....		3	
Cocoa.....		3	
Cocoa Shells.....		3	
Coffee.....		3	
Condensed Milk.....		4	
Coupon Books.....		4	
Crackers.....		4	
Cream Tartar.....		5	
D			
Dried Fruits.....		5	
F			
Farinaceous Goods.....		5	
Fish and Oysters.....		13	
Flavoring Extracts.....		5	
Fly Paper.....		6	
Fresh Meats.....		6	
Fruits.....		14	
G			
Grains and Flour.....		6	
H			
Herbs.....		6	
Hides and Pelts.....		13	
I			
Indigo.....		6	
J			
Jelly.....		6	
L			
Lamp Burners.....		15	
Lamp Chimneys.....		15	
Lanterns.....		15	
Lantern Globes.....		15	
Licorice.....		7	
Lye.....		7	
M			
Matches.....		7	
Meat Extracts.....		7	
Molasses.....		7	
Mustard.....		7	
N			
Nuts.....		14	
O			
Oil Cans.....		15	
Olives.....		7	
Oyster Pails.....		7	
P			
Paper Bags.....		7	
Paris Green.....		7	
Pickles.....		7	
Pipes.....		7	
Potash.....		7	
Provisions.....		7	
R			
Rice.....		8	
S			
Saleratus.....		8	
Sal Soda.....		8	
Salt.....		8	
Salt Fish.....		8	
Sauerkraut.....		9	
Seeds.....		9	
Shoe Blacking.....		9	
Snuff.....		9	
Soap.....		9	
Soda.....		9	
Spices.....		9	
Starch.....		10	
Stove Polish.....		10	
Sugar.....		10	
Syrups.....		9	
T			
Table Sauce.....		12	
Tea.....		11	
Tobacco.....		11	
Twine.....		12	
V			
Vinegar.....		12	
W			
Washing Powder.....		12	
Wickling.....		13	
Woodenware.....		13	
Wrapping Paper.....		13	
Y			
Yeast Cake.....		13	

doz.	gro
55	6
60	7
50	4
75	9
75	9

Mica, tin boxes.....	75	9
Paragon.....	55	6

BAKING POWDER

Egg

1/4 lb. cans, 4 doz. case.....	3
1/4 lb. cans, 2 doz. case.....	3
1 lb. cans, 1 doz. case.....	3
5 lb. cans, 1/2 doz. case.....	8

JAXON

1/4 lb. cans, 4 doz. case.....	3
1/4 lb. cans, 4 doz. case.....	3
1 lb. cans, 2 doz. case.....	1

Queen Flake

3 oz., 6 doz. case.....	2
6 oz., 4 doz. case.....	3
9 oz., 4 doz. case.....	4
1 lb., 2 doz. case.....	4
5 lb., 1 doz. case.....	9

Royal

10c size.....	
1/4 lb. cans 1.....	
6 oz. cans. 1.....	
1/2 lb. cans 2.....	
3/4 lb. cans 3.....	
1 lb. cans. 4.....	
3 lb. cans 13.....	
5 lb. cans. 21.....	

BATH BRICK

American.....

English.....

BLUING

Arctic, 4 oz. ovals, per gross 4

Arctic, 8 oz. ovals, per gross 6

Arctic 16 oz. round per gross 9

Small size, per doz.....	
Large size, per doz.....	

BROOMS

No. 1 Carpet.....	2
No. 2 Carpet.....	2
No. 3 Carpet.....	1
No. 4 Carpet.....	1
Parlor Gem.....	2
Common Whisk.....	1
Fancy Whisk.....	1
Warehouse.....	3

BRUSHES

Scrub

Solid Back, 8 in.....	
Solid Back, 11 in.....	
Pointed Ends.....	



Mica, tin boxes..... 75 9 00
Paragon..... 65 6 00

BAKING POWDER

Egg



1/4 lb. cans, 4 doz. case..... 3 75
1/2 lb. cans, 2 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1/2 doz. case..... 8 00

JAXON

Queen Flake

3 oz., 6 doz. case..... 2 70
6 oz., 4 doz. case..... 3 20
9 oz., 4 doz. case..... 4 80
1 lb., 2 doz. case..... 4 00
5 lb., 1 doz. case..... 9 00

ROYAL

10c size..... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
Soused, 2 lb..... 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BATH BRICK

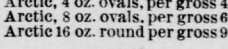
American..... 70
English..... 80

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

JENNINGS

CONDENSED PEARL



Small size, per doz..... 40
Large size, per doz..... 75

BROOMS

No. 1 Carpet..... 2 50
No. 2 Carpet..... 2 15
No. 3 Carpet..... 1 85
No. 4 Carpet..... 1 60
Parlor Gem..... 2 40
Common Whisk..... 85
Fancy Whisk..... 1 10
Warehouse..... 3 25

BRUSHES

Scrub

Solid Back, 8 in..... 45
Solid Back, 11 in..... 95
Pointed Ends..... 85

2

Shoe

No. 8..... 1 00
No. 7..... 1 30
No. 4..... 1 70
No. 3..... 1 90

Stove

No. 3..... 75
No. 2..... 1 10
No. 1..... 1 75

BUTTER COLOR

W. R. & Co.'s, 15c size..... 1 25
W. R. & Co.'s, 25c size..... 2 00

CANDLES

Electric Light, 8s..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/4
Paraffine, 12s..... 11
Wickling..... 29

CANNED GOODS

Apples

3 lb. Standards..... 70
Gallons, standards..... 2 00

Blackberries

Standards..... 75

Beans

Baked..... 1 00 @ 1 30
Red Kidney..... 75 @ 85
String..... 80
Wax..... 85

Blueberries

Standard..... 85

Brook Trout

2 lb. cans, Spiced..... 1 90

Clams

Little Neck, 1 lb..... 1 00
Little Neck, 2 lb..... 1 50

Clam Bouillon

Burnham's, 1/2 pint..... 1 92
Burnham's, pints..... 3 60
Burnham's, quarts..... 7 20

Cherries

Red Standards..... 85
White..... 1 15

Corn

Fair..... 65
Good..... 80
Fancy..... 95

French Peas

Sur Extra Fine..... 22
Extra Fine..... 19
Moyen..... 15
Standard..... 15

Gooseberries

Standard..... 90

Hominy

Standard..... 85

Lobster

Star, 1/2 lb..... 1 85
Star, 1 lb..... 3 40
Picnic Tails..... 2 35

Mackerel

Mustard, 1 lb..... 1 75
Mustard, 2 lb..... 2 80
Soused, 1 lb..... 1 75
Soused, 2 lb..... 2 80
Tomato, 1 lb..... 1 75
Tomato, 2 lb..... 2 80

