

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JANUARY 12, 1898.

Number 747

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Fancy Calendars

The Tradesman Company has
a large line of Fancy Calendars
for 1898, to which it invites the
inspection of the trade. The
Company is also equipped to
prepare and execute anything
in the line of specially designed
calendars, either engraved or
printed.

WRONG METHODS.

Mutual Encroachments of the National and Savings Banks.

When the prudent merchant or manu-
facturer finds that his business is not
proving as profitable as it ought, he
carefully looks the situation over to find
the weak spots and then he proceeds to
apply the remedies. It is claimed that
the banking business in this city is not
profitable, and the claim seems to be
well founded when it is learned that,
taking the banks as a whole, the average
dividend on the capital stock, after
deducting taxes, for the past year, was
only about 4½ per cent., and that if the
accumulated surplus be added to the
capital, the rate was only about 3¼ per
cent. The banks are quasi-public in-
stitutions and a discussion of their
affairs is permissible, and the periodical
publication in the newspapers of
their condition makes it possible to dis-
cuss them with a fair degree of intelli-
gence. If the banks in Grand Rapids
are not sufficiently profitable, what is
wrong in their management or in their
methods of doing business? That is a
question the prudent business man
would ask in relation to his own affairs
under similar circumstances, and it is
a pertinent question in regard to the
banks.

A study of the bank statements of
December 15 last will show some of the
reasons why the banks are not paying
better dividends. The statements show
that the savings banks are encroaching
upon the peculiar province of the Na-
tional banks and that the National banks
are invading the field which should be
held almost exclusively by the savings
banks. It was shown by the Tradesman
last week that the savings banks were
doing a purely commercial business to
the amount of \$2,025,440.76, while in
bonds, mortgages and similar securities
—investments particularly desirable for
institutions of the character and pur-
poses of savings banks—they were car-
rying but \$1,694,960.95. In investing
the money entrusted to their safe keep-
ing by the wage earners, the savings
banks are neglecting or abandoning
their own peculiar field of investment
to do a line of business which the Na-
tional banks were specially organized to
transact. If the savings banks would
keep within their own limits and con-
fine their operations to investments, in-
stead of going into loans and discounts,
there would be less complaint of over-
loaded vaults and idle money.

The encroachment of the National
banks upon the field of the savings
banks is as serious to the general pros-
perity of the banking interests of the
city as that of the savings banks. The
National banks are organized to do a
commercial business, but, as a matter
of fact, as shown by the last bank state-
ments, they are really doing more of a
savings business—in everything except
investments—than the savings banks
themselves. The certificates of deposit
issued by the five National banks ag-
gregate \$3,201,269.62, while the savings
banks are carrying only \$3,183,045.03
in certificates and savings accounts.

These National bank certificates up to a
year ago bore 3 per cent. interest if
held three months and 4 per cent. after
six months, the same rate that the sav-
ings banks were paying on their savings
deposits. The rate is now 3 per cent.
after six months and this is also the
rate at the savings banks on deposits,
except in two of the banks, where 4 per
cent. is paid. The certificates are is-
sued in any amounts from \$1 upwards
and are in every respect a savings de-
posit business, except that no pass books
are issued, although one of the National
banks even uses the pass book method
of recording deposits. While the Na-
tional banks are carrying \$3,201,269.62
in interest bearing certificates, their
other deposits are: Bank balances,
\$1,222,736.05, and commercial deposits,
\$1,848,937.17, a total of \$3,071,673.22.
The savings deposits in the form of in-
terest bearing certificates exceed all
their other deposits by nearly 10 per
cent. and exceed the savings bank sav-
ings deposits by nearly \$20,000. They
are paying interest on these deposits to
the amount of between \$70,000 and \$80,-
000 annually—more than they distrib-
uted in semi-annual dividends this
month to the stockholders.

In other cities the line between sav-
ings and National banking business is
more closely drawn. The last state-
ments show that the Detroit National
banks are carrying only \$1,286,000 in
interest bearing certificates, while all
the other deposits amount to \$19,509,-
000—the certificates being only about 6
per cent. of the others. In Toledo the
certificates are only about 10 per cent.
of the others. In New York the inter-
est bearing certificates are only a small
fraction of 1 per cent. of the other de-
posits. In Chicago practically no certi-
ficate business is done at all, and it is
the same in Boston, Philadelphia and
other cities. In Bay City the certificates
amount to about 75 per cent. of the
other deposits and in Saginaw they are
about 95 per cent. In Grand Rapids,
as has been stated, the certificates ex-
ceed the other deposits by nearly 10
per cent., and there is not another city
in the country that can make such a
showing. The National banks, with
their business limited largely to the
loans and discounts of a purely com-
mercial nature, are practically doing a
savings banks business and the interest
they are paying on their savings de-
posits has been eating the head off the
capital invested. A savings deposit
on certificate in the National banks at
3 per cent. is almost as good an invest-
ment as to own the bank stock and there
is no danger of a passed dividend or of
loss and the investment can be realized
on if the money should be needed at a
moment's notice.

If this mutual encroachment of the
National banks upon the field of the
savings banks and of the savings banks
upon the National banks were profit-
able, it would be shown in the bank
statements. Yet of the four savings
banks and five Nationals in this city
only one can show a surplus account in
excess of the capital. None of the others
can show a surplus or undivided profit

account exceeding 30 per cent. The
average for all the banks is about 26 per
cent. and this is the result of nearly
twenty years' accumulation with a ma-
jority of them. Three of the National
banks are in the last quarter of their
twenty years' existence and one of the
savings banks is within sight of the end
of its thirty year charter. These banks
should have substantial surpluses laid
up, but 30 per cent. is the best they can
show, and not all of them can show
that. The banks have all been dividend
payers, but none of them have records
better than 4 per cent. semi-annual.
What is true of the four banks referred
to is equally true of the other five, with
the exception of the single bank that
has a surplus exceeding its capital.

The banking business in Grand Ra-
pids is not as profitable or satisfactory as
it ought to be, and if the bankers would
follow the example of the prudent busi-
ness man and enquire into the cause
and then apply remedies, the difficulty
might to a degree be remedied. The
trouble is not so much over-capitaliza-
tion as wrong methods. The mutual
encroachments of the National and sav-
ings banks upon each other's field is
demoralizing to the banking interests
generally and is largely accountable for
the lack of banking prosperity. The
remedy will be found in each class con-
fining its business to its own peculiar
field and not attempting to do the kind
of business demanded in a small town
with only one bank to serve every pur-
pose, both savings and commercial.
When the National banks in this city
were established under their present
charters, there was only one savings
bank here, and there may have been
some excuse for their encroachments on
the savings business at that time. Since
then three savings banks have been
added to the list and the old excuse no
longer exists and the custom of paying
savings bank interest on deposits should
be abandoned. The custom has been
handed down as a tradition and, ad-
mitting that it is wrong, the National
bankers cling to it lest some rival gain
a slight advantage in the matter of de-
posits. As it was with resumption, the
only way to remedy the difficulty is to
remedy it, and instead of waiting for a
concert of action, individual banks
should have the nerve and courage to
pursue a course which prudence and
experience show should be taken.

A Pneumatic Shoe.

The latest athletic sensation in Eng-
land is the pneumatic running shoe.
The shoe is the regulation sprinter's
footgear, with a pneumatic pad as an
inner sole for the ball of the foot. Air
is pumped into the pad through a small
tube, which is neatly hidden from view
in the instep. The foot fits into a
chamois pocket over the tube. The in-
ventor believes that the shoes will in-
crease the bound and benefit the length
of the stride, and should therefore be of
more use to middle and long-distance
runners than to sprinters. The pneu-
matic tube will also save the feet from
getting calloused when training on
board floor tracks.

It is said that a man's hair turns gray
five years earlier than a woman's.

Dry Goods

The Dry Goods Market.

Staple Cottons—The general demand for staple cottons has been fair. Although the individual orders are generally small, in the aggregate they are very satisfactory. Brown sheetings are in slightly better demand, although still irregular. Brown drills are quiet and unchanged. Brown ducks and osnaburgs are without feature of special moment. Denims are quiet, also ticks and other colored cottons. There is but little anxiety felt in New York on account of the trouble in Fall River and elsewhere, nor does the prospect of restricted manufacture give the buyers any uneasiness.

Prints and Gingham—In printed calicoes, light tones for spring have secured some business this week, and the orders have been fairly well distributed. There is little doubt that the supply of spring fancies will be well taken care of, as the business already placed indicates that stocks will not go begging. Printed napped goods are in moderate demand, the woven patterned napped fabrics selling steadily at firm prices in leading makes. The demand for staple ginghams continues quiet and without change in prices. Dress ginghams, fine ginghams, madras, and other woven shirtings have all ruled dull.

Carpets—In view of the large distribution of tapestries, it would have been suicidal for the ingrain manufacturers to hold for the advance wanted at the opening of the season. The tendency has been, for the past two or three years, for tapestries to replace the ingrain, and the large Eastern cities do not handle the quantities of extra supers which they have in former years. It is in the country sections and in the West that the ingrain is still in most favor. The season for straw matting has not arrived yet. The distributing demand is just beginning to come now, and is not likely to be as large as last year. The consumptive demand commences the latter part of March, or the first of April. Dealers generally, last year, bought freely to avoid the increased prices that would result from the new duty. This year the imports will be much less. Fibre carpet has come into more general notice this year, as the manufacturers have made a strong effort to excel any of their previous productions. Some dealers are not friendly to the new fabric, and point out some of its weak points, while others are quite enthusiastic and claim that colorings can be obtained on the fibre carpet which are astonishing. The makers, it is also claimed, offer to subject the carpet to the test of absolute soaking in water and let it lie there for some time, and then it will not, they claim, take the color out or destroy the tenacity of the fabric. This class of goods is sold at 32½¢ to 50¢ per yard, and some claim that it will be a strong competitor with the ingrain carpets, as it is produced with beautiful scroll figures, and high colors equal to those of ingrain.

Lace Curtains—The domestic manufacturers are more hopeful of the future, as the present tariff will exclude the Swiss goods more than ever before. The American manufacturers are producing some of the finest goods ever made in this country this season. One Philadelphia concern, the Bromley Manufacturing Co., contemplates engaging in the manufacture of bobbinets. This

will be the first one to engage in this line in America. They will put in one of the latest improved looms made in England, and if they meet with success, contemplate going into this line quite extensively.

Gloves—For ladies' walking or street gloves, light tans or ox-bloods are selling extremely well; in fact, trade in all lines is very good, better than it was a year ago. Prices are higher than they were before the tariff bill was passed, but this has affected the amount of business being transacted very little, indeed. Contrasts are much desired in gloves for evening wear, and gloves to contrast with the garments worn are selling in a very good way. Gentlemen's gloves are in much better demand than they were a short time ago. The reindeer skin gloves, either silk lined or not, are in good request. Driving gloves have sold fairly well, but the weather has been almost too mild for the use of very heavy gloves.

Clothing—Clothiers say that the over-shot plaid will be worn a good deal this spring, as will a good many styles of plaids, but they will be quieter than they were last year, for a great many loud patterns were worn then. Both plaids and stripes are popular, and a good many of each will be worn.

Hats—The coming summer will be, from all present appearances, a stiff hat season, as derbys will be sold principally for that period. The call for straw hats usually commences before the others, and so far the demand is pretty good, although it is a little later than usual this year. Jumbo and split straw braids will be the most popular braids in straw hats this year, and the crowns are to be smaller, and the brims not quite so wide as they were last season, and hats of this character are expected to have a large sale. The stiff hat, or derby, for this summer, has a more rolling brim, making a much prettier hat than the ones which have been used before.

Trunks and Bags—Trunks are in fair demand only, it being a little too early for trade in that line to start up much, but there is a better demand for bags of most all shapes and sizes, and the call for dress suit cases is very satisfactory, as most everybody wants one of these articles, for they are so handy, and can be carried around so easily. Prices are such that one can get a better class of goods for the same amount of money than he could a year ago.

The Most Satisfactory.

When profits were large with business brisk the average merchant could afford to credit the majority of people. In the event that some did not pay for goods, the profit made on goods sold would cover the loss of unpaid bills. It is different to-day, and the merchant who sells on credit and meets competition is in danger of having his balance on the wrong side of the ledger. The cash system, or as near that as possible, is not only the safest system, but is also the most satisfactory to the men who expect to pay for what they buy.

She Was Particular.

Young Housewife—Any liver to day, Mr. Bones?
Butcher—Yes, madam.
Young Housewife—Then I'll take ten pounds; but please see that it is not that torpid kind, which the doctors say is the cause of so much disease.

A new issue of postage stamps will be made in Holland to commemorate the coronation of the young queen next year. Prof. Stang has been commissioned to paint her portrait, which will be used as the copy for these stamps.

Government Guarantees Whisky.

Uncle Sam now guarantees the whisky which is bottled under his supervision. He puts his internal revenue stamp over the cork and capsule of well-known brands, which are bottled at the distilleries, thus guaranteeing the proper age and absolute purity of the whisky so stamped. This stamp is about seven inches long and one inch wide. It is white, with an engraved background in green, the lettering on the stamp being white and red.