Mushrooms

Hotels..... 18 @ 20
Buttons..... 22 @ 25

Oysters

Cove, 1 lb..... 85
Cove, 2 lb..... 1 55
Cove, 1 lb Oval..... 95

Peaches

Pie..... 1 65 @ 1 85
Yellow..... 1 65 @ 1 85

Pears

Standard..... 70
Fancy..... 80

Peas

Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60

Pineapple

Grated..... 1 25 @ 75
Sliced..... 1 35 @ 55

Pumpkin

Fair..... 70
Good..... 75
Fancy..... 85

Raspberries

Standard..... 90

Russian Caviar

1/4 lb. cans..... 3 75
1/2 lb. cans..... 7 00
1 lb. can..... 12 00

Salmon

Columbia River, tails..... @ 1 85
Columbia River, flats..... @ 1 95
Red Alaska..... 1 20 @ 1 40
Pink Alaska..... 1 00 @ 1 10

Shrimps

Standard..... 1 50

Sardines

Domestic, 1/4s..... 5
Domestic, 1/2s..... 8
Domestic, Mustard..... 11 @ 14
California, 1/4s..... 17 @ 24
French, 1/4s..... 7 @ 14
French, 1/2s..... 18 @ 28

3

Strawberries

Standard..... 85
Fancy..... 1 25

Succotash

Fair..... 90
Good..... 1 00
Fancy..... 1 20

Tomatoes

Fair..... 85
Good..... 90
Fancy..... 1 00
Gallons..... 2 40

CATSUP

Columbia, pints..... 2 00
Columbia, 1/2 pints..... 1 25

CARBON OILS

Barrels

Eocene..... @ 10 1/4
Perfection..... @ 9 1/2
Diamond White..... @ 8 1/2
D. S. Gasoline..... @ 12
Deodorized Naphtha..... @ 10 1/4
Cylinder..... @ 34
Engine..... @ 22
Black, winter..... @ 10 1/4

CHEESE

Acme..... @ 9 1/2
Amboy..... @ 9 1/4
Carson City..... @ 9
Elsie..... @ 10 1/4
Emblem..... @ 9 1/2
Gem..... @ 9
Gold Medal..... @ 9
Ideal..... @ 9 1/4
Jersey..... @ 9
Riverside..... @ 9
Brick..... 14 @ 15
Edam..... @ 90
Lelden..... @ 17
Limburger..... 13 @ 14
Pineapple..... 50 @ 75
Sap Sago..... 19 @ 20

CHEWING GUM

American Flag Spruce..... 55
Beeman's Pepsin..... 60
Black Jack..... 60
Largest Gum Made..... 60
Sen Sen..... 55
Sen Sen Breath Perfume..... 1 00
Sugar Leaf..... 55
Yucatan..... 55

CHICORY

Bulk..... 5
Red..... 7
Eagle..... 4
Frank's..... 6 1/2
Schener's..... 6

CHOCOLATE

Walter Baker & Co.'s..... 23
German Sweet..... 31
Premium..... 46
Breakfast Cocoa..... 46
Runkel Bros..... 21
Vienna Sweet..... 28
Vanilla..... 31
Premium..... 31

CLOTHES LINES

Cotton, 40 ft. per doz..... 1 00
Cotton, 50 ft. per doz..... 1 20
Cotton, 60 ft. per doz..... 1 40
Cotton, 70 ft. per doz..... 1 60
Cotton, 80 ft. per doz..... 1 80
Jute, 60 ft. per doz..... 80
Jute, 72 ft. per doz..... 95

COCOA

Cleveland..... 41
Colonial, 1/4s..... 36
Colonial, 1/2s..... 33
Colonial, 3/4s..... 42
Epps..... 42
Huyler..... 45
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 3/4s..... 38
Van Houten, 1s..... 70
Webb..... 30
Wilbur, 1/4s..... 41
Wilbur, 1/2s..... 42

COCOA SHELLS

20 lb. bags..... 2 1/2
Less quantity..... 3
Pound packages..... 4

COFFEE

Roasted

Special Combination..... 15
French Breakfast..... 17 1/2
Lenox, Mocha & Java..... 21
Old Gov't Java and Mocha..... 24
Private Estate, Java & Mocha..... 26
Supreme, Java and Mocha..... 27
Dwinnell-Wright Co.'s Brands..... 29
White House, 60-1s..... 29
White House, 30-2s..... 28
Excelsior M. & J., 60-1s..... 21 1/2
Excelsior M. & J., 30-2s..... 20 1/2
Royal Java..... 26 1/2
Royal Java & Mocha..... 26 1/2
Arabian Mocha..... 28 1/2
Aiden Moch..... 22 1/2
Mocha & Java Blend..... 23
Fancy Marcalbo..... 18 1/2
Java Blend..... 17
Golden Santos..... 17
Ja-Mo-Ka..... 15 1/2
Excelsior Blend..... 14 1/2
No. 55 Blend..... 14

Rio

Common..... 10 1/2
Fair..... 11
Choice..... 13
Fancy..... 15

Santos

Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17
Peaberry..... 13

Maracaibo

Fair..... 12
Choice..... 16

4

Mexican

Choice..... 16
Fancy..... 17

Guatemala

Choice..... 16

Java

African..... 12 1/2
Fancy African..... 17
O. G..... 25
P. G..... 29

Mocha

Arabian..... 21

Package

6



Vanilla 2 oz. panel. 1.20 2 oz. panel. 75
Lemon 3 oz. taper. 2.00 4 oz. taper. 1.50



D. C. Lemon D. C. Vanilla
2 oz. 75 2 oz. 1.24
3 oz. 1.00 3 oz. 1.60
6 oz. 2.00 4 oz. 2.00
No. 4 T. 1.52 No. 3 T. 2.08
2 oz. Assorted Flavors 75c.
Our Tropical.
2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1.50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1.80
Standard.
2 oz. Panel Vanilla Tonka. 70
2 oz. Panel Lemon. 60

FLY PAPER
Tanglefoot, per box. 35
Tanglefoot, per case. 3.20

FRESH MEATS

Beef
Carcass 7 @ 8
Forequarters 6 @ 6 1/2
Hindquarters 8 @ 9 1/2
Loins No. 3. 12 @ 14
Ribs 11 @ 13
Rounds 9 @ 9
Chucks 5 @ 6 1/2
Plates 4 @ 5

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

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

Veal
Carcass 8 @ 9

GRAINS AND FLOUR

Wheat
Winter Wheat Flour Local Brands 72

Patents 4 25
Second Patent 3 75
Straight 3 55
Clear 3 15
Graham 3 25
Buckwheat 4 40
Rye 3 25
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand Diamond 1/2s. 3 75
Diamond 1/4s. 3 75
Diamond 1/8s. 3 75

Worden Grocer Co.'s Brand Quaker 1/2s. 3 80
Quaker 1/4s. 3 80
Quaker 1/8s. 3 80

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand Pillsbury's Best 1/2s. 4 40
Pillsbury's Best 1/4s. 4 30
Pillsbury's Best 1/8s. 4 20
Pillsbury's Best 1/2s. paper. 4 20
Pillsbury's Best 1/4s. paper. 4 20
Ball-Barnhart-Putman's Brand Duluth Imperial 1/2s. 4 40
Duluth Imperial 1/4s. 4 30
Duluth Imperial 1/8s. 4 20
Lemon & Wheeler Co.'s Brand Wingold 1/2s. 4 40
Wingold 1/4s. 4 30
Wingold 1/8s. 4 20

Olney & Judson's Brand Ceresota 1/2s. 4 50
Ceresota 1/4s. 4 40
Ceresota 1/8s. 4 30

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

Meal

Bolton 2 00
Granulated 2 10

Oats

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

Feed and Millstuffs

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

Corn

Corn, car lots. 45 1/2

Hay

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

HERBS

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

INDIGO

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

7

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

LICORICE
Pure 30
Calabria 23
Sicily 14
Root 10

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

MATCHES

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

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

MEAT EXTRACTS

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

MOLASSES

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

Half-barrels 2c extra

MUSTARD

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

OLIVES

Bulk, 1 gal. kegs. 1 25
Bulk, 3 gal. kegs. 1 10
Bulk, 5 gal. kegs. 1 00
Manzanilla, 7 oz. 80
Queen, pints. 2 35
Queen, 9 oz. 4 50
Queen, 28 oz. 7 00
Stuffed, 5 oz. 1 45
Stuffed, 8 oz. 1 45
Stuffed, 10 oz. 2 30

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific Bottom Square

1/4 28 50
1/2 34 60
3/4 44 80
2 54 1 00
3 66 1 25
4 76 1 45
5 90 1 70
6 1 06 2 00
8 1 28 2 40
10 1 38 2 60
12 1 60 3 15
14 1 74 3 45
16 2 24 4 10
20 2 52 5 00
25 5 50

Sugar

Red 4 1/2
Gray 4 3/4

PARIS GREEN

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

PICKLES

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

Small

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

PIPES

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

48 cans in case.

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

PROVISIONS

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

Dry Salt Meats

Bellies 9 1/2
Briskets 9 1/4
Extra shorts. 8 1/2

Smoked Meats

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

Lards-In Tierces

Compound. 6 1/2
Kettle. 8 1/2
Vegetable. 7
60 lb. Tubs. advance 1 1/2
80 lb. Tubs. advance 1 1/2
50 lb. Tins. advance 1 1/2
50 lb. Pails. advance 1 1/2
10 lb. Pails. advance 1 1/2
5 lb. Pails. advance 1

8

3 lb. Pails. advance 1

Sausages

Bologna 5 1/2
Liver 6
Frankfort 7 1/2
Pork 6 1/2
Blood 9
Tongue 9
Headcheese. 6

Beef

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

Pigs' Feet

1/4 bbls., 40 lbs. 1 50
1/4 bbls., 80 lbs. 3 50

Tripe

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

Casings

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

Butterline

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

Canned Meats

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

RICE

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

Imported.

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

SALEBRATUS

Packed 60 lbs. in box.
Church's Arm and Hammer. 3 15
Deland's. 3 00
Dwight's Cow. 3 15
Emblem. 2 10
L. P. 3 00
Wyandotte, 100 1/2 s. 3 00

SAL SODA

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

SALT

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

Diamond Crystal

Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 40 7 lb. bags. 2 75
Butter, barrels, 280 lb. bulk. 2 65
Butter, barrels, 20 14 lb. bags. 2 85
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 67

Common Grades

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

Warsaw

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

Ashton

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

Solar Rock

56 lb. sacks. 30

Common

Granulated Fine. 95
Medium Fine. 1 00

SALT FISH

Cod
Georges cured. 6 @ 6
Georges genuine. 6 @ 6 1/2
Georges selected. 6 @ 7
Grand Bank. 6 @ 5 1/2
Strips or bricks. 6 @ 9
Pollock. 3 @ 3 1/2

Halibut.

Strips. 10
Chunks. 12

Trout

No. 1 100 lbs. 5 75
No. 1 40 lbs. 2 60
No. 1 10 lbs. 1 75
No. 1 8 lbs. 61

Herring

Holland white hoops, bbl. 11 25
Holland white hoops, 4 bbl. 6 00
Holland white hoop, keg. 82
Holland white hoop mchs. 87
Norwegian. 300
Round 100 lbs. 1 50
Round 40 lbs. 19
Scaled. 1 60
Boaters. 1 60

Mackerel

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

9

Whitefish
No. 1 No. 2 Fam

100 lbs. 7 00 2 75
40 lbs. 3 10 1 40
10 lbs. 85 43
8 lbs. 71 37

SEEDS

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

SHOE BLACKING

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

SNUFF

Scotch, in tins. 37
Macaboy, in jars. 35
French Rappee, in jars. 43

SOAP

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

GRAND PAS WONDER SOAP

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

JAXON

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

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

Lautz Bros. brands—

Big Acme. 4 00
Acme 5c. 3 25
Marselles. 4 00
Master. 3 70

Proctor & Gamble brands—

Lenox. 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Schultz & Co. brand—
Star. 3 00
A. B. Wrisley brands—
Good Cheer. 3 80
Old Country. 3 20

Scouring

Sapallo, kitchen, 3 doz. 2 40
Sapallo, hand, 3 doz. 2 40

SODA

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

SPICES

Whole Spices
Allspice. 12
Cassia, China in mats. 28
Cassia, Batavia, in bund. 30
Cassia, Saigon, broken. 38
Cassia, Saigon, in rolls. 55
Cloves, Ambonya. 17
Cloves, Zanzibar. 14
Mace. 50
Nutmegs, 75-80. 55
Nutmegs, 105-10. 60
Nutmegs, 115-20. 65
Pepper, Singapore, black. 38
Pepper, Singapore, white. 28
Pepper, shot. 20

Pure Ground in Bulk

Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 48
Cloves, Zanzibar. 17
Ginger, African. 15
Ginger, Cochinal. 18
Ginger, Jamaica. 25
Mustard. 65
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, Cayenne. 20
Sage. 20

SYRUPS

Corn
Barrels. 20 1/2
Half bbls. 22 1/2
1 doz. 1 gallon cans. 3 20
1 doz. 1/2 gallon cans. 1 80
2 doz. 1/2 gallon cans. 82

10

Pure Cane
Fair 16
Good 20
Choice 25

STARCH

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

Kingsford's Silver Gloss

40 1-lb. packages. 7
6 lb. boxes. 7 1/2

Common Gloss

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

Kingsford's Corn

40 1-lb. packages. 6 1/2
20 1-lb. packages. 3 1/2
6 lb. packages. 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages. 7
6 lb. boxes. 7 1/2

Common Gloss

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

Kingsford's Corn

40 1-lb. packages. 6 1/2
20 1-lb. packages. 3 1/2
6 lb. packages. 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages. 7
6 lb. boxes. 7 1/2

Common Gloss

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

Kingsford's Corn

40 1-lb. packages. 6 1/2
20 1-lb. packages. 3 1/2
6 lb. packages. 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages. 7
6 lb. boxes. 7 1/2