But there is still another precaution. The whisky bottled under the new law must be put up in wooden cases, and on one side of each case a duplicate of the Government's guarantee of the bottling must be burned into the wood. Besides this, the case must have a stamp bearing the signature of the collector, the distributor, the store-keeper and the gauger. A penalty is provided for misrepresenting the quality of the liquors contained in each bottle or case. Severe penalties are provided for using the stamp more than once and for counterfeiting stamps.

Whisky bottled in bond with this internal revenue stamp over the cork and capsule cannot be tampered with, since the bottle cannot be opened without breaking the internal revenue stamp, and for a dealer to do this and tamper with the contents is an offense, subject to a fine of not more than \$1,000 and to imprisonment for not more than two years. The law is a severe blow to the men who make ten-year-old whisky out of alcohol and a few essences. The new law meets with the approval of all reputable dealers. It is the most perfect guarantee that consumers have yet had for any purchasable article. There is

no food product, nor any medicinal article, that can thus come directly under the supervision of the Government.

An Eye to Business.

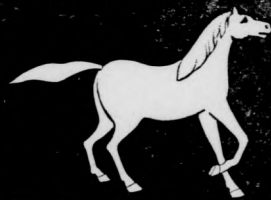
"Gosling, the commercial traveler, is going to turn over a new leaf."
"Who has influenced him?"
"He says the Sunday school people get the best rates from the railways."

Prof. Hanson, an agent of the Agricultural Department, traveling in Turkestan, has discovered a species of muskmelon which sometimes weighs as much as thirty pounds.

MERCHANTS

who have lost money trying to carry a stock of **clothing** should read this.

WHITE HORSE BRAND



This celebrated brand of

Ready-to-Wear Men's and Boys' Clothing

is sold in every state and territory by our agents who furnish the desired sizes from our great warehouses.

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$8.00 to \$10.00. Men's pants 75¢ to \$4.00.

Complete outfit free. Write for particulars.

WHITE CITY TAILORS,
213 to 217 Adams Street, Chicago.



Strictly In It

That's what we are! We are literally buried with new goods. Never before have we been able to show as complete a line of Wash Goods, Prints, Dress Goods, Laces and Embroideries.

Our line of Men's Shirts is immense! Here you will find the low-priced Cheviot and Outing Flannel as well as those of fine Percale or Madras cloth.

Jobbers and Mfrs.,
Grand Rapids, Mich.

VOIGT, HERPOLSHEIMER & CO.

New arrivals of

Wash Goods

Prettier than silks.

P. Steketee & Sons, Jobbers,
Grand Rapids, Mich.

COULD NOT BE CAUGHT.

Had No Sympathy for Suffering Humanity.

M. Quad in American Druggist.

Mr. Bowser had visited the corner drug store the other evening for a cake of shaving-soap, and had not yet made his purchase when a woman entered and pathetically informed the druggist that "her boy Tom" had such a lame back that he could hardly turn over in bed. It was a struggle with poverty with her, and would the druggist be so kind and charitable as to give her a little whisky or brandy in a bottle she took from under her shawl? It was to rub Tom's back with, and as she left home Tom called to her:

"Mother darling, just go to the first drug store you come to and tell 'em how it is. He'll be a Christian man, the druggist will, and he'll fill the bottle to the neck and put in a new cork for you."

There was a sob in her throat as the woman reached the bottle towards the druggist with one hand and wiped her nose with the other. Mr. Bowser's heart was touched. Not so with the druggist, however. Without looking her way at all, he quietly replied:

"Rub salt and water on Tommy's back, and he'll soon be out. Your story is too gauzy for this shop."

"If you'll only fill it half full, sir, I'll try and make it do," entreated the woman.

"Not any for Tommy, nor his mother, either. I told you the other day not to come in here any more."

Tears began to run down the woman's cheeks as she turned away, and Mr. Bowser could control himself no longer.

"I wouldn't have believed you so heartless," he said to the druggist. "Here is a woman so old and poor that she can hardly get about, and yet you haven't the least pity for her."

"Perhaps you don't know where the whisky would go to if I filled her bottle," smiled the druggist.

"It would be used on the back of that suffering son, of course. If you've got eyes in your head you can see that the woman doesn't drink."

"Of course not—never a drop, sir," she muttered.

"If you knew the number of people who come in here every day—" began the druggist in explanation, but Mr. Bowser slapped a quarter down on the counter and interrupted with:

"Fill the bottle for her. I'm not a soft-hearted man, but I can tell the difference between a poor old woman and a dead-beat. Why, sir, I couldn't have slept to-night, knowing that her poor boy was anxious to get well and go to work again!"

"Bless you, sir—bless you!" fervently whispered the old woman as she received the bottle back; and then, stepping closer, she added:

"Come out doors for a minute whilst I speak a word with ye."

Mr. Bowser followed her out and around the corner, and she halted and handed out the bottle and said:

"You may have the first drink, sir, and I'm sorry you paid for it."

"W—what do you mean?" asked Mr. Bowser.

"Why, he'd have given me two drinks to get rid of me, or I could have cried half a bottle out of some other drug store. Never pay for your whisky, sir, when you can get it for nothing!"

"And your son Tommy?"

"All in me eye, sir; but it's a good story for a drink. Lift the bottle, darling, and let the contents warm up your cold feet."

Mr. Bowser backed off and looked at her in disgust for a moment and then turned on his heel to re-enter the drug store. He had reached the door, and was wondering how he could make it all right with the druggist, when a man came out holding his hand to his jaw and groaning.

"Now may the Lord take me away this blessed night, for death will be a relief to me!"

"What's the matter with you?" asked Mr. Bowser.

"Toothache, sir—the jumpingest of the jumping sort of toothaches, and the cold-hearted man in there won't even pour a drop of laudanum into the hollow! I'm praying that I may fall down and die!"

"He wouldn't do anything for you, eh?"

"Not a thing except to tell me to get out. Is it any wonder that the poor feel like destroying the rich?"

"No, it isn't," answered Mr. Bowser. "Here—take this dime and go somewhere else and get a remedy. The druggist ought to be ashamed of himself."

The toothache man was calling down blessings when Mr. Bowser entered the store to free his mind, but before he could open his mouth a man followed him in—a man who was shaking with a chill and clicking his teeth together, but who managed to say:

"It was a street car that knocked me clear across the street and shattered my nerves, and if I don't get something to soothe me I shall be a dead man in an hour!"

"Chew a cork for a change!" replied the druggist, as he looked up.

"You take this," said Mr. Bowser, as he produced a quarter and extended it, "and go to some drug store kept by a human being and get a remedy. My eyes have been opened this evening. If any man had told me that there was a druggist in New York who'd refuse to relieve suffering humanity at the cost of a cent or two, I wouldn't have believed it!"

"Is that for me?" asked the druggist.

"It is, sir! I took you for a man with some heart about you, and how you can witness the sufferings of your fellowman in the cold, cruel way you do, knocks me out. Why, sir—"

"You bought whisky for the old woman," interrupted the druggist, "the old woman who has lied and wept me out of half a gallon—and she offered you a drink from the bottle. I saw her from the window. The toothache man has come around here about forty times with the same tooth aching. This man with the chill has had about a quart of brandy here this winter free gratis. This must be about the thirtieth time he's been hit by a street car."

"But, sir—"

"And if you'll only stop here half an hour longer, the woman with a consumptive cough—the boy with a dying father—the father with a dying girl—the man who has lost his hearing—the whole gang will come in and tell their tales of woe. As for the toothache man and the man with a chill, please step across the street to the saloon with me."

"But I tell you, sir—I tell you," began Mr. Bowser, but the druggist walked him across the street and up to the saloon window and pointed in. The two "victims" were facing each other with grins on their faces, and had just touched glasses, and their words were plain as one said:

"This is the stuff for the toothache, Tommy, and may we strike a soft snap every evening!"

"And here's what cures the chills," laughed the other, "and I'm going down to work the old duffer's cook for a square meal!"

Mr. Bowser backed off and started down the street. The druggist called to him, but he never turned his head. As the darkness was about to swallow him up he was reminded of his shaving-soap, and asked if he didn't want to make a cash gift to the man whose liver had changed sides, owing to a fall; but he continued on and on, and his footsteps were finally heard no more.

If the year has brought you discouragements in your business career, sweep the thoughts of them out of your back door with the dust of the dying year and let them be forgotten. Buy a copy of Emerson's Essay on Self-Reliance, read it carefully, buckle up your armor, and go at it again. The world admires a man of courage and is willing to help him. Don't ever lose sight of this fact.

The German government proposes to try to grow potatoes in Africa.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 8.—Figuring up the first week in the year has not contributed greatly to the gaiety of nations. Business has been held back until the books are straightened out and we can see just what amount of profit we have. Of course there is a big improvement over last year and now all hands are going to work to make the century go out with great éclat. This may not be the right word, but 'twill do.

The suicide of W. T. Buckley, one of the most prominent dry goods men in the city, was a great shock in commercial circles. It seems generally conceded that he spent a good deal of money on the good things of life. Not that he was dissipated; but when \$40,000 a year will not keep one going in fairly good shape he is hard to suit and naturally turns to something else.

Coffee has been moving in the same channel that has characterized it for a long time. There has been no change in quotations and interior dealers are simply taking what they need from day to day. Supply, of course, is abundant and the amount here and afloat is 1,174,000 bags, against 724,472 bags the same time last year. In a speculative way there is nothing doing, the big roasters seeming to be content to let matters rest as they are.

Refined sugar is firm, but the volume of business is not large. The orders coming to hand have been for sorting-up stocks and at the close of the week the supply is sufficiently large to prevent any delay in filling orders, to say the least. Raw sugars are inactive.

Holders of teas are confident that as the year grows older, we shall witness continual improvement. The lower sorts are firm and altogether the outlook is one containing more encouragement than for a long time. But there is lots of room for improvement. For years the whole market has been demoralized.

If quality improves, as it must, there will surely be a higher level of prices.

The demand for rice has been good and the outlook is eminently satisfactory. Orders have been frequent and as

supplies are not overabundant, the market is firm. Domestic has been enquired for with about as much freedom as the imported article and from primary points the reports are all favorable. Prime to choice Southern, 5½¢ @ 5¾¢. Japan, 5¢ @ 5¼¢.

Jobbers in spices have been doing a fair trade, but prices are not showing much improvement, if any. Pepper is a little stronger and ginger is a little firmer.

Molasses is firm. There have been some excellent orders sent in and the tone is better all around. Prices are firmly adhered to and there is very little disposition to "shop." Buyers see what they want and take it, realizing that they are getting value received at present rates. Syrups are also doing better, and with rather light supplies refiners feel that we shall have an excellent market for some time to come. Prime to fancy sugar, 16¢ @ 23¢.

"Tomatoes will be \$1.25 before we have new ones," said one broker. It does look that way, for they are climbing the hill very rapidly. There is a large outlet and scarcely an article in the whole list but is feeling the effects of better times all around. Tomatoes have practically reached the dollar mark, and the market is able to absorb all in sight, apparently. Corn and beans have met with a good reception and the year begins in a very favorable way so far as canned goods are concerned.

Dried fruits, too, are doing better. It is the season when the appetite craves something of this nature and the demand has been very satisfactory during the week. Raisins have gone off well, and the humber fruits, apples, etc., have moved with accelerated pace. Evaporated apples are worth 9¢.

A clever advertising scheme is successfully practiced by a Quebec shoe dealer. With every pair of shoes sold he gives a pair of overshoes, on each sole of which is a stamp of his business, with the letters reversed as in type. At each step the wearer takes in the snow the shoe dealer's advertisement is visible. It is, therefore, visible all over town.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS

SOLD BY ALL JOBBERS.

G. J. JOHNSON CIGAR CO., Mfrs.,
GRAND RAPIDS, MICH.

The Problem

Can Be Solved

After you have solved this problem, mail the solution to us with an order for some of our goods. We will make the prices so low that you cannot afford to get along without them.

Remember we are headquarters for **Building Papers, Tarred Felt, Tarred Paper, Coal Tar, Roofing Pitch, Rosin, Roof Paints and Ruberoid Ready Roofing** for use instead of shingles.

Cor. Louis & Campau Sts.
Grand Rapids, Mich.

H. M. Reynolds & Son.

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Around the State

Movements of Merchants.

Pickford—Geo. P. Taylor succeeds Taylor Bros. in general trade.

Menominee—Peter Vannema has purchased the drug stock of Joen Vannema.

Sutliff's Siding—Lum McHugh has embarked in general trade at this place.

Brown City—Chas. Ferguson and E. F. Thomas have opened a meat market here.

Newaygo—John Turner & Son have opened a bakery and restaurant at this place.

Ionia—G. W. Arnold's Son succeeds G. W. Arnold & Son in the foundry business.

Whittaker—Trim, McGregor & Harper, general dealers, have discontinued business.

Drayton Plains—Judd & Judd have purchased the general stock of Richmond & Seeley.

Ionia—T. A. Carten has engaged Fred Cutler, Jr., as book-keeper and office manager.

Morenci—C. C. Wakefield & Co. will be succeeded by the Wakefield State Bank Jan. 15.

Frankfort—M. B. (Mrs. L. E.) Grisier succeeds the L. E. Grisier Co. in general trade.