Common Gloss

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

12

Lubetsky Bros.' Brands.	
B. L.	\$35 00
Gold Star	35 00
Phelps, Brace & Co.'s Brands.	
Royal Tigers	55 00
Royal Tigerettes	35 00
Book Filled Tigerettes	35 00
Female Tigerettes	35 00
Night Hawk, concha	35 00
Night Hawk, navel	35 00
Vincente Portuondo	35 00
Ruhe Bros. Co.	25 00
Hilson Co.	35 00
T. J. Dunn & Co.	35 00
McCoy & Co.	35 00
The Collins Cigar Co.	10 00
Brown Bros.	35 00
Bernard Stahl Co.	35 00
Banner Cigar Co.	10 00
Seldenberg & Co.	55 00
Fulton Cigar Co.	10 00
A. B. Ballard & Co.	35 00
E. M. Schwarz & Co.	35 00
San Telmo	35 00
Havana Cigar Co.	18 00
C. Costello & Co.	35 00
LaGora-Fee Co.	35 00
S. I. Davis & Co.	35 00
Hene & Co.	35 00
Benedict & Co.	7 50
Hemmett Cigar Co.	35 00
G. J. Johnson Cigar Co.	35 00
Maurice Sanborn	50 00
Bock & Co.	50 00
Manuel Garcia	80 00
Neuva Mundo	85 00
Henry Clay	85 00
La Carolina	85 00
Standard T. & C. Co.	35 00
H. Van Tongeren's Brand	35 00
Star Green	35 00
Fine Cut	
Uncle Daniel	58
Ojibwa	38
Forest Giant	38
Sweet Spray	35
Cadillac	57
Sweet Loma	38
Golden Top	28
Hiawatha	58
Telegram	28
Pay Car	34
Prairie Rose	50
Protection	38
Sweet Burley	40
Sweet Loma	38
Tiger	39
Plug	
Flat Iron	36
Creme de Menthe	60
Stronghold	40
Solo	35
Sweet Chunk	37
Forge	33
Red Cross	24
Palo	36
Kyo	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
Jolly Tar	39
Old Honesty	45
Toddy	35
J. T.	38
Piper Heldsick	64
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Smoking	
Hand Pressed	46
Double Cross	37
Sweet Core	40
Flat Car	37
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 6 lb.	28
1 X L, 30 lb.	32
Honey Dew	37
Gold Block	37
Flagman	40
Chips	35
Klin Dried	24
Duke's Mixture	40
Duke's Cameo	40
Honey Dip Twist	39
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	39
Yum Yum, 1 lb. palls	37
Cream	37
Corn Cake, 2 1/2 oz.	25
Corn Cake, 1 lb.	23
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	37
Peerless, 1 1/2 oz.	34
Peerless, 3 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. palls	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21
TABLE SAUCES	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75
TWIN	
Cotton, 3 ply	16
Cotton, 4 ply	16
Jute, 2 ply	12
Hemp, 6 ply	12
Flax, medium	20
Wool, 1 lb. balls	7 1/2
VINEGAR	
Malt White Wine, 40 grain	8
Malt White Wine, 20 grain	11
Pure Cider, E. & B. brand	11
Pure Cider, Red Star	12
Pure Cider, Robinson	10
Pure Cider, Silver	11
WASHING POWDER	
Gold Dust, regular	4 50
Gold Dust, 5c	4 00

13

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

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CANDIES	
Stick Candy	
Standard	7 1/4
Standard H. H.	7 1/4
Standard Twist	8
Cut Loaf	9
Jumbo, 32 lb.	7 1/4
Extra H. H.	10 1/4
Boston Cream	10
Beet Root	8
Mixed Candy	
Grocers	6
Competition	7
Special	7 1/2
Conserve	8 1/4
Royal	8 1/4
Ribbon	9
Broken	8 1/4
Cut Loaf	9
English Rock	9
Kindergarten	9
Bon Ton Cream	9
French Cream	10
Dandy Pan	10
Hand Made Cream	10 1/2
mixed	10 1/2
Crystal Cream mix	15 1/4
Fancy-In Bulk	
San Blas Goodies	12
Lozenges, plain	9 1/4
Lozenges, printed	10
Choc. Drops	11 1/4
Eclipse Chocolates	13 1/4
Choc. Monumentals	14
Victoria Chocolate	15
Gum Drops	5
Moss Drops	9 1/4
Lemon Sours	10
Imperial	10
Ital. Cream Opera	12
Ital. Cream Bonbons	12
20 lb. palls	12
Molasses Chews, 15 lb. palls	14
Pine Apple Ice	12 1/4
Maroons	12
Golden Waffles	12
Fancy-In 5 lb. Boxes	
Lemon Sours	55
Peppermint Drops	60
Chocolate Drops	65
H. M. Choc. Drops	85
H. M. Choc. Lt. and Dk. No. 12	100
Gum Drops	30
Lozenges, plain	75
Lozenges, printed	80
Imperial	60
Molasses	60
Cream Bar	55
Molasses Bar	55
Hand Made Creams	80
Cream Buttons, Pep. and Wint.	85
String Rock	85
Wintergreen Berries	90
Caramels	
No. 1 wrapped, 3 lb. boxes	50
Penny Goods	55
FRUITS	
Oranges	
Florida Russett	6
Florida Bright	6
Fancy Navels	6
Extra Choice	6
Late Valencias	6
Seedlings	2 50
Med. Sweets	3 00
Jamaicas	3 50
Rodi	6
Lemons	
Messina, 300s	3 50
Messina, 300s	3 25
California 300s	3 25
California 300s	3 25
Bananas	
Medium bunches	1 50
Large bunches	1 75
Foreign Dried Fruits	
Figs	
California, Fancy	6
Cal. pkg. 10 lb. boxes	6
Extra Choice, 10 lb. boxes	9 1/4
Fancy, 12 lb. boxes	12
Pulled, 6 lb. boxes	12
Naturals, in bags	12
Dates	
Fards in 10 lb. boxes	6
Fards in 60 lb. cases	6
Hallowi	5 1/2
lb. cases, new	5 1/2
Sairs, 60 lb. cases	4 1/2
NUTS	
Almonds, Tarragona	17
Almonds, Ivica	17
Almonds, California, soft shelled	16 1/2
Brazils	11
Pistachios	12 1/2
Walnuts, Greenhills	13 1/4
Walnuts, soft shelled	13 1/4
California No. 1	13 1/4
Table Nuts, fancy	14
Table Nuts, choice	13
Pecans, Med.	10
Pecans, Ex. Large	11
Pecans, Jumbos	12
Hickory Nuts per bu.	12
Ohio, new	12
Cocoanuts, full sacks	23 50
Chestnuts, per bu.	12
Peanuts	
Fancy, H. P., Suns	5 1/2
Fancy, H. P., Suns	5 1/2
Roasted	7
Choice, H. P., Extras	6 1/2
Choice, H. P., Extras	6 1/2
Roasted	7
Span. Shild No. 12 w	7

15

AKRON STONEWARE	
Butters	
½ gal. per doz.....	48
2 to 6 gal. per gal.....	6
8 gal. each.....	52
10 gal. each.....	65
12 gal. each.....	84
15 gal. meat-tubs, each.....	1 20
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70
Churns	
2 to 6 gal., per gal.....	6½
Churn Dashers, per doz.....	84
Milkpans	
½ gal. flat or rd. bot., per doz.....	48
1 gal. flat or rd. bot., each.....	6
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
½ gal. fireproof, bail, per doz.....	85
1 gal. fireproof, bail, per doz.....	1 10
Jugs	
½ gal. per doz.....	60
1 gal. per doz.....	45
1 to 5 gal., per gal.....	7½
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	45
No. 2 Sun.....	65
No. 3 Sun.....	1 10
Tubular.....	45
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 56
No. 1 Sun.....	1 78
No. 2 Sun.....	2 48
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	2 00
No. 1 Sun, crimp top, wrapped & lab.....	2 15
No. 2 Sun, crimp top, wrapped & lab.....	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 00
No. 2 Sun, wrapped and labeled.....	5 00
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 70
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 70
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 40
1 gal. galv. iron with spout, per doz.....	1 58
2 gal. galv. iron with spout, per doz.....	2 78
3 gal. galv. iron with spout, per doz.....	3 75
5 gal. galv. iron with spout, per doz.....	4 85
3 gal. galv. iron with faucet, per doz.....	4 25
5 gal. galv. iron with faucet, per doz.....	4 95
5 gal. Tiltling cans.....	7 25
5 gal. galv. iron Nacetas.....	9 00
Pump Cans	
5 gal. Rapid steady stream.....	8 50
5 gal. Eureka, non-overflow.....	10 50
3 gal. Home Rule.....	9 95
5 gal. Home Rule.....	11 28
5 gal. Pirate King.....	9 50
LANTERNS	
No. 0 Tubular, side lift.....	4 85
No. 1 B Tubular.....	7 40
No. 15 Tubular, dash.....	7 50
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, side lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.....	45
No. 0 Tub., cases 2 doz. each, box, 15c.....	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each.....	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 savings 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.

MEN OF MARK.

William F. Jewell, President Detroit Business University.

William F. Jewell, President of the Detroit Business University, whose name is inseparably linked with the progress of business education in Michigan, was born March 7, 1837, at Oneida Lake, New York, and is of New England ancestry. He passed his boyhood in New York State, where his father was engaged in lumbering, then a most important industry in New York, but as the comparatively untouched forests of Michigan and Wisconsin were attracting more and more settlers to those States, he moved his family hither, hoping to profit by the unrivaled facilities afforded by the new country for his calling.

Mr. Jewell attended the common schools in his boyhood and youth and, after acquiring a thorough knowledge of

of one of their colleges Mr. Jewell was immediately engaged. For a short time he taught in the Chicago College and in 1865 he was assigned to their branch in Detroit, where he has ever since remained. In 1882, he purchased the University outright, carrying it on alone until July, 1885, when it was consolidated with the Spencerian Business College (originally the Mayhew Business College), purchased a few years previously by Mr. Spencer, the combination of the schools proving advantageous to all concerned.

Mr. Jewell was married to Miss Margaret Brownlee, of Detroit, in 1874, and has three sons and one daughter. He is a director in the Citizens Savings Bank, and a member of the church of Our Father.

Mr. Jewell is renowned among educators throughout the country as one of the



the fundamental branches, entered the college at Wheaton, Illinois, where he took the scientific and classical course. During the next seven years he taught school, doing farm work in the summer vacations, and at the end of that period he became a student in Bryant & Stratton's Business College, in Chicago, in order to acquire a knowledge of practical business work. After completing the full course he accepted the position of book-keeper with an extensive lumber firm operating around Green Bay, Wisconsin, but about one year later, in the season of financial depression which visited the country, the firm was forced to the wall and he was thrown out of employment. While with Bryant & Stratton, however, he had made a more than favorable impression, and as they were at the time in need of another assistant to take charge

most painstaking men in his line. His experience alone would justify his reputation, but it is substantiated by his success and the encouragement which his school has always received from the citizens of Detroit and Michigan.

Reflections of a Bachelor.

The average woman is funniest to a man when she thinks she is most sarcastic.

One year of married life brings a man to his senses; two generally makes him crazy again.

Very often it is the women who look most like cold apple pie who are really like curried peppers.

A smart woman can fool a man all his life, but a smart man can only fool a woman until she finds it out.

Many a man who claims to be looking for work wouldn't recognize a job if it stepped up and tapped him on the shoulder.