Ionia—W. E. Knapman, of Lapeer, will embark in the merchant tailoring business here Feb. 1.

Sunfield—Deatsman & Welch, general dealers, have dissolved partnership, E. H. Deatsman succeeding.

Detroit—R. Hirt, Jr., is erecting a large brick block near his commission house to be used for cold storage.

Detroit—The Fish & Duncan Co. succeed Fish & Duncan in the clothing and men's furnishing goods business.

Greenville—Gibbs & Riley, meat dealers, have dissolved partnership, Chas. W. Riley continuing the business.

Big Rapids—A. R. Takken will shortly engage in the meat business at this place under the style of Takken & Pshea.

Ovid—J. D. Gleason & Son have sold their meat business to Misner & Losey, but will continue in the grocery business.

Buchanan—W. N. Broderick succeeds Martha E. (Mrs. Salma) Barmore in the drug, wall paper and stationery business.

Manton—Chas. H. Bostick is erecting a two-story brick building. He will occupy the lower story with his drug stock.

Port Huron—Peter Hill, lumber dealer, has admitted his son Otto to partnership, the firm name being Peter Hill & Son.

Negaunee—LaCombe Bros. have rented a building on East Iron street and will occupy it with a stock of wall paper and paints.

Alma—Mrs. M. Scallen has purchased the millinery stock of Mrs. G. E. Hutchings and will continue the business at the same location.

Port Huron—John Keyes has been admitted to partnership in the meat business of H. F. Marx. The new firm will be known as Marx & Co.

Greenville—The meat business formerly managed by D. D. Cooper will, in the future, be conducted under the firm name of Cooper & Johnson.

Maple City—Jas. Ennest has sold his interest in the drug stock of Ennest & Fralick to his partner, Dr. G. W. Fralick, who will continue the business.

Byron—S. Dean & Co., of Ann Arbor, have purchased the grocery stock and fixtures of E. B. Welch, and will continue the business, with C. E. Welch in charge.

Stockbridge—W. H. Simpson has merged his business into a corporation under the style of the Stockbridge Implement & Harness Co., to continue the business formerly conducted by him.

Ludington—Will A. Waite and G. A. Johnson, of Manistee, have purchased the stock of clothing, shoes and men's furnishing goods in the Weimer & Rohn stand and will continue the business.

Pickles—A circular received from a prominent Chicago pickle packer says: "You may believe it or not, but the pickle crop of 1897 was not over one-third of an average in the United States."

Coldwater—The grocery firm of Adams, Perry & Smith has been dissolved by mutual consent. The business will be continued by W. H. Adams and J. B. Perry under the style of Adams & Perry.

Kalkaska—C. Kryger has taken possession of the store building recently purchased from T. D. Hobbs, while Knowles & Hurley have removed their meat market into the building vacated by Mr. Kryger.

Benton Harbor—A reorganization of the wholesale grocery firm of Kidd, Dater & Co. is in contemplation, in which case the capital stock will be increased and a larger amount of money put into the business.

Saginaw—Mitts Bros., who for a number of years have conducted the cigar stand at the Bancroft House, have purchased the cigar and news department of D. E. Prall & Co., where they will continue the business.

Hancock—W. H. Mason, who has been engaged in the grocery business for a number of years, has embarked in the wholesale commission business. He is succeeded in the grocery business by his son, Charles Mason.

Northville—Alfred K. Carpenter, dealer in hardware, paints and oils, and Yerkes & Harmon, dealers in hardware and coal, have consolidated their stocks and will continue business under the style of Carpenter, Yerkes & Harmon.

Traverse City—W. J. Robinson has purchased the interest of O. Pierce in the grocery firm of O. Pierce & Co. and will continue the business at the former location of E. L. Ransom & Son, whose grocery stock and fixtures he has also purchased.

Cadillac—John H. Plett, who during the past twenty-one years has been one of Cadillac's active and influential business men, has sold his retail meat business to Bert Gardner and Cornelius Wager, who will continue the business at the same location under the style of Gardner & Wager.

Detroit—Articles of association of the C. H. Little Co. have been filed with the County Clerk. The capital stock is \$50,000, of which \$40,000 is paid in. The shares taken are held as follows: Chas. H. Little, 3,979; Porter A. Tucker and Henry A. Haigh, 10 each; George G. Torrey, 1 share.

Benton Harbor—Geo. R. Dater has purchased the drug stock of Edgar Nichols, who has retired to go to Klondike in the spring. He retains in his employ Bruno Herman and Alphonso Parrish, who will conduct the business for him. The Harry Kidd cigar, notion and news stand will be consolidated with the drug stock.

Mears—J. H. Chapman, druggist at this place, has purchased the store building and warehouse known as the Wager property, which has been vacant for some time. Mr. Chapman intends to move his drug stock in the front part, use the warehouse for warehouse purposes and convert the barn into a livery and feed barn and make a specialty of driving traveling men about the country.

Wayland—The failure of the Wayland Manufacturing & Mercantile Co. has not caused the other merchants of the town to put on mourning to any considerable extent. Ever since the concern came here it has been a disturbing element in the trade, apparently undertaking to build itself up by tearing down other institutions conducting a legitimate business, by the pursuance of illegitimate and unbusinesslike methods. No institution can succeed which persists in selling goods less than cost, and the creditors are now called upon to make good the losses sustained by the concern while undertaking to prove to the people that the other merchants in the town were charging too high prices. The man who figured as the President of the organization, Chas. E. Sherwin, had had no previous experience in the mercantile line, his business experience being confined to selling baking powder on the road and peddling notions from a wagon. His conduct in this community has been anything but businesslike, and the bursting of his bubble will cause few regrets, except among creditors who were so indiscreet as to permit themselves to be made cat's-paws of by an irresponsible individual.

Manufacturing Matters.

Port Huron—Hill & Son succeed John P. Hill in the lumber business.

Owosso—E. M. Johnson has resumed operations at the plant of the Johnson Baking Co.

Alpena—The Huron Handle & Lumber Co. started its mill last Monday. The timber used is maple and birch.

Detroit—The Watson Machine & Novelty Works will hereafter be known as the Detroit Brass & Novelty Works.

Gladwin—C. Mabie is about to start his shingle mill and is securing a stock that will enable him to run during the entire season.

Bay City—The Smalleys & Woodworth sawmill is in operation and will run all winter. As soon as spring opens it will be operated day and night.

Jackson—Knickerbocker & Reuter, who operated a planing mill at this place, have dissolved partnership. The business will be continued by Geo. Knickerbocker.

Grand Ledge—A. L. Butler, representing the Bell Furniture Co., of Cincinnati, has made arrangements to put in a furniture and undertaking stock here about Jan. 30.

Portland—The Portland Furniture Co. declared a stock dividend of 40 per cent. from the profits of 1896 and has recently declared a cash dividend of 7 per cent. from the profits of 1897.

Detroit—The Imperial Cap Manufacturing Co., with Max Feldman retired, has moved its factory and salesroom to larger quarters at the southeast corner of Shelby street and Jefferson avenue.

Ravenna—The Ravenna Creamery Co. began operations July 8 and closed Oct. 31. During that time 385,000 pounds of milk produced 15,534 pounds of butter, which sold for \$2,643.58. The net profit on the four months' business was \$69.63.

Detroit—The Moore Lumber Co. has filed notice that its property has been sold at private sale, the proceeds distributed among the stockholders, all claims paid, and the business wound up.

Benton Harbor—The Hall & Nichols Cigar Co. has foreclosed a mortgage on the cigar factory and business of the Co-operative Cigar Co., lately conducted by H. J. Wright, Chas. Hoffman and Jas. Ralston.

Saranac—The Saranac Creamery Co. handled 1,038,875 pounds of milk during 1897, producing 43,380 pounds of butter, which sold at an average of 17 cents per pound. A cash dividend of 5 per cent. was declared.

Calumet—Bajari & Ulseth have bought all of the lumber, estimated at 1,500,000 feet, belonging to the Gregory estate. The estate runs a big sawmill at Lake Linden and operates a planing mill and yard at South Lake Linden.

Stetson—The factory of the Felter & Devore Manufacturing Co., which was recently destroyed by fire, has been rebuilt by A. J. Felter and will be run to its full capacity during 1898, manufacturing staves and headings for the Butters & Peters Salt & Lumber Co., at Ludington.

Detroit—The Michigan Foundry Co. has been organized with a capital stock of \$15,000, of which \$2,500 is paid in. The shares are held as follows: Frank Zanoth and John Rutkowski, 50 each; Henry Brehm and Edward Heinke, 100 each; Herman D. Keller, 500; August Knebusch, 700 shares.

Detroit—Articles incorporating the Fish & Duncan Co., for the manufacture and sale of clothing, have been filed. The capital stock is \$10,000, all paid in. The shares are held as follows: Albert H. Fish, Oscoda, 499; Chas. O. Duncan, Detroit, 500; Gertrude O. Fish, Oscoda, 1 share.

Lansing—The Lansing Boiler & Engine Works has entered into a contract with O. W. Parsell, of Flushing, who has secured a patent upon a combination moving truck and scales, for the manufacture, during the present year, of 2,000 of these articles, a portion to be sold by the company and the remainder by the patentee.

Leslie—A company is being organized at this place for the manufacture of the Randolph combination fencepost. The capital stock is placed at \$5,000, of which \$2,000 has already been subscribed. Fred Randolph, the patentee, is now manufacturing the posts on a small scale. Wm. Butler, of Jackson, is interested in the new undertaking and is doing considerable in the way of soliciting subscriptions.

Holland—The Walsh-DeRoo Milling Co. ground out 900 barrels of "passover flour" last week for Chicago customers of the Hebrew persuasion. The order was manufactured under the personal supervision of Rabbi Ahlbom, B. Shapiri and D. Jacobson, who came here as representatives of the Hebrew congregation of Chicago. The visitors donned their ceremonial robes and blessed the mill, the ceremony lasting over thirty minutes.

Portland—The Portland Manufacturing Co. is a veritable gold mine for its stockholders. In March a cash dividend of 35 per cent. was paid, and on Jan. 4 another cash dividend of 50 per cent. was declared, making 85 per cent. disbursed from the profits of last year's business. The record thus achieved by W. W. Teriff, the manager, is little less than remarkable, in view of the limitations of the business and the intense competition met with on all sides.

Grand Rapids Gossip

L. G. Fox has opened a grocery store at Pierson. The Ball-Barnhart-Putman Co. furnished the stock.

Albert Buning has engaged in general trade at Falmouth. The stock was furnished by the Ball-Barnhart-Putman Co., Rindge, Kalmbach & Co., Voigt, Herpolsheimer & Co., Foster, Stevens & Co. and the Hazeltine & Perkins Drug Co.

The Grand Rapids School Furniture Co. has purchased of the defunct Grand Rapids Seating Co. all the stock of the Grand Rapids Furniture Co., including the sole right to the use of the name during the remainder of the corporate existence.

Arthur Manley, grocer at 418 West Bridge street, has purchased the grocery stock of T. Callahan, at 739 South Lafayette street, and will continue the business at that location. The Bridge street store will be placed under the management of S. P. Cooper.

W. H. Hicks, who was engaged in the drug trade at Morley from 1879 to 1893, when he retired from trade to take the position of County Treasurer of Mecosta county, which position he filled with satisfaction to all concerned for four years, has concluded to re-engage in the drug trade at Morley, and has this week placed his order for a new stock with the Hazeltine & Perkins Drug Co.

The Aldine Manufacturing Co., which has enjoyed a checkered career by reason of the peculiar methods of Jas. T. Phillips, who has managed the business for several years, has finally decided to dispense with the services of Mr. Phillips, who will devote his entire attention to the Grand Rapids Clock and Mantel Co., of which corporation he is President and Treasurer.

The purchase of the Fletcher flatiron property by Rindge, Kalmbach & Co. is a matter of congratulation all around, inasmuch as the purchasers have already entered upon the work of preparing plans for one of the finest business and manufacturing structures in the city. The building will be used for both jobbing and manufacturing purposes, and they confidently expect to be able to occupy the new structure by Oct. 1. Messrs. Rindge and Logie will leave in a day or two for Chicago, where they will inspect various factory buildings, with a view to deciding on the plan of construction best suited to their purposes.

Purely Personal.

S. A. Sears, who has achieved a wide reputation as the manager of the Sears' branch of the New York Biscuit Co., has been compelled to go to Mt. Clemens for the purpose of securing relief from a severe attack of sciatic rheumatism. Mr. Sears has succeeded in systematizing his business to that extent that everything runs like clockwork during his absence, which is not likely to be prolonged beyond another week.

In the death of Enos Putman the wholesale trade, the manufacturing business and the banking interests of Grand Rapids lose a man who has long been recognized as a tower of strength, both as a financier and a conservative adviser. Mr. Putman possessed, to a remarkable degree, the "touch of Midas," and that he made good use of his ability and his opportunities is

shown by the generous investments he made in manufacturing, mercantile and banking institutions. No man in the city was higher esteemed on account of his business ability and no man's advice was more eagerly sought for or more carefully followed than his.

Edward H. Taylor, who managed the advertising department of the Goshen Sweeper Co. up to the time that corporation passed into the hands of the Bissell Carpet Sweeper Co., has engaged to manage the sweeper department of the Grand Rapids Furniture Co. and has already entered upon his new duties. Mr. Taylor is a gentleman of wide experience, careful discrimination and excellent judgment, and, now that he is in a position where he can give full scope to his ability along the lines of organization and exploitation, the Tradesman confidently expects to see him make an enviable record for himself and the department of which he has been placed in charge.

The Produce Market.

Apples—Michigan grown Northern Spys are in moderate request at \$3.50 per bbl. The quality is far from choice. Ozarks and Etrus, from Arkansas, fetch \$4.

Bananas—The market is easier, and the movement is good. Lower prices prevail on fancy stock.

Beets—25c per doz.

Butter—Both creamery and dairy goods are lower and weaker. Factory creamery has declined to 19¢@20¢, while fancy dairy ranges from 14¢@15¢. Receipts of dairy are heavy and arrivals are constantly increasing in number and size, which is taken as an indication that there will be no scarcity of butter during the remainder of the winter months.

Cabbage—The market is without change, choice stock commanding only \$2.50 per 100.

Carrots—25c per bu.

Celery—13¢@15¢ per bunch.

Cranberries—Cape Cods and Jerseys command \$7.50. Quite liberal supplies are in sight and the movement is satisfactory.

Eggs—The mild weather prevailing during the past few days has helped to weaken the market somewhat and quotations on strictly fresh stock have dropped to 17¢@18¢, with every indication of still lower prices soon.

Game—Dealers pay 75c per doz. for rabbits, which are scarce.

Honey—11c for white comb and 10c for dark.

Lemons—The market is unchanged and prices are low. The movement is not large.

Lettuce—12¢@15¢ per lb. for hot-house stock.

Onions—Red and yellow command 85c for No. 1 stock and 75c for common. Spanish are still in market, commanding \$1.75 per crate.

Oranges—The stocks are good and quality is fine. The indications are that the crop of Californias is to be the largest ever harvested, and that the price will be low enough to allow a large volume to go into consumption.

Potatoes—Local dealers hold their supplies at 50c. The market is a little weaker.

Sweet Potatoes—Kiln dried Illinois Jerseys have declined to \$3.75. Genuine Jerseys are entirely out of market.

Detroit—The Howard-Northwood Malt Manufacturing Co., which recently joined the trust, has notified the County Clerk that its capital stock has been reduced from \$150,000 to \$5,000, and the number of shares from 15,000 to 500.

Detroit—Articles incorporating the Harris Still Alarm Co. have been paid in. The capital stock is \$50,000, all paid in. Following are the incorporators: John S. Allam, Detroit, 2,124 shares; John S. Allam, trustee, 2,874; Franz C. Kuhn, 1; George C. Morse, 1 share.

The Grocery Market.

Sugar—The refiners have a fair supply in stock, which is quite unusual at this season of the year. The situation in raws is reported to be a little easier than at last report. It is not likely that there will be any change in the sugar market for some time. The movement in this market, as well as through the country, is not heavy now, and it is not normal that it should be.

Crackers—The organization of the United States Biscuit Co. has been practically accomplished. The new corporation will be organized under the laws of New Jersey with a capital stock of \$55,000,000, comprising \$25,000,000 7 per cent. cumulative preferred stock and \$30,000,000 common stock. The corporation will acquire the plants of the New York Biscuit Co., the American Biscuit & Manufacturing Co., the United States Baking Co., the National Cracker Co., the Decatur Cracker Co. and others. The plan will be to place these properties upon a good money-making and dividend-paying basis.

Tea—The market is in exceptionally good shape and concessions are absolutely unobtainable. Desirable grades are showing themselves scarce, and as the demand opens this condition will be more pronounced. There have been no price changes during the week, and will be none until the demand opens.

Coffee—The war is still on between the package coffee houses, and this line of coffee still has the preference in this market. A considerable interest is being shown, however, in spite of the efforts of the warring houses to push the trade. The consumption of coffee is very large, and probably up to the capacity of the country. The crop of Brazil coffee of the year 1897 is estimated to be 10,000,000 bags, which is a surplus over that of the year previous of 1,300,000 bags. It is too early to estimate the crop of the coming year, for it is now known that the estimates of a year ago were from 3,500,000 to 4,000,000 bags short of the actual crop. It is believed by some of the most sanguine that the crop of the coming year will be about as large as that of the past year, and this on a large surplus left over from the year just past. In this case the market in Rio will be low and the consumption enormous.

Canned Goods—There was an unusual demand for tomatoes during the holidays, something not common, and prices of some stocks advanced 10c a dozen. This strong position of tomatoes is caused by the light pack in the South and West, and the unusually large consumptive demand. It is reported that New York peas, corn and string beans are more generally cleaned up than usual. The stocks of American sardines are reported to be extremely light. The condition of red salmon is reported to be very strong. Shipments have been less than half of those of last year, while the spot stocks are small and the market is very firm.

Dried Fruits—Peaches are dull and unchanged. There is some enquiry for low price goods, but these are very scarce. Prunes are very strong on the Coast and have advanced to the point of the opening prices. Stock is selling here, however, at a lower basis than the goods can be laid down here for. Currants are very strong and there is some demand for the cleaned article. The total advance has been ½c per pound. The high-grade goods are selling the best. Raisins are very dull, but there has been a good sale of 2-crown loose

Muscatsels on the belief that the market has reached bottom. Apricots are very quiet, with prices unchanged.

Rice—There is a considerable competition between domestic and imported Japan rice. The latter is offered quite freely, and although not of quite the same quality of the foreign, is very fine, and is going into consumption.

Fish—Stocks of mackerel are very light and the expected further advances are sure to ensue. The demand is very good for this season. Cod is selling steadily at firm prices. Canned salmon are in small demand and will be quiet until March. There is a strong undertone to the market, however, and advances are expected by March or April. Sardines are firm. The top prices will probably be maintained.

Provisions—Western packers are very firm in their ideas. It is difficult to get anybody to sell on the old basis. The strongest feature of the provision market is the demand and higher prices for lard, the pure stock especially. Pure lard still continues to sell at the expense of compound and other lard substitutes, as the price is still enough to give it the call. The provision market all through is in a very healthy condition, and higher prices are apt to rule.

The Grain Market.

The wheat market was lifeless and dragged along during the entire week. While prices sagged in wheat centers, the local market is up 1c. The receipts of both winter and spring at initial points are indeed very small. Reports regarding the visible show a small increase of 47,000 bushels, notwithstanding an increase of 500,000 bushels was expected. Our exports continue large and we can certainly look for an increase from now on. Argentine news is rather conflicting, but, judging by the most rosy reports, she cannot ship more than 50 per cent. of as much wheat as she did two years ago. We need have no fear of that country, as she grows only about as much wheat as one of our large winter wheat growing states. We look upon the present market as a waiting one, so that but little can be said until the market gets more life. We have some wheat in sight at a few places which is being held by individuals at considerable above May price.

Corn and oats, as is usual, remain unchanged. However, we may expect to see lower prices on oats, as the visible has increased over 2,000,000 bushels. The flour trade is very good indeed. The receipts during the past week were 47 cars of wheat, 6 cars of oats and 3 cars of corn. The receipts of wheat at this point during the year were 2,330 cars—all of which were milled here—323 cars of corn and 385 cars of oats, of which probably one-half was distributed up North.

Local millers are paying 87c for wheat. C. G. A. VOIGT.

Good English Demand for California Fruit.

There was keen competition last week for the consignment of California fruit which has just arrived in London in perfect condition. The 2,600 cases of pears were sold, half cases bringing 8s to 10s, whole case 14s to 18s. One thousand six hundred cases of California Newtown pippins were auctioned off at from 10s to 12s. Two hundred cases of navel oranges brought from 17s 6d to 18s. The fruit was the best ever seen at this time of the year.

Gillies N. Y. Clearance Tea Sale now on. Phone Visner, 1589.

Woman's World

Woman's Loss and Gain.

The inexorable law of nature, which declares that no loss is wholly gain, and that for every good we must pay a commensurate price, has recently had a curious illustration in the decision of a California court, that a wife could be forced to support her husband by labor. There should be no surprise at this. It is the logical outcome of the demand for perfect equality between the sexes. If a woman assumes the privileges and perquisites of a man, she must also assume his responsibilities and obligations.

There is nothing new womanish in the fact of a woman supporting a man. The old woman has done that ever since time immemorial, whenever a worthless or disabled man was left on her hands, but she did it out of love or compassion, not because she was compelled to do it. It is only now that she is held legally responsible for her husband's support, and it occurs to her that she is getting a little too much equal rights, and that even the best things may be overdone. There is, however, nothing unjust about it. Thousands of men are compelled to support good-for-nothing, idle or sickly wives, and when a woman is made to support that kind of a man she is only being put on the same plane with men—that plane of equal justice for which women have hankered so long and which they are likely to find such an uncomfortable abiding-place when they do finally arrive at it.

The decision of the California court brings up in all its far-reaching significance the question of woman's loss and gain in the great woman movement of which we hear so much. She has gained independence; she has lost in the chivalrous attentions of men. She has gained the right to work in every field, and with it often the necessity of labor. She has gained strength; she has lost in sweetness and gentleness. She has ceased to be the ivy, and the oak no longer offers her its support. She has won an incredible victory; now she must pay the penalties. The price of freedom has always been assessed in blood and scars.

To women this seems cruelly hard. It has always been their amiable way to eat their cake and have it, too; or, at least, somebody else's piece of cake, and when they can no longer do it they resent the hardship. This is not what they expected, or the ideal of equal rights of which they dreamed. In that, men were to present them with everything they wanted on a silver salver, with their best compliments. They expected to go out into the world and hustle in trade and the professions with men for money, but the men were never to forget their drawing-room manners or fail in the little deferences and attentions that make life sweet to women. Indeed, it has taken women a long time to realize what a Utopian scheme that was, and that when they entered the prosaic world of business to compete with men, they must expect to be treated like men. It was a hard lesson, for no matter how brave and swaggering her air, a woman is still a woman, with a woman's love of compliments, and the lack of them is always one of the things she sets down on the debit side of the ledger.

Another thing they have lost is the right to pose in a stained-glass attitude. Old-fashioned gallantry always pictured a woman as a feeble-minded angel, and

the traditional attitude of man towards this superior being was one of meek adoration. He worshipped her goodness, but he mistrusted her judgment, and she was, indeed, a creature most wondrously fashioned. She was not thought capable of grappling with any problem greater than her housekeeping. She was of so sensitive a disposition, and in so aenemic a state of health that she fainted at the slightest provocation. When misfortunes came she turned her helpless little toes up to the daisies and died, as the only resource left her. She never ventured out beyond her own door without a gallant and manly arm to lean upon—and, according to all accounts, the arm was always ready and willing to support her.

It is the decadence of this type of gallantry that pessimists deplore. They say that the modern woman has killed it; and she has, just as the ridiculous mediaeval chivalry could not withstand Don Quixote. There is no place for it. The modern woman is not brainless. She is not helpless. She would laugh at the idea of leaning upon an arm every time she took a step and tell how many times she had played golf all over the links. So far from fainting at sight of a hurt, she probably belongs to a first aid to the injured class, and can put on a respectable bandage. She doesn't sit, like Mariana, in a moated grange waiting for the return of a sweetheart or husband. Instead, she has mounted her wheel and gone with him. His sports are her sports and he has to be a pretty good fellow to keep up with her. She reads the same papers and books, discusses the same problems and has substituted goodfellowship and companionship for fine speeches and deference. No one can deny that if woman ever stood on a pedestal for man to worship, she has gotten tired of it and climbed down off her perch to his level. Perhaps she was too honest to want to be adored for qualities she knew she didn't possess. Certainly she was of the most emphatic opinion that a good, wholesome, human woman was better suited to the average man than an angel was, anyway.

Undoubtedly, women have gained much in health and strength and have gotten a wider outlook and a saner attitude towards life from their companionship with men in out-of-door sports, but they have lost something, too, in gentleness and grace of manners and speech. The athletic girl is apt to be scornful of feminine charms. She too often makes the fatal mistake of trying to be an imitation man. She wears clothes as near like her brother's as she can and talks slang that borders on coarseness. Sometimes in her emancipation from the old ideal, she goes to the other extremity and isn't even a gentlemanly imitation of a man. Worse than all, we have now and then that abomination of abominations, the sporty woman, who talks horses and plays the races, or risks health and neglects her home while she makes century runs on her bicycle, or else she is a golf fiend who thinks that the chief end of existence is in knocking a ball around a field full of holes. Then, indeed, does one feel that woman's progress has been backwards, that better were the days of the fainting Clarissas and the swooning Angelinas, when a sedate walk around a rose garden was the utmost exertion of which a lady was deemed capable.