Hardware Price Current

Ammunition										Mattocks	
Caps										\$17 00..dis 70-10	
G. D., full count, per m.....											
Hicks' Waterproof, per m.....											
Musket, per m.....										7 1/4	
Ely's Waterproof, per m.....										8	
Cartridges										Miscellaneous	
No. 22 short, per m.....										40	
No. 22 long, per m.....										75&10	
No. 32 short, per m.....										85	
No. 32 long, per m.....										50&10&10	
										50	
Primers										Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....										1 20	
No. 2 Winchester, boxes 250, per m.....										1 20	
Gun Wads											
Black edge, Nos. 11 and 12 U. M. C.....										60	
Black edge, Nos. 9 and 10, per m.....										70	
Black edge, No. 7, per m.....										80	
Loaded Shells											
New Rival—For Shotguns											
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100						
120	4	1 1/2	10	10	\$2 90						
129	4	1 1/2	9	10	2 90						
128	4	1 1/2	8	10	2 90						
126	4	1 1/2	6	10	2 90						
135	4 1/4	1 1/2	5	10	2 95						
154	4 1/4	1 1/2	4	10	3 00						
200	3	1	10	12	2 50						
208	3	1	8	12	2 50						
236	3 1/4	1 1/2	6	12	2 65						
265	3 1/4	1 1/2	5	12	2 70						
264	3 1/4	1 1/2	4	12	2 70						
Discount 40 per cent.											
Paper Shells—Not Loaded											
No. 10, pasteboard boxes 100, per 100.....										72	
No. 12, pasteboard boxes 100, per 100.....										64	
Gunpowder											
Kegs, 25 lbs., per keg.....										4 00	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....										2 25	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....										1 25	
Shot											
In sacks containing 25 lbs.											
Drop, all sizes smaller than B.....										1 40	
Augurs and Bits											
Snell's.....										60	
Jennings' genuine.....										25	
Jennings' imitation.....										50	
Axes											
First Quality, S. B. Bronze.....										5 00	
First Quality, D. B. Bronze.....										3 00	
First Quality, S. B. S. Steel.....										6 50	
First Quality, D. B. Steel.....										10 50	
Barrows											
Railroad.....										12 00	
Garden.....										29 00	
Bolts											
Stove.....										60	
Carriage, new list.....										65	
Plow.....										50	
Buckets											
Well, plain.....										\$4 00	
Butts, Cast											
Cast Loose Pin, figured.....										65	
Wrought Narrow.....										60	
Chain											
Com..... 1/4 in. 5-16 in. 3/8 in. 1/2 in.											
BB..... 7 c. 6 c. 5 c. 4 1/2 c.											
BBB..... 8 1/4 7 1/4 6 1/4 6											
BBB..... 8 1/2 7 1/2 6 1/2 6 1/4											
Crowbars											
Cast Steel, per lb.....										6	
Chisels											
Socket Firmer.....										65	
Socket Framing.....										65	
Socket Corner.....										65	
Socket Slicks.....										65	
Elbows											
Com. 4 piece, 6 in., per doz.....net										65	
Corrugated, per doz.....										1 25	
Adjustable.....dis										40&10	
Expansive Bits											
Clark's small, \$18; large, \$26.....										40	
Ives' 1, \$18; 2, \$24; 3, \$30.....										25	
Files—New List											
New American.....										70&10	
Nicholson's.....										70	
Heller's Horse Rasps.....										70	
Galvanized Iron											
Nos. 16 to 20; 22 and 24; 25 and 26; 27; 28											
List 12 13 14 15 16.										28 17	
Discount, 65											
Gauges											
Stanley Rule and Level Co.'s.....										60&10	
Glass											
Single Strength, by box.....dis										85&	
Double Strength, by box.....dis										85&	
By the Light.....dis										80&20	
Hammers											
Maydole & Co.'s, new list.....dis										33 1/2	
Yerkes & Plumb's.....dis										40&10	
Mason's Solid Cast Steel.....30c list										70	
Hinges											
Gate, Clark's 1, 2, 3.....dis										60&10	
Hollow Ware											
Pots.....										50&10	
Kettles.....										50&10	
Spiders.....										50&10	
Horse Nails											
Au Sable.....dis										40&10	
House Furnishing Goods											
Stamped Tinware, new list.....										70	
Japanned Tinware.....										20&10	
Iron											
Bar Iron.....										2 25 c rates	
Light Band.....										3 c rates	
Knobs—New List											
Door, mineral, jap. trimmings.....										75	
Door, porcelain, jap. trimmings.....										85	
Lanterns											
Regular 0 Tubular, Doz.....										5 00	
Warren, Galvanized Fount.....										40	
Adze Eye.....											
Metals—Zinc											
600 pound casks.....										7 1/4	
Per pound.....										8	
Miscellaneous											
Bird Cages.....										40	
Pumps, Clister.....										75&10	
Screws, New List.....										85	
Casters, Bed and Plate.....										50&10&10	
Dampers, American.....										50	
Molasses Gates											
Stebbins' Pattern.....										60&10	
Enterprise, self-measuring.....										30	
Pans											
Fry, Acme.....										60&10&10	
Common, polished.....										70&5	
Patent Planished Iron											
"A" Wood's patent planished, Nos. 24 to 27.....										10 75	
"B" Wood's patent planished, Nos. 25 to 27.....										9 75	
Broken packages 1/4c per pound extra.											
Planes											
Ohio Tool Co.'s, fancy.....										50	
Sciota Bench.....										60	
Sandusky Tool Co.'s, fancy.....										50	
Bench, first quality.....										40	
Nails											
Advance over base, on both Steel and Wire.....											
Steel nails, base.....										2 65	
Wire nails, base.....										2 65	
20 to 60 advance.....										Base	
10 to 16 advance.....										5	
8 advance.....										10	
6 advance.....										20	
4 advance.....										30	
3 advance.....										45	
2 advance.....										70	
Fine 3 advance.....										50	
Casing 10 advance.....										15	
Casing 8 advance.....										25	
Casing 6 advance.....										35	
Finish 10 advance.....										25	
Finish 8 advance.....										35	
Finish 6 advance.....										45	
Barrel 1/4 advance.....										85	
Rivets											
Iron and Tinned.....										50	
Copper Rivets and Burs.....										45	
Roofing Plates											
14x20 IC, Charcoal, Dean.....										6 50	
14x20 IX, Charcoal, Dean.....										7 50	
20x28 IC, Charcoal, Dean.....										13 00	
14x20 IC, Charcoal, Alloway Grade.....										5 50	
14x20 IX, Charcoal, Alloway Grade.....										6 50	
20x28 IC, Charcoal, Alloway Grade.....										11 00	
20x28 IX, Charcoal, Alloway Grade.....										13 00	
Ropes											
Sisal, 1/4 inch and larger.....										8 1/4	
Manilla.....										12	
Sand Paper											
List acct. 19, '86.....dis										50	
Sash Weights											
Solid Eyes, per ton.....										25 00	
Sheet Iron											
Nos. 10 to 14.....com. smooth, com.											
Nos. 15 to 17.....										\$3 20	
Nos. 18 to 21.....										3 20	
Nos. 22 to 24.....										3 30	
Nos. 25 to 26.....										3 40	
No. 27.....										3 50	
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.										3 60	
Shovels and Spades											
First Grade, Doz.....										8 00	
Second Grade, Doz.....										7 50	
Solder											
1/4@1/2.....										20	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.											
Squares											
Steel and Iron.....										70	
Tin—Melyn Grade											
10x14 IC, Charcoal.....										\$ 8 50	
14x20 IC, Charcoal.....										8 50	
20x14 IX, Charcoal.....										9 75	
Each additional X on this grade, \$1.25.											
Tin—Alloway Grade											
10x14 IC, Charcoal.....										7 00	
14x20 IC, Charcoal.....										7 00	
10x14 IX, Charcoal.....										8 50	
14x20 IX, Charcoal.....										8 50	
Each additional X on this grade, \$1.50											
Boiler Size Tin Plate											
14x56 IX, for No. 8 Rollers, } per pound..										10	
14x56 IX, for No. 9 Rollers, }											
Traps											
Steel, Game.....										75	
Oneida Community, Newhouse's.....										40&10	
Oneida Community, Hawley & Norton's.....										65	
Mouse, choker per doz.....										15	
Mouse, delusion, per doz.....										1 25	
Wire											
Bright Market.....										60	
Annealed Market.....										60	
Coppered Market.....										50&10	
Tinned Market.....										50&10	
Coppered Spring Steel.....										40	
Barbed Fence, Galvanized.....										3 25	
Barbed Fence, Painted.....										2 95	
Wire Goods											
Bright.....										80	
Screw Eyes.....										80	
Hooks.....										80	
Gate Hooks and Eyes.....										80	
Wrenches											
Baxter's Adjustable, Nickeled.....										30	
Coe's Genuine.....										30	
Coe's Patent Agricultural Wrought.....										70&10	

The Produce Market.

Apples—Ben Davis have advanced to \$4 per bbl. and are scarce at that. Asparagus—Home grown commands 50c per doz.

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

Beets—\$1 per bbl. Butter—Creamery is in good demand and steady at 18c. Fancy dairy in casks fetches 14@15c. Packing stock is in good demand at 10@11c.

Cabbage—Louisiana commands \$2.25 per crate.

Cucumbers—Home grown command 75c per doz. Southern fetch 65c.