When the modern woman counts up her blessings and the things she has gained, she is sure to put the woman's

club movement very near the top. And rightly, too, for it has been an education to her in many ways and opened up innumerable fields of interest. In the extent of her zeal she is ready to undertake anything to reform everything that needs reforming, and to ameliorate anything, from the climate of the Klondike to the suffering Armenians. She talks a great deal about woman's influence and is positive this is the very first time the world ever had a sample of the real, Simon-pure article, but it is very doubtful if the aggressive woman of to-day has as much influence as the quiet woman of yesterday, or if she could give her meek grandmother points on the way to get what she wants. The new woman has the platform where she discourses to other women, but the old woman generally had some man's ear. It is the fashion to describe the dominant woman as tall and majestic, with commanding eyes and voice. The real woman who rules is a quiet little thing, with kittenish ways and a pleading voice. Men are still the givers. They can never be bulldozed, but they can be persuaded into anything.

The opening up of so many fields of occupation to women wherein they may achieve independence and comforts is a blessing so vast and great we hardly like to admit that there is any shadow on its sunshine. But there is, and it is one which every working woman comes sooner or later to feel for herself. She feels with wistful patheticalness that she is growing less womanly, less gentle, less trusting, less sweet. She may be a heroine in the self-sacrifice that sends her out into the world to battle for bread; she may be all that is true and noble and good; still she feels that she has lost something of the womanliness

that is our ideal. The fight for existence is bound to harden the heart and blunt the sensibilities, for the barbarous old rule still prevails, that "he shall take who has the power and he shall keep who can." No one comes out of this struggle unscathed. The rose that is carried through the heat and burden of the day and the crowded street cannot remain as sweet and fair and lovely as the one that has remained secluded and sheltered within the garden walls. Women who have succeeded in any line are often accused of being churlish because they advise young girls, whenever it is possible, to stay within their homes and attend to home duties rather than go out to work. It is an unjust charge. It is because the woman who works realizes, as the other cannot, that there is loss as well as gain in every woman's struggle for place in the world.

On the whole, the woman movement has brought far more gain than loss to the world. To women it has given God's best gift—freedom—and if with it have come new responsibilities and obligations, it has also brought the strength to bear them and the courage to meet them. Women are no longer playthings, or dolls, but thinking human creatures. It is folly to say that men are less willing to meet the responsibilities and the cares of family life, or that women, having demonstrated they can stand alone, will be more and more required to do it. The human heart does not change. Tender men will still protect and care for their own, but the woman who has to stand alone will find she has a platform to stand on. That is the way she audits the loss and gain account of the woman question.

DOROTHY DIX.

As a matter of fact, nobody believes in a hell except for his neighbor.

How's Your System?

We mean your system of advertising. System is necessary in everything pertaining to business, and the merchant who recognizes this fact is in a fair way to win success, and will see to it that his advertising is conducted in a systematic and not in a spasmodic manner.

Merchants who have adopted our method of advertising have a perfect system that is constantly in operation. They first decide what per cent. they can afford to use for building up trade and from this they figure the amount of trade to require for each premium offered; and as they get the cash trade in advance before giving the premium, they take absolutely no chances on their advertising investment. Some disgruntled merchants who find trade dull complain at the advantages of their competitors who have adopted our system. They call it a "humbug," "fraud," etc., but they cannot expect to draw trade with hygone methods. Our customers give their patrons their advertising expenditure. Is that wrong in principle or policy? Advertising is conceded to be absolutely essential to the success of any business. Therefore, in making the selling price on your goods you must consider this point: If advertising could be done away with—and some foggy merchants who fear competition wish it could be—why, then prices could be made somewhat lower, but the tendency of the times is to seek a higher, not a lower, level.

It does not matter how large or small your business is, we can help you. If you can afford to spend anywhere from \$50.00 to \$1,000.00 a year for advertising, our system will give you the most for your money, and it brings the merchant and his customers together on a mutually pleasant and satisfactory basis.

Our method of business is endorsed by all the Trade Journals of the country, as it is founded on strictly legitimate principles, and should not be confounded with Trading Stamp methods. We would like to send you our catalogue.

Stebbins Manufacturing Co.,
Lakeview, Mich.

MENTION TRADESMAN

Some Suggestions Concerning the Education of Girls.

Written for the TRADESMAN.

The writer of the book of Ecclesiastes, in a single statement admirable alike for its brevity and comprehensiveness, has defined the whole duty of man. And it is hard to find in all ethical literature a single sentence richer in wisdom or more forceful in expression. Doubtless the preacher here used the word man in a generic sense, applicable to all human beings without regard to sex. But that, for some reason, the time-honored dictum of the preacher is not considered sufficiently definite and specific to serve as a guide for women has for some time been apparent to the most cursory reader of current literature. Ever since "the woman question" dawned upon the intellectual horizon, from the first woman's rights agitation to these days of newspapers bristling with comment upon the "new woman," clergymen have preached, authors have written, lecturers have proclaimed, each setting forth his or her convictions as to the rights, duties and proper occupation of woman and the education that shall best fit her for them. So varied and contradictory have been the theories advanced, and so plausibly have they been promulgated, that the girl or her parents must indeed be clear-headed and farsighted if from such a maze of counsel a firm and sure pathway can be discerned for her inexperienced feet.

It would seem to be a sufficiently difficult matter to train a child for its place in life if it were known exactly what that place would be. But who can tell the future of any child? And, in the case of a girl especially, it is impossible to predict with any correctness what station she will occupy or what duties she will be called upon to perform. If she marries, whether it be "rich man, poor man, beggarman or thief, doctor, lawyer, merchant or chief" is purely a matter of conjecture. She may have untold wealth at her disposal without the slightest exertion on her part, or it may be her lot to fight the wolf from the door for herself and her children. Perhaps she will never marry, but follow some business or profession all her life. A knowledge of domestic arts may be a most essential thing for her, or it may be the least used of all her acquirements. Despite this uncertainty under which they labor, her parents and friends wish the girl to be not only cultured and refined, but capable and efficient, able to fill gracefully and well any position it shall be her lot to occupy.

The necessity for or desirability of some particular kind of training is often brought forcibly to our notice by some striking illustration of failure or success. We see a woman who, by the death of father or husband, comes into possession of considerable money or other property. She has no knowledge or experience in financial matters and falls a natural prey to the unscrupulous. Her wealth soon altogether escapes her or is so injudiciously invested as to be practically valueless. We very naturally exclaim, By all means, give the girl a business education. Perhaps a course at some good commercial college suggests itself as a remedy for cases like the one described. We forget that, while the forms of business and much other valuable knowledge may be gained in such institutions, the peculiar ability to invest money wisely and care for property interests correctly cannot be ac-

quired in a few months' or even a few years' theoretical training.

Or some woman has made a brilliant success as a physician, lawyer, preacher or writer, and we say, Why not give the bright girl as well as the bright boy a thorough professional training? Remove all obstacles and let her achievements be limited only by her energy and her genius.

And, after all, who is so charming as the genuine society woman, the woman beautiful by nature and rendered more fascinating by the thousand and one graces imparted by intercourse with the most polished and cultured. Such a woman makes it her business to be agreeable, and when under the spell of her presence it is hard to make ourselves believe that she could possibly have any better or higher occupation. Then we think, Give the girl those accomplishments which shall enable her to shine in society. Have her learn music and dancing and the languages. Do not insist on long years of hard drill in the heavy branches, but let her have that which shall give her a charming exterior. Thus most surely will she acquire that which is the natural birth-right of a pretty woman, viz., a prosperous and devoted husband and a beautifully-appointed home. Or, if not handsome, then will social accomplishments render her plainness less noticeable and she shall be like the many women who have been famous for tact and agreeableness in spite of irregular features or imperfect complexions.

But perhaps among our acquaintances there is some former belle whom a few short years have transformed into a shatteringly, inefficient matron. Her husband is not able to supply her with the luxuries she had as a girl and she is, in consequence, discontented and unhappy. Her children are not properly cared for and her home lacks a wise and thoughtful direction. Her husband is disappointed and morose and thinks—if he does not say so—that in his case marriage is a gloomy failure. How natural, on seeing such a household, for us to declare that, above all things, a girl should be well skilled in house-keeping and all the domestic arts; that no time should be wasted on flimsy accomplishments which are but baubles of an hour, but that all effort should be directed toward solid acquirements which shall be of use during her whole lifetime.

But we will not further multiply such instances. The problem for the conscientious parent is, How shall the years—short at best—to be devoted to the daughter's education be spent to the utmost advantage in fitting her for the duties and responsibilities of life? How shall she gain that which will benefit her most, and expend as little effort as may be on that which will profit her nothing? And, if their means be limited, parents are won't to consider the problem more difficult of solution than if they had the wealth necessary to gratify their ambition for their daughter. In actual fact, in education as in other things, there is often great virtue in necessity. Narrowness of circumstances may be of itself a most valuable discipline, while on the other hand the training of children who are to inherit very great wealth or occupy very high positions presents serious difficulties and complications not always counterbalanced by the liberal means for culture.

Enough has been said regarding the uncertainty of what the girl may do.

But two facts may be regarded as settled: One of these is that a branch of knowledge thoroughly mastered, or a particular skill thoroughly acquired, is often of use in many widely varying walks of life. Also proficiency in arithmetic is alike valuable to the merchant, the surveyor, the teacher, the carpenter, the manufacturer, as well as to every other man and woman in everyday transactions. Let the girl acquire an habitual tact and courtesy of manner, a deference to the opinions and wishes of others, and it will serve her in good stead in the ballroom or the countingroom, whether she be queen of her own home or a missionary to the South Sea Islanders. The other fact is, perhaps, a little galling to parental pride but is none the less valuable. It is that the mathematical probabilities are much greater that any particular girl will occupy some rather commonplace position in life than be called to some very distinguished one. As some one has wisely observed, it is much more important to know how to live and get something out of life on \$10 per week than on \$10,000 per year! And the parent who fits the child for the former may be excused if he omit some things that might come in good play under the latter.

At the risk of dwelling upon a particularly hackneyed theme, of saying what has already been said many times before, I cannot refrain from expressing the conviction that the greatest lack in the education of American girls is a really good home-training. It can hardly be imagined how a girl of fair intelligence can make a failure of life if rightly brought up in the right kind of a home. Some one has pointed out that men possessed all the essential things of life before the days of railroads and modern inventions. So parents possess in themselves and the home they make the most powerful instrumentality for the right or wrong training of their children. Let the home atmosphere be right, let a virtuous, intelligent, systematic life be lived therein, and what cannot be accomplished for the children coming up. Let not fathers and mothers imagine that they can neglect this home training for business or social pleasures and make up for it later by giving their children a college education. It is necessary, in most homes, that the daughter take a share in the domestic labors. If this be rightly managed she can easily be trained into a neat and skillful homemaker. She should be allowed to handle money for her own expenditures and those of the household; thus may she learn its value and the ability to use it wisely. She should be trained to orderly habits, frugality, thrift. And, too, should be taken into confidence in regard to the management of the property interests, so that she will not be all at sea when she has property of her own to care for. In an intelligent home, reading and conversation brighten and sharpen the intellect, while the constant interchange of loving duties forms the best culture for the heart.

As to the girl's school education, or at least the early part of it, what it is must, of course, depend largely on what the schools are where her home is. But one point the parents should insist upon, and that is that the girl be thoroughly grounded in the common branches. These should not be sacrificed to showy items in the curriculum, for, no matter where she may be placed, the thorough knowledge of these will be of use to

her, while the lack of them will be a constant hindrance and often a bitter humiliation.

Another important factor in equipping the girl for the struggle of life is to give her some knowledge of a mechanical nature the exercise of which has a money value, so that she may make her own living in case of need.

Let not anything that has been said be interpreted to derogate from the higher culture. A university training of the mind will give it, and should be allowed the daughter if the finances justify the necessary expenditure. But let not parents of limited means be discouraged or think they must fail of the most essential things because they cannot do all their hearts would dictate. And let it be remembered that, desirable as is a beautiful and symmetrical edifice, we cannot afford to build a weak and imperfect foundation for the sake of beauty and elegance in the superstructure. QUILLO.



Manufactured by
H. VAN TONGEREN, Holland, Mich.
For Sale by All Jobbers.

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee...

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.

Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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ONE DOLLAR A YEAR, Payable in Advance.

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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 12, 1898.

A FETTERED PRESS.

The statement is made that seventy or more German editors are now in prison for lese majeste, or offense against the sovereign power. When it is remembered that any criticism of, or slighting remark about, the Emperor, is lese majeste, it is possible to see under what difficulties editors labor in Germany.

There is scarcely any department of government, or phase of social life, or development in literature and art, about which the Emperor William has not something to say, or in which he does not take a hand. If his views are questioned it is a case of lese majeste, or treason against the sovereign power on the part of the bold and presumptuous critic. A prosecution and imprisonment follow. The wild statements, the claim of Divine right, the impulsive and dangerous conduct of the imperial William may go unchallenged, or the challenger go to jail—unless he be a member of the Reichstag discussing public measures, and even there the limit of freedom of speech is drawn.

We cannot animadvert too severely, however, in Michigan on this want of freedom of the press in Germany. There are numbers of people in this State, and some of them get into the law-making body from time to time, who would, if they could, prevent any criticism through the press of public officials or measures. They have been able to prevent the papers from exposing crime and doing much else to subserve the public's interests, and they continue to allow vindictive damages for statements made without malice and in perfect good faith and where every apology or denial necessary has been promptly made. To this extent, a difference in degree only from the German law, for it is a kind of lese majeste applied to the so-called private sovereign of America, the press is still a censored press in this section.

There can be no genuine progress, nor growth of individual freedom in Germany, until there is an untrammelled press. Freedom of the press and freedom of the citizen must go hand in hand. A newspaper should be permitted to say whatever it feels impelled to say and not be mulcted in damages, except such as were actually suffered by an innocent victim of a misstatement, unless express malice were back of the publication. There is much

progress to be desired in this direction in Germany, but there is much more latitude due the press also in certain portions of this land of the free and home of the brave.

ARBITRATION AGAIN FAILS US.

It seems that the United States is becoming about as thoroughly "isolated" in the matter of friendship and good will among nations as Great Britain, with this difference—that Great Britain is feared, while any little country feels at liberty, in view of our peace-at-any-price policy, to snap its fingers at us.

We have recently had an illustration of prejudice against us from a source hardly to be expected, the Argentine minister at Madrid. We are great on submitting matters to international arbitration. Where Germany sends warships to demand satisfaction for outrages upon its citizens abroad, we, in similar cases, ask the offending government please to consider a claim for damages to be submitted to some foreign court of arbitration. Two Americans were shamefully treated in Mexico some time ago and, as usual with us, we referred their claims for damages to arbitration, the Argentine minister at Madrid being selected as the court. He has not only promptly decided against us, but has, according to best accounts, done so in contemptuous disregard of all the evidence and through openly expressed prejudice against the United States.

Having adopted the arbitration plan, there is nothing for us to do but pocket the loss and the insult—and possibly warn American citizens not to go away from home.

Where can we look for sympathy or justice in courts of this kind if not to South American arbitrators? Germany and France and Austria, Italy, Spain and Great Britain, are all prejudiced against us at present. Chili is an open enemy in South America and now Argentine goes back on us. Brazil and Peru are "cold," and only Venezuela may be regarded as a friend. Under our pusillanimous diplomatic policy we have fallen under the contempt of our sister nations. It would be a good time, therefore, about now, to face about and indulge in less talk of arbitration and display more self-assertion and force where our citizens have been mistreated or our interests contravened. Let us at least avoid becoming another China with scores of impotent millions.

The German Empress has expressed herself against the proposed reform of women's clothing, saying that she is quite content with the present fashions, which are sensible and can be modeled according to every one's taste. Her Majesty is one of the few royal ladies who do not cycle, and her reason for not doing so is that she considers it a very ungraceful sport for women; and the lady cyclists she has seen in Germany have not impressed her by their varied costumes.

The report that the British government has agreed to guarantee the Chinese loan of \$80,000,000 at 3 per cent., the issue price to be 110, is generally credited in London financial circles. Should it prove true, it would appear that John Bull has played the highest trump card in the whole international deal. Money counts for more with China than diplomacy or even force.

After you have spoiled some stationery you will get used to 1898.

THE SECRET OF SUCCESS.

The extraordinary record achieved by the Portland Manufacturing Co. last year, in disbursing 85 per cent. cash dividends to the stockholders from the profits on 9,580 washing machines and \$2,500 worth of clothes wringers, will probably stimulate the invention of a score more washing machines and the inauguration of a dozen new factories in the same line. While it is barely possible that one or two of the new aspirants for recognition may succeed, it is more than likely that they will all end where hundreds of other enterprises of a similar character have ended—in failure. They will fail because they depend altogether too much on the supposed superiority of their devices, or the money put back of the patents, whereas the real secret of the success of a prosperous institution is the management—the brains employed in exploiting and maintaining the business. Too little credit is invariably given the management of a successful manufacturing institution and too much reliance is placed on the efficiency of the capital and the patents. The manager of the Portland Manufacturing Co. appears to be one of those uncommon men who can espouse a business which has strewn the country with wrecks in the shape of dismantled and abandoned manufacturing plants and win success where others have achieved only failure. The stockholders of his company probably imagine that his success is due in no small degree to the financial backing they have given him; but the Tradesman ventures the statement that the stockholders are harboring a pleasing delusion—that the remarkable energy and shrewdness and far-sightedness injected into the business by its originator and manager would have produced satisfactory results under less favorable circumstances, so far as the employment of capital is concerned.

NEW ENGLAND'S TROUBLES.

The scheme of John Wanamaker and several of his wealthy associates to acquire some thousands of acres of abandoned farm lands in New England and put settlers upon them once more, partly in the way of charity and partly in the line of a business investment, calls attention to another evidence of New England decay within the past few years.

Not a few, but many hundreds of farms have been abandoned in that rocky and inhospitable region within the past ten or twenty years and their former owners have taken up new lands in the Great West. An illustration is cited of a Connecticut county which to a certain extent is said to be applicable in all the New England States. Of twenty-six towns in this county all but four are farm towns. The population of the twenty-two farm towns is exactly what it was eighty years ago and 3,000 less than forty years ago. When natural increase is considered, it is possible to obtain an idea of the emigration from that region, or, at least, the abandonment of the farm lands. Large tracts of idle land are seen all over that section that were once the support of a busy agricultural population.

Now we hear that the factories are ceasing to pay. When agriculture became unprofitable the factory interest became the hope of the region and the support of the population. So favored was this interest by the absence of competition in other sections, that thousands of mill owners became wealthy,

while the factory towns furnished a good market for the farmers who had remained. But what is to become of New England if manufacturing must be abandoned largely as was agriculture? It looks gloomy for the New Englander, to say the least.

One indication of trade conditions is the sale of pianos and organs. These instruments are considered as luxuries, and when times are hard the demand for them drops off materially. A representative of the Chicago Times-Herald has been interviewing dealers in pianos and organs in that city in reference to their trade in the West. One firm stated that its business had improved 15 per cent. in the last six months. Not for four years has it been so free to give credit in the erstwhile calamity states of Kansas and Nebraska as it is to-day. In fact, the West never appeared so good a field as now. Another firm said it had just received an order for 150 instruments from a dealer who had not made a purchase since 1893. A third firm said that sales are increasing, and that collections are better in Nebraska, Kansas, Iowa, Minnesota and the Dakotas than they have been in five years. An organ company reported conditions in Iowa as exceptionally good. Customers there are paying off old notes and buying now mostly for cash. Statements of other makers and dealers were to the same effect, and all pointed to the fact that there has been a marked improvement in the country within the last few months.

The foreman on one of our daily papers, by mistake, mixed up an article on the conversion of the heathen with a receipt for making tomato catsup, so it read thus: "They are accustomed to begin their work by securing heathen children and educating them. The easiest and best way to prepare them is first to wipe them with a clean towel; then place them in dripping-pans and bake them until they are tender, then you will have no difficulty in rubbing them through your sieve, and save time by not being obliged to cut them in slices and cook for several hours."

The following is a good specimen of an Irish advertisement: "If the gentleman who keeps a shoe shop with a red head will return the umbrella which he borrowed of a young lady with an ivory handle, he will hear of something to her advantage."

The Governor of California set a good example in refusing to be moved by any morbid sentiment in favor of Durrant's pardon. Sickly sentimentality has stood in the way of the execution of too many murderers already.

Two hundred kegs of beer from Portland, Oregon, were recently emptied into the harbor of Honolulu by the customs authorities. There being no sale for the stuff, nobody would pay the duty.

Labor authorities in London place the loss to the nation during the last twelve months by reason of strikes and lock-outs at the enormous sum of \$75,000,000.

Colorado's gold output in 1897 is now estimated at \$22,000,000, and the total output of the United States at \$70,000,000.

The philosophy of cheerfulness—like lemonade and milk—will not set well on the stomach of a man who has dyspepsia.

THE SEALSKIN SITUATION.

England refuses to co-operate in suppressing pelagic sealing, because its Canadian dependency finds profit in the business of killing seals. After years of vain efforts to preserve the seals by joint agreement the United States does what it can alone, by forbidding American citizens to take sealskins in the North Pacific and prohibiting the importation of all fur sealskins except those taken at the Prybiloff islands, by the company licensed to take them. This measure, just signed by the President, it is believed will render sealing unprofitable to Canadians, because the best market for sealskins has been in the United States.

England's selfishness in this matter is shown further by the London press comments on the new law. London does the dyeing and preparing of sealskins for market for all the world. The London papers are pleased with our new law, because the making and selling of seal garments, as well as the coloring of skins, will be monopolized there. American money will flow in greatly swollen streams to English shopkeepers. How will the shopkeepers of the United States like it, the London News asks, when they find fair Americans going to London to buy sealskin garments? The News thinks the law not made for enforcement, but to "cover a diplomatic retreat."

The hilarity of the English press is not justified, as the terms of the anti-sealing law and the Treasury Department's instructions for carrying them into effect show. These terms it is even more important that "fair Americans" shall study than that London shall. London will get acquainted with them in time; "fair Americans," especially such of them as contemplate going abroad, should know them at once. First, they should give attention to this provision of the law:

No fur sealskins, raw, dressed, dyed or otherwise manufactured, shall be admitted to entry as part of a passenger's personal effects unless accompanied by an invoice certified by the consul as herein provided.

The purchaser of a seal garment in London, or elsewhere abroad, cannot wear it home or put it in her trunk to be brought home subject to duty, and no further trouble, as heretofore. If she does either, without observing the prescribed formalities, the garment will be confiscated at the port of entry. She must have attached to her purchase the certificate of the United States consul at the place of exportation, setting forth that

Said skins were not taken from seals killed within the waters mentioned in said act, specifying in detail the locality of such taking, whether on land or at sea, and also the person from whom said skins were purchased in their raw and dressed state, the date of such purchase and the lot number. Consuls shall require satisfactory evidence of the truth of such facts by oath or otherwise before giving any such certificate.

All this will take time and be troublesome. And if the skins of which the garment is made prove not clearly to have been taken legitimately, the garment will be confiscated and destroyed, just the same. In any event, at the port of entry the seal garments must go to the public stores for careful examination and inspection to prevent evasion of the law. Americans buying sealskins abroad should know the risks they run. Knowing them, few will buy, and none can complain if the purchase gets no further than the home customs house.

Another important thing to be remembered by American women going abroad is that the sealskin garments they carry away with them will be subject to the same scrutiny returning as new purchases. The one way to avoid their loss is to present seal garments at the office of the Collector of Customs at the port of departure and get his certificate of inspection. That will assure safe passage through the customs house on the return.

Thus it appears that the new law was not enacted to make trade for London, nor to be put on the shelf for non-use.

It is an earnest effort to bring seal piracy to an end. Americans who own sealskins, or think of buying them abroad, should study the law.

JAPAN AS A SEA POWER.

Whatever may be the immediate result of the agitation now in progress in the Far East, it is certain that, sooner or later, Japan will give serious trouble to the powers now meditating the absorption of China. Although occupying but a small territory, the Japanese Empire is as populous as Germany or France. Unlike the Chinese, who seem incapable of absorbing modern ideas, the Japs are progressive and enterprising. They are good fighters, excellent diplomats, and have the great virtue of patience. Although resenting Russia's aggressive course in Corea and Manchuria, Japan is content for the moment with diplomatic protests; but this prudent and patient attitude deceives no one. Everybody believes that Japan is merely waiting for the completion of the vast navy she is now building.

Japan is at present building more and better ships than any other country, except England. When her present programme of ship-building is completed, which will be in less than two years, she will rank next to France as a naval power, and her vessels will be of the newest and most approved type. According to reliable reports, three vessels of 14,800 tons, two of which are nearly finished, are being built in British yards; one battle-ship of 10,000 tons is being built by Armstrong; four first-class armored cruisers of 9,600 tons, with a speed of twenty knots, are assigned, two to Armstrong, one to the Vulcan Company, near Stettin, and one to France; two cruisers of 5,000 tons, with twenty-three knots, have been ordered in the United States; one cruiser of 4,300 tons, with twenty-three knots, and eight torpedo-boat destroyers, with thirty knots, in England; eight torpedo boats at Elbing, four in France, and three cruisers of 3,000 tons, with twenty knots, three torpedo boats and a signal ship are being built in the imperial yard at Jokoski, in Japan, where an iron-clad cruiser of 9,600 tons, with twenty knots, will soon be begun. Japan has also ordered her torpedo-boat flotilla to be fitted out as quickly as possible in her own yards, and is about to form a second squadron.

It will be seen that the great bulk of the vessels building for Japan are being constructed in England, a country with which the Oriental Empire is on friendly terms and with which she is not likely to clash. All the ships under construction are being pushed to completion as rapidly as possible, it being evidently the intention of Japan to make ready for the contest with Russia which seems inevitable. The problem now is, can the contest be postponed long enough to enable Japan to complete her preparations?

COURAGE ON THE SCAFFOLD.

Much has been said in the daily press during the past week of the firm and courageous bearing of Durrant on the scaffold and his unceasing protestations of innocence from the day he was arrested, charged with his crimes, to his last moment of life. Such deportment made, and always makes, a profound impression on many people, who find it difficult, despite the most convincing facts, to believe in the guilt of such a man; but it is easily understood by those somewhat extensively acquainted with human nature.