Eggs—Receipts are liberal and local dealers meet with no difficulty in obtaining 12c for candled, 11c for case count and 10c for dirties and small eggs. A marked peculiarity of the receipts during the past two weeks is the absence of large eggs, which have evidently been abstracted by the farmers for setting purposes. A long sermon could be preached on the subject of raising small hens and small eggs, but all that can be said on the subject appears to fall on barren ground. The eggs raised in the Holland colony have always been discriminated against because of their inferior size and are taken only when eggs from other localities are not to be had. For instance, an Ottawa county buyer brought in several cases of eggs one day last week and left them with a local commission dealer, who has been unable to obtain an offer above 10c for the lot. The same day B. S. Holly, of Woodland, sold several cases of Barry county eggs at 12½c f. o. b. Woodland. In the last two years the capacity for storage eggs throughout the United States has been increased at least 1,000,000 cases. Two years ago, when the great calamity in eggs occurred, the total storage of eggs in the United States was a little over 3,000,000 cases. Even with these large figures all the cooler room was not filled. It is reasonable to believe that with room for a million more cases there will be over 4,000,000 cases of eggs stored before next September. There is one thing prevailing in the storage egg situation this year, which was not dominant two years ago. Several packers have caused to be packed cases of large brown eggs for a particular trade, and these bring frequently 10c a dozen above the white egg. There is one class of trade which demands a large white egg, but the browns are considered better.

Green Onions—10c for Evergreens; 12@15c for Silverskins.

Honey—Choice white is in large supply at 14@15c. Amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—California command \$3 for 100s and 250s per box. Messina fetch \$3.25 for choice and \$3.50 for fancy.

Lettuce—Hothouse stock is in good demand, commanding 11c for leaf.

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

Maple Syrup—\$1 per gal. for fancy.

Onions—Bernardus command \$1.75 per crate. Egyptians fetch \$3.25 in 112 lb. sacks.

Oranges—Mediterranean sweets fetch \$2.75@3. Seedlings range from \$2.50@2.75.

Parsley—40c per doz.

Parsnips—\$1.25 per bbl.

Peppermint—75c for 50 lb. box.

Pineapples—Hawaii, \$1.50@1.75; Florida, \$2 per doz.

Plums—Tomato and cabbage command 75c per box of 200. Pepper and sweet potato fetch 20c.

Potatoes—The market is stronger and higher, in consequence of which some shippers are completely out of stock. Paying prices at outside buying points have advanced to 30@35c. Local dealers obtain 10c in small lots.

Prunes—Conditions are the same as last week. Local dealers pay as follows for dressed: Spring turkeys, 12@13c; old, 8@9c; spring chickens, 12@13c; fowls, 10@11c; spring ducks, 12@13c; old, not wanted at any price; spring geese, 10@11c; old, not wanted. For live poultry local dealers pay as follows: Chickens, 9@10c; medium and small hens, 8@9c; large hens, 7@8c; young

turkeys, 9@10c; old turkeys, 8@9c; young ducks, 9½@10½c; pigeons, 50@60c per doz.; squabs, \$1@1.25 per doz.; broilers, 18@25c per lb.

Radishes—12@14c per doz. bunches for hothouse stock.

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

Spinach—40@50c per bu.

Strawberries—Berries from Tennessee, Mississippi and Southern Illinois are coming freely and the price is off. The choicest berries come from Southern Illinois. This week the Illinois supply will be sufficient and they will be the best berries that come, except those from Indiana. The crop is light all through the Southern sections, and Indiana berries are expected to bring fancy prices because fancy berries come from that section. Local dealers are asking \$2.25@2.50 per 24 qt. case.

Tomatoes—\$2 per 4 basket crate.

Turnips—\$1 per bbl.

Vegetable Oysters—20c per doz.

Water Cress—50c per doz.

The E. Bement's Sons to Be Re-Incorporated.

Lansing, May 21—The E. Bement's Sons has arranged to merge its business into a corporation with a capital stock of \$1,250,000, composed of \$300,000 6 per cent, cumulative preferred stock and \$950,000 common stock. The present owners of the business take \$625,000 of the common stock for their holdings, the remaining common stock being given to the purchasers of the preferred in the shape of a 25 per cent. bonus. The preferred stock may be retired at the end of ten years at 103 and is to be fully paid and cancelled at the end of twenty-five years. The company is now doing a business of \$800,000 per annum, on which the net profit is about \$100,000. On the basis of \$1,000,000 sales per annum the officers estimate the net profits of \$117,600, which will entitle the common stock to a dividend of 7.68 per cent. If the volume can be increased to \$1,250,000, the estimated profits would be \$184,250, equivalent to a dividend of 10.50 per cent. on the common stock. Subscription papers will be opened here and at Chicago, Detroit and Grand Rapids, with every indication of the stock being largely oversubscribed.

Hides, Furs, Tallow and Wool.

The hide market shows a weakness on light stock, while no sales are reported at a less price. Heavy and sole leather stocks sell freely at old prices. There is no change as yet from previous sales, while asking prices are easier.

Furs are low in price and are selling slowly. It is hard to move them at any price the buyer is willing to pay. The trade is lifeless.

Furs are not enough in volume to make a market. Most shippers have closed the deal, and all recruits must be carried over.

Tallow is firm and in good demand. Offerings, while ample, are not large.

Wool remains at the low point, with no outside buyers in the State. Some locals are buying at low values, but are much in doubt if they are purchasing low enough to afford them a margin. It is up hill work to induce an Eastern buyer or manufacturer to enter the market. Wm. T. Hess.

Drumstick to Catalogue House Goods.

From the Louis Standard.
The catalogue houses are flooding Louisiana and Louisiana country with their illustrated price lists, and many people bite at the apparently tempting bait, but when the goods are received it is almost invariably found that our home merchants could have duplicated the prices with a better class of goods. You have to take what the catalogue man sends you, but when you buy over the counter your dealer is always willing to correct mistakes.

Off and On.

We've put away the overcoat.
A dozen times or so,
Imagining that chilling winds
At last had ceased to blow.
We've placed it in the cedar chest,
Where moths ne'er cause dismay,
And felt relieved because we thought
For months it there would stay.

But just as often from the chest
The overcoat we've drawn,
Removed the wrinkles from its folds
And gladly put it on.
For suddenly a change had come
From mild to frosty air,
And there was comfort when one had
A heavy coat to wear.

'Twas in the month of March this game
Of hide and seek commenced,
For then we didn't realize
What we were up against.
We never dreamed when first we put
The overcoat away
That gentle spring had up her sleeve
So many tricks to play.

But later on we learned just how
The weather joked with men;
There'd be a day or two of spring,
Then winter came again.
One day we'd shed the overcoat,
The next day put it on,
And thus kept changing back and forth
Till peace of mind was gone.

So now at last we've ceased to think
Of hiding it away,
Quite reconciled to wearing it,
Perhaps till late in May.
But even if before that time
Its usefulness is done
The overcoat is bound to make
A record-breaking run.

Some New Hands at the Helm.

At the Grand Council of Michigan, U. C. T., held at Kalamazoo last week, the following officers were elected:

Grand Senior Counselor—H. E. Bartlett, Flint.

Grand Past Counselor—M. J. Moore, Jackson.

Grand Secretary—Amos Kendall, Hillsdale.

Grand Treasurer—C. M. Edelman, Saginaw.

Grand Conductor—J. C. Emory, Grand Rapids.

Grand Page—L. Williams, Detroit.

Grand Sentinel—W. E. Watkins, Kalamazoo.

Grand Executive Committee—H. E. Vassold, Saginaw; F. W. Thompson, Hillsdale.

The next annual meeting will be held at Flint, on the third Friday and Saturday in May, 1902.

Agreed With Her.