Durrant, as portraits of him indicate, and his crimes and facts brought out in the testimony show, was of a grossly sensual nature. He was also, as his behavior testifies, a profound hypocrite, making a constant display of his religion. Such hypocrisy and sensualism very commonly are found associated in the same person. Such hypocrisy furnishes the most favorable opportunities for the indulgence of such a nature and a convenient cloak for concealment. The religious hypocrite, above all others, seems to be destitute of a conscience. He seems finally to be able to cheat himself into the belief that he is exempt from all moral responsibility.

There is a common, but mistaken notion that the perpetrators of atrocious crimes suffer constant stings of conscience. This is not true. The man who accidentally kills his friend, or slays another only when forced by the urgent demands of self-defense, will suffer severely and for a long period, when the murderer for revenge, for lust or for other promptings of malice, will never have a qualm or pang of conscience. These are facts well known to all careful students of human nature, being verified by innumerable instances. Whoever heard of a ravisher expressing remorse for the murder of his victim? On the contrary, he glories in his triumph.

The most wanton and deliberate murderers, men whose crimes are prompted by the lowest passions, or whose natures are gross and sensual, are they who have the reputation of "dying game," or of exhibiting courage on the scaffold. Durrant was one of these. Such miscreants burden the earth, and like brute beasts mentioned by the apostle, they are only fit to be taken and destroyed.

THE SITUATION IN THE ORIENT.

The horizon has cleared very materially as far as affairs in the Far East are concerned, and the situation is not now so threatening. The fact now seems to be assured that no immediate dismemberment of the Chinese Empire will take place, and there is less danger of a serious clash between the European powers than seemed likely a week ago.

According to the latest European advices, Germany has succeeded in securing the consent of China to the occupation of Kiao Chau harbor as a naval station, but the place is to be held under a lease from the Chinese government, for which a nominal annual rental is to be paid. As yet it does not appear that Russia has secured a similar lease of Port Arthur, and it is known that England and Japan have been scheming to prevent such a consummation.

The most surprising development in connection with the Eastern situation is the floating of a large Chinese loan in London, amounting to £16,000,000. This loan was secured by the guarantee of the British government. It is not stated

what concessions Great Britain received for this loaning of her credit to China; but it is assumed that she has acquired a firmer control than ever of the finances of the Chinese Empire and a practical mortgage on the empire itself. That the continental powers do not like the loan development is shown by Germany's desire that there should be an international guarantee, instead of a mere British pledge, for the repayment of the money.

Having guaranteed so large a debt for China, it is not to be supposed that Great Britain will now permit the dismemberment of that empire. This loan gives the British a plausible pretext for intervening to prevent any European power from amputating fragments from the Chinese hulk, and that such was the purpose of the guarantee there can be no doubt whatever.

Berlin butchers and other meat dealers are beginning their crusade again on American meats. They have formally petitioned the government to reopen the frontiers to meat import, and to severely restrict the traffic in American meat. They say that in 1896 over 28,000,000 marks' worth of it was imported into Germany, and that they cannot compete with it. At the same time reports of German government experts on trichinous American meats for the six months from January to July show an enormous increase in American trichinous meat cases. Ambassador White has been furnished with the registry number of the original package and other marks of identification in order to enable him to acquaint the officials at Washington with the facts in the cases and secure the punishment of negligent meat inspectors in the United States. A fact which has been very generally neglected is that trichinosis is prevalent in a number of districts of Germany at present.

There is one institution at least in the country which is prospering on a co-operative basis. The firm of Ballard & Ballard, flour millers, of Louisville, Ky., have just divided \$30,000 among their employes as their share of the profits during the year 1897. The mill has been operated for several years on a profit-sharing basis.

The United States Supreme Court has decided that the excise duty assessed upon products of a foreign country, when sold in that country, but remitted when the products were exported, must be included by United States customs officers in their assessment of the valuation of the articles when imported into this country.

When the pension list is revised and made honest, the greatest sufferer will be the contingent-fee lawyer who manufactures pensioners and evidence of health lost in the battles of the rebellion.

The vigorous and soured advanced woman, who lacks the refinement and sweetness necessary to win a man, wants to be a man herself.

China is the world's bone of contention, and it is expected that all of the dogs of war in Europe will soon be quarreling over the bone.

In politics, as in business, the leaders are expected in some way to get the better of those who are more honest and not quite so tricky.

Change of Location Not Always Desirable.

Written for the *TRADESMAN*.

"Thee take the lines, Letty?" said the old Quaker farmer, as he drove up in front of the red store in the suburbs of the city, "while I take in the tub of butter and the eggs and the cheese, and then I'll drive 'round under the shed and feed the team;" and, placing the reins in his wife's hands, he soon deposited the produce inside the open door. A man had stepped to the door to assist him, and, as he said "Good morning, sir," the farmer looked up quickly, first at the man, then at the sign over the door, before he spoke.

"Art thou a new clerk here, and where is Samuel Goodwin?"

"Mr. Goodwin has moved farther into the city and I alone am now doing business here and will be pleased to purchase your produce," was the reply.

"Thou art very kind," was the answer, "but we have done business with friend Goodwin for fifteen years past and, as he is one of our people, we have no desire to change yet," with a strong accent on the last word. "By and by we may be pleased to barter with thee;" and the old gentleman proceeded to place his packages in the wagon again. The merchant saw that an offer to purchase his produce at that time would be fruitless, and said kindly:

"I am a new resident of the city and if you should ever change from Mr. Goodwin please give me a call and I will do my best to retain your trade and merit your confidence. Goodwin's store is now number 821 Main street."

"I will remember what thee says," replied the old man, as he drove away.

It was only a mile farther to reach number 821 and a pleasant greeting awaited the old couple as they stopped before the plain but larger granite front store, where Friend Goodwin stood in the doorway, and came out at once to grasp a hand of each, saying, "Do not hitch thy horses here, Friend Strang; we will remove thy baskets and then I will direct thee to my barn, which is near by, where my son will place thy team under cover while thou art making thy purchases."

"We drove up to thy old store today," said Uncle Strang, "and after unloading our butter, eggs and cheese, found a stranger doing business in thy stead, and he was anxious to purchase them, but thee knows that mother and I could not consent to that. Then he assisted me to reload them, and kindly gave me thy number and street."

As a rule, it will be found that the most successful persons in life are those who, at mature age, having once chosen their vocation, and location as well, make no experiments nor changes afterward except under the most pressing necessity. I have known a few merchants, whose business had outgrown the size and convenience of the old store, while never ceasing to do business, to move the old building with all its contents back upon an alley at the rear and erect a new, larger and better structure in its place in front and, when ready for occupancy, transfer their stock to it. Not every customer will consent to follow his favorite merchant from place to place, although much depends upon the courtesy with which he has previously been treated. Always being able to say "found at the old stand" begets a world of confidence in the public mind.

Many years ago it was the custom in all the small towns in Pennsylvania,

and often in some of the cities, for merchants to furnish shelter for the teams of farmers and others coming from a distance to do their shopping. Unquestionably, it was a humane custom, and who shall say that it did not pay in dollars and cents? Here Samuel Goodwin, the Quaker, was engaged in trade; and perhaps if the custom were revived in Michigan it might pay in more ways than one.

But to return to Friend Strang and his wife. After making all their holiday purchases of dry goods, groceries and crockery, and paying the balance due Friend Goodwin—\$12.40—in cash Samuel brought forth a plain warm drab shawl and threw it over the shoulders of Aunt Letty, saying, "Thee will accept this as a present for thy stability and kindness in still coming one mile farther to trade with thy friend; and may the Lord bless thee, and cause me always to merit thy approbation."

FRANK A. HOWIG.

Wanamaker on A. T. Stewart.

I think he was the greatest merchant this country has ever had. Look over his life and you will think the same. He was the son of an Irish farmer. He first came to the United States as a teacher. When he was 21 years old he bought \$3,000 worth of Belfast laces and linens and opened a store for the sale of these in New York. He slept at this time in the rear of his shop. He turned his capital over and increased his business until he had what was said to be the largest retail store in the world. The building alone cost Mr. Stewart nearly \$3,000,000 and its current expenses at the time of his death were about \$1,000,000 a year. In his two stores he was at that time doing a business of about \$20,000,000 a year. He had, in addition to these, branch houses in different parts of the world and he was the owner of a number of mills and factories. When he died he was worth about \$40,000,000.—John Wanamaker.

An Eel-Skin Factory.

One of the strangest factories that ever existed, and what is more, pays handsomely for its existence, is situated in a quiet street in the neighborhood of London bridge. Here are prepared and manufactured various articles from the skin of the commonplace eel.

The skins are manipulated by numerous complicated processes until they resemble and would easily be taken for leather, although of a more gelatinous and pliable nature. This strange commodity is cut into long thin strips and plaited very closely together for whip lashes, and to cover portions of the handles of more expensive whips. Certain kinds of lashes and harness-laces are also made of eel-skin.

This leather is almost indispensable in articles of this description, where flexibility allied with an uncommon toughness is desired.

A Woman Buys Cattle.

Probably the largest cattle deal ever made by a woman has just been closed at San Antonio, Texas. The transaction was the purchase of 6,000 three-year-old steers of Charles Schiener, of Kerr county, by Mrs. Anna Martin, of Mason county. The consideration was \$150,000 for the lot. Mrs. Martin is well known in Texas live stock circles as a shrewd cattle woman. She will feed the 6,000 head just purchased and expects to make a profit of \$30,000 on them within three months.

Reversed the Usual Process.

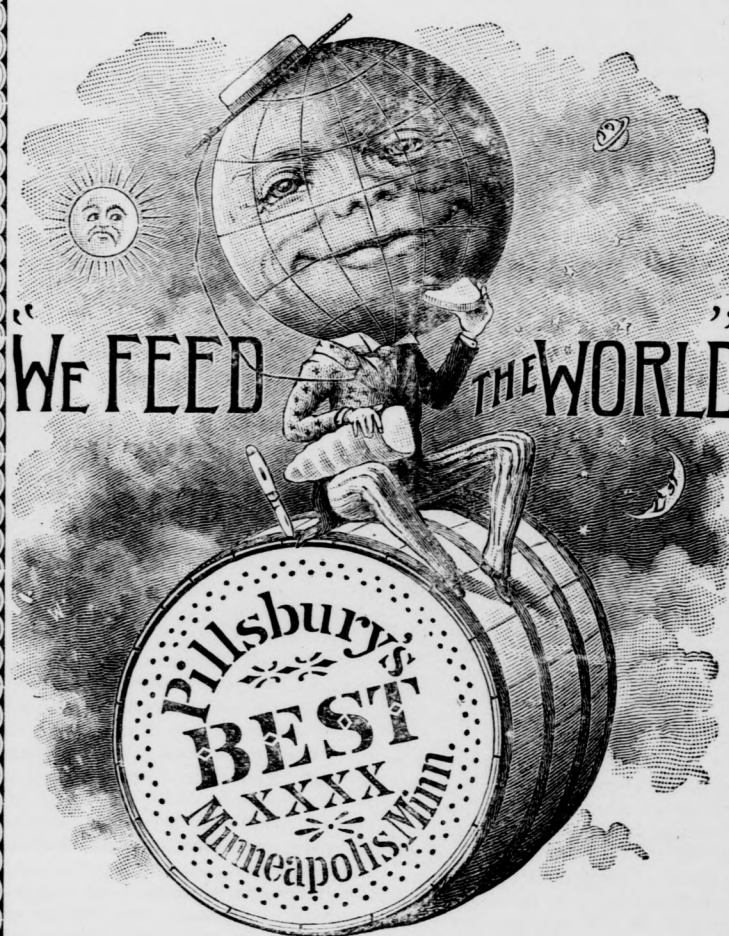
Parson—Young man, in order to succeed in any undertaking in life you must begin at the bottom and work up. Young man—That was not my father's motto. He began at the top and worked down.

Parson—And made a failure of it, no doubt!

Young man—Not on your life. He made a fortune digging wells.

A Hot Time

You can't warm the heart of a shrewd buyer with high prices and inferior goods any more than you can heat a city with steam arising from sewer inlets on a frosty morning. What he wants is something he can sell at a profit, and the better the profit the more he will want. This applies especially to



which has a world-wide reputation as the leading brand of spring wheat flour manufactured in this country.

Other leaders in our line are

**Old Fashioned Lard
Emblem Brand Canned Goods
New Brick Cigars**

which you are solicited to include in your order when our traveling men call on you.

Clark-Jewell-Wells Co.,

Grand Rapids, Mich.

Pioneer Steamboat Navigation on the Great Lakes.

Written for the TRADESMAN.

The first steamboat built for lake navigation was named "Walk in the Water." She was built at Black Rock near Buffalo and launched in 1821. Built with passenger accommodations, she was intended for the Buffalo and Detroit line, landing at the then scattered intermediate lake ports, to which she carried freight and passengers. This was long before the advent of ocean steam navigation, all steamboat navigation being confined to the Hudson River and ports on the Atlantic Coast. This first experiment in the use of steam on the lakes was looked upon by many cautious people as an exceedingly dangerous one and the skeptical were loud in their prophecies of failure and disaster. This record will show that disaster came, as foretold, but not failure. It proved only a partial check to the ever-present spirit of enterprise that pervades the American people.