Jimmy—Me aunt was tryin' to tell me that smokin' is injur'ous.

Tommy—Well, it might be if yer ole man ketches yer.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

A SPLENDID OPPORTUNITY FOR ANY person who has a grocery or general stock of merchandise to be brought into a business that will make him large profits. Any person or firm who is interested in the sale of grocery or general store will please communicate with the Niagara Company, Dayton, Ohio.

TO EXCHANGE—FINE FARM HOME, Southern Michigan, 100 acres, rich soil, well located, for good 60 barrel flour mill or clean stock merchandise. Address Box 313, Union City, Mich.

FOR SALE—NATIONAL CASH REGISTER, No. 26, cash \$300. Will sell for \$200. I have no use for it. J. H. Travis, Elletts, Mich.

FOR SALE—MY ENTIRE STOCK OF hardware, paints, stoves, etc. including good will of business and lease of building; location best in town. M. A. Randall, Choboguan, Mich.

FOR SALE—SMALL STOCK DRY GOODS, brick store to rent, good location, Hastings, Mich. O. D. Spaulding.

FINE DRUG STOCK AND FIXTURES FOR sale. Enquire of Hazelton & Perkins Drug Co.

FOR SALE HOTEL AND FURNITURE—\$5,000 will take \$2,000 down, balance on long time; \$500 of first payment will be taken in building; house now doing good business. J. R. Sebring, Bangor, Mich.

FOR SALE—A BLACKSMITH AND WAGON shop and tools in a village ten miles from Jackson, Michigan; or will sell the tools alone. A capable man can do a good business at this point. Address R. T. McNaughton, Jackson, Mich.

FOR SALE—A NICE, CLEAN GENERAL stock, inventorying about \$1,800, in good farming community. Reason for selling, other business. Address No. 860, care Michigan 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.

FOR 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.

HARDWARE STOCK FOR SALE IN A thriving village in Southern Michigan. Write for particulars. Address No. 854, care Michigan Tradesman.

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.

FOR SALE OR EXCHANGE FOR MERCHANDISE—120 acres of land with good buildings. Address 840, care Michigan Tradesman.

FOR SALE—BEST PAYING GENERAL merchandise store in Michigan; stock inventories \$7,000. Address No. 839, 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.

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

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.

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures, invoicing \$3,000 to \$5,000; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman.

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

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

FOR SALE—A GOOD CLEAN STOCK OF groceries, crockery, glassware, lamps and china, inventorying about \$3,300. Will accept \$3,000 cash if taken soon; location, the best and central in a bustling 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.

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

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

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 CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 133 Market St., Chicago, Ill.

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 883, care Michigan Tradesman.

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.

PHARMACIST WANTS SITUATION; familiar with general store; references. Write 888, care Michigan Tradesman.

REGISTERED PHARMACIST, MIDDLE aged, experienced and capable desires situation. References. Address "Tobe," 120 E. Myre St., Albion, Mich.

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

WANTED—SITUATION BY YOUNG MAN as traveling salesman or in general merchandise store. Good references. Address Box 404, Elk Rapids, Mich.

WANTED—REGISTERED PHARMACIST at once. State salary and age. Address No. 886, care Michigan Tradesman.

WANTED—POSITION AS CLERK IN GENERAL store or manager of one or more departments; long experience; good references. Address Box 76, Section 7, Grand Rapids.

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.

Are you going to the Pan-American Exposition? The Michigan Central

is the short and direct route.
For particulars see M. C. Agents or
write to

O. W. Ruggles, G. P. & T. A., Chicago
J. S. Hall, D. P. A.,
Detroit

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING. HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

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

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

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

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

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORR.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
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Pt. Huron Merchants' and Manufacturers' Association
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Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Vale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

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

THE NULITE

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



Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting. They darkness into daylight turn, And air instead of money burn. No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good agents wanted. Write for catalogue and prices.
CHICAGO SOLAR LIGHT CO.,
81 L. Fifth Ave. Chicago, Ill.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

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

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

GRAND Rapids & Indiana Railway

March 10, 1901.

Going North.			
Lv	Gd Rapids	ex Su	ex Su
Ar	Cadillac	7 45a	2 10p
Ar	Traverse City	11 20a	5 40p
Ar	Petoskey	1 30p	7 50p
Ar	Mackinaw City	2 50p	9 15p
Ar	Chicago	4 15p	10 35p
Trains arrive from the north at 6:00 a m, 11:30 a m, 5:15 p m and 10:15 p m.			
Going South.			
Lv	Gd Rapids	ex Su	ex Su
Ar	Kalamazoo	7 10a	1 50p
Ar	Pt. Wayne	8 50a	3 22p
Ar	Cincinnati	12 10p	6 50p
Ar	Chicago	6 25p	7 15a
Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.			

MUSKEGON Except Sunday
Lv. Grand Rapids. 7 35am 2 05pm 5 40pm
Ar. Muskegon. 9 00am 3 20pm 7 00pm
Sunday train leave Grand Rapids at 9:15am.
Sunday train leaves Grand Rapids 7:00pm.
Arrives at Muskegon 8:25pm.
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

CHICAGO TRAINS
G. R. & I and Michigan Central.
TO CHICAGO Except Sunday Daily
Lv. G'd Rapids (Union depot) 12 30pm 11 30pm
Ar. Chicago (12th St. Station) 5 25pm 6 55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.
FROM CHICAGO Except Sunday Daily
Lv. Chicago (12th St. Station) 5 15pm 11 30pm
Ar. G'd Rapids (Union depot) 10 15pm 6 55am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago
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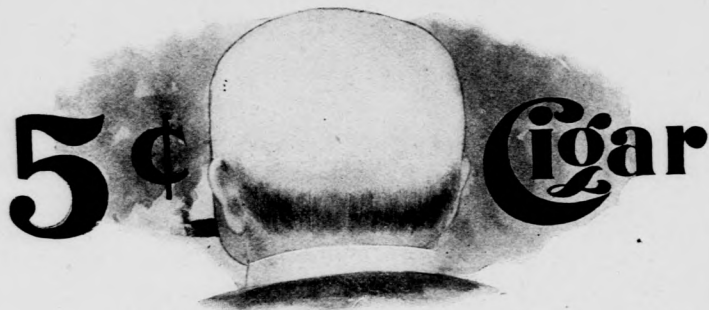
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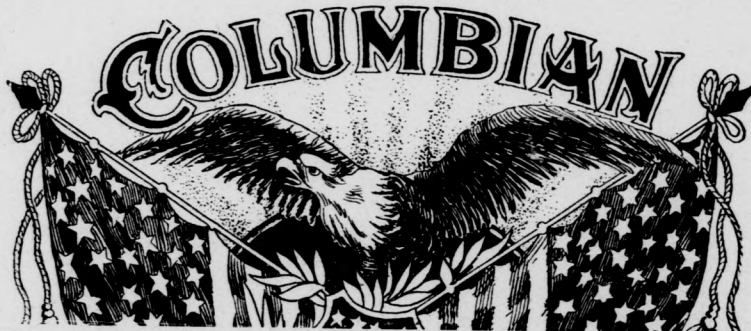


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