Very soon there followed similar experiments upon a larger scale, and they have continued to enlarge until the steam marine of the Great Lakes is unparalleled in the world. If the present generation of Tradesman readers can realize, in imagination, this little side-wheel steamboat as she lay puffing and blowing at her moorings at Black Rock receiving cargo a few hours before leaving on her eventful effort to reach the port of Detroit, subject to the jeers of the sailors of passing vessels, who, in passing, bailed her as the "d-d old smokeboat," and contrast her insignificance with the splendor of the floating palaces of the present day, they must be bewildered at the change brought about in steamboat navigation in the lapse of three-quarters of a century.

The narrative given below is from memoranda left by one whose name was on the list of passengers and who shared the perils of that first steamboat disaster on the Lakes. The passengers were all residents, or on their way to become residents, of that stockade town, Detroit, and it is also worthy of notice that their descendants' names are now familiar in Detroit, among the most distinguished of her citizens:

"The steamboat 'Walk in the Water' left Black Rock the evening of October 31, 1821, bound for Detroit, with the following list of passengers: the Reverend Alanson W. Welton and family, Jedediah Hunt, William Lattimore, Thomas Palmer, Orlando Cutter, William Bercry, Silas Meriam, Mary A. W. Palmer, Rhoda Lattimore, Catharine Palmer, Marthy Bearey, Chauncey Barker, George Williams, Thomas Gray, E. N. Berge, John Hudson, F. Martin and George Throop. For the first few hours after leaving Black Rock, we had fair weather, but about eight o'clock in the evening, and while we were at supper, a terrific gale commenced, which lasted throughout the night. The boat, being unable to make headway against the gale, Captain Rodgers gave orders to cast anchor. We were then a few miles above the old Buffalo lighthouse. Here we lay until nearly daylight. During all this time, the creaking of her timbers throughout her whole length warned us of the probable fate in store for us all. The joints in her timbers opened in a frightful manner. At daylight, her anchors dragging, the Captain gave orders to cut her cables and let her drift ashore, and the passengers were advised of the possible fatal result. Tired out with anxious watching, I

had taken my berth with my children, keeping my own and their clothes on. My husband was still on deck. When the Captain's summons came to the cabin passengers to turn out, as the boat was going ashore, the floor of the cabin was ankle deep with water. The passengers were strangers to each other, only a few hours having elapsed since leaving Black Rock. I will not attempt to describe the anxious, prayerful, tearful upturned faces that were grouped together in the cabin of the 'Walk in the Water' on that terrible, cold morning as we looked into each others' faces for probably the last time.

"The boat struck the beach in a fortunate spot for the safety of the passengers and crew—near the lighthouse—and all were saved. The warm fireside we gathered around at the lighthouse was comfortable to our chilled limbs and our hearts warmed with gratitude to God for deliverance from our peril. The anxieties of that night may be imagined by those who have been placed in similar circumstances, but its awful reality cannot be described to others.

"How the poor missionary's heart was saddened by these misfortunes at the very outset of his pilgrimage, and with scanty means and helpless family, I cannot describe. The winds and the waves seemed against us, but our hearts were strengthened by the kindly words of Mr. James Campbell, of Buffalo, who took us to his home, and our sorrows and disappointments to his noble heart. We enjoyed his hospitalities until Monday, November 5, and then embarked on the schooner 'Michigan,' from Black Rock, determined to reach Detroit, our destined home and field of missionary labors. The weather was favorable until Tuesday, when opposite Cleveland another gale broke over us, before which we were driven like a feather, and came to anchor under Long Point, Canada, only sixteen miles from Buffalo. On the morning of the 8th of November, we again got under way, with a fair wind, reaching a point opposite Cleveland, when another storm met us, from which we sought shelter in Erie Harbor, Pennsylvania. Here we were obliged to remain eleven days, the storm was so severe and continued, having, during this time, made three efforts to get on our way to Detroit and as often being driven back to Erie. Our fourth trial was successful, and although the weather was still what the sailors called rough, we reached the harbor of Put-in-Bay Island. Upon reaching this point of temporary safety, I recollect an exclamation of one of the sailors: 'Oh, how I did pray for Put-in-Bay!' And, if his heart was sincere, I, for one, had joined in his prayerful petition. We spent the Sabbath on shore and on Monday again set sail for Detroit. At evening, we dropped anchor at the mouth of Detroit River. Here we lay, unfavorable winds detaining us for a whole week, but we finally arrived at Detroit on Saturday evening, December 1, 1821. Of all the passengers who were on board the 'Walk in the Water' on the last day of October, 1821, our little family were the only ones that ventured upon the waters of Lake Erie again that season, and I was the only female passenger throughout this tiresome voyage. The other passengers took the wagon route through Canada and arrived at Detroit before we did. We were thirty-two days on steamer and sailing vessel between Buffalo and Detroit.

"The only churches then in Detroit

were St. Ann's (Catholic) and a church called The Protestant Church, alternately used by the Presbyterian and Episcopal worshippers. The Methodists held services in the old Indian Council House on Jefferson avenue near the Campau residence. My husband began his missionary labors in the partially organized parish of St Paul's, and was also employed as principal in a classical school. He continued these duties until his sickness in September, 1822, and on the 28th of the same month he died, as I trust and believe with charity and good will towards all.

"There is little more to mention in this short memorandum of events connected with the early days of Michigan that would be of interest. I found in the sympathies of that noble brotherhood, the Masons (my husband being a Mason), 'both oil and wine' for my widowed, wounded spirit, and the pecuniary means furnished by them carried me back to my early home. God will surely reward them for their kindness to me and mine, for in my case the widow and the orphan were both remembered. With me, 'the cruise of oil has never failed, nor the barrel of meal wasted' in all my eventful life of nearly fourscore years."

W. S. H. WELTON.

Owosso, Mich.

A new kind of match will shortly be placed upon the market in France. It has the advantage of being manufactured without phosphorus, and is consequently harmless to the workmen in the state manufactory at Pantin. A delegation of the matchmakers called upon M. Cochery, the minister of finance, and begged him, in the interests of their health, to adopt them.

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. ROCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, N. L. KOENIG.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNEY; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMER.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

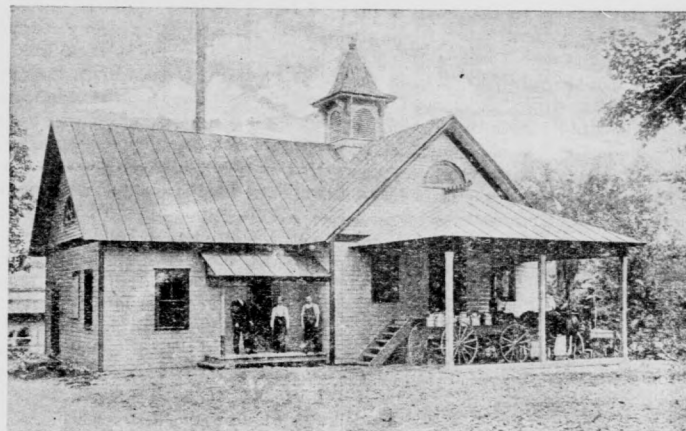
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.

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.

Shoes and Leather

How the Assignee Disposed of the Stock.

Well, as I told you in my last letter, chronicling the story of my business failure in the shoe line, Mr. Laster has taken me into partnership under the firm name of Laster & Co., but up to date nobody except Mr. Laster himself, good old Mrs. Green and the undersigned knows about it.

You will remember that, after I failed and assigned to Mr. Laster for the benefit of my creditors, Mr. Laster succeeded in compromising with my creditors on the basis of 40 cents on the dollar. Then he knocked me silly by advancing the money to pay the creditors, accepting my note for about what it took to pay them up, and offered to join the stocks and take me in as a one-third partner.

And I jumped at it.

As I told you, when I mentioned that it would be best to move the goods right over as soon as possible, he smiled in that old foxy way of his and unfolded the scheme which has made trade blossom where there was no trade before. He called me into the office and this is the conversation:

"Now, Fitem, no one in the village or its vicinity knows anything about this little deal we have made."

"Certainly not."

"Everybody knows about the assignment and is wondering what is to be done with the stock?"

"I suppose so."

"Well, wouldn't it be a pity to lose the opportunity of having a big closing-out sale?"

I tumbled so quickly that I almost fell off the chair. The whole scheme came to me just as it probably came to the old man the very moment that I first mentioned to him the possibility of my making an assignment.

"Mr. Laster," I said, "you're the whole thing. I haven't a word to say. In the future you let me do all of the good, hard work, and you just simply tell me what to do. I'm beginning to think that I'm too young to reason for myself, and I begin to understand why it was that I didn't seem to be able to manage my business on a paying basis."

"We won't open for a week yet," the old man said with a satisfied smile. "Here's a little announcement I have fixed up to put in the papers for the next few days and to print on about ten thousand handbills."

I took the paper and read:

ASSIGNEE'S SALE OF BOOTS AND SHOES.

To settle up the business of I. Fitem, the prominent young shoe dealer who was obliged to suspend on account of the hard times, I have been ordered to close the stock of carefully-selected boots, shoes and rubbers out at the earliest possible moment and regardless of price.

The reputation which Mr. Fitem has attained in the shoe business for the splendid assortment and excellent quality of his stock of footwear makes it probable that the stock will not last at the prices which the creditors have decided to put upon the goods. Everything will be sold at about one-half of the regular prices, far below the actual cost of manufacture.

It will require about a week to go over the stock and arrange it for quick handling and to mark the goods down to the prices at which they will be sold, and the sale will open promptly at 9 o'clock on the morning of Monday, December 27th.

Don't miss this great opportunity for bargains. Those who come first will have the first pick.

\$10,000 worth of boots and shoes. \$10,000.

To be sold regardless of cost.

THE I. FITEM STORE.

By order of A. Laster, Assignee.

There were several statements there which I didn't exactly understand how Mr. Laster reconciled with his conscience, but I didn't say anything.

"What do you think of it?" queried my senior partner.

"Great," I said. Secretly I felt that I would have worded it a little differently, but as I am getting more and more of the idea that Mr. Laster is no deadhead when it comes to the shoe business, I didn't ask the privilege of re-writing it.

We had a big sign painted that covered the entire show window of my old stand, and men and boys peddled the bills all over the town about a hundred times, besides putting them out in the country with horses and carriages. We also sent several boys out with bicycles to advertise the sale in the country, and the local papers were just running over with our announcements.

We had the town wild about it.

As for me, I went around with my face very long and sad, took the sympathy of my many friends and thanked them, while my heart was lighter than it had been for many moons.

I told everybody that I wasn't at all sure what I should do. I said that I had accepted an offer to act as manager of the sale as long as it lasted, and that I should probably go back to clerking if I could get a job. I said that it seemed tough to see the old stock sacrificed the way it was going to be, but I couldn't help it.

Then Mr. Laster surprised me again. One day he was going through the stock with me and he began to pick out a lot of my best goods and nail them up in boxes to store away in the basement. "What for?" I asked.

"Why, of course we don't want to sacrifice the cream of the stock," he said.

I was learning every day.

Well, we packed up pretty near \$2,000 worth of my best stock, including several specialties on which the prices were too well known to be comfortable, leaving a few pairs, of course, to show at cut prices to people who asked for special brands. These goods we stored away in the basement, and one night Laster and I took his old horse and platform spring wagon and moved over about \$3,000 worth of old shopkeepers from his stock and arranged them on the bargain counters. Oh, I tell you, the old man had it all figured out. He was like little Willie when he went to see New York City. He knew just what to do. He engaged four extra salesmen to work for the first week or two, and just about that time a relative of his from down East somewhere came to visit him. He was a hard-up lawyer and he had a face on him like a Philadelphia banker. Laster knew that he would be boarding on him for a few weeks, so he promptly made him useful. He coached him up a bit and made him pose as the agent for the creditors to supervise the sale, and I took him out and introduced him all around and got personals in the local papers about his arrival, and it did a lot of good. He was a solemn-looking cuss and he dropped into the part as though he had been made for it and seemed to enjoy it. It was a good thing for him. We gave him \$10 a week for just standing around and looking glum, and besides he got his board.

We Manufacture

Men's Oil Grain Creoles and Credmeres in 2 S. and T. and ½ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and ½ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedcor & Hathaway Co.'s shoes in Oil Grain and Satin. It will pay you to order sample cases as they are every one of them a money-getter. We still handle our line of specialties in Men's and Women's shoes.

We still handle the best rubbers—Lycoming and Keystone—and Felt Boots and Lumbermen's Socks.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Herold-Bertsch Shoe Co.

Wholesale

A General Line and a GOOD one at that.

Values that are Rock Bottom.

5 and 7 Pearl St., Grand Rapids, Mich.

When ordering Rubbers address
your envelope ✻ ✻

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

✻ and get the best ✻

THE GOODYEAR GLOVE RUBBERS

RINDGE, KALMBACH & CO.,

If you want the BEST line of

River Shoes

Buy ours. We know how to make them. See our full line for Spring before placing your order. The Qualities, Styles and Prices are Right and will please you.

12, 14, 16 Pearl Street,
Grand Rapids, Michigan

Agents Boston Rubber Shoe Co.



Well, the advertised date for the sale came, and I was more nervous than I was the time we had our grand opening, when I went into business. I got around early. I hadn't much confidence. I remembered the disappointment I experienced when I flung open the doors to the crowd the time I opened business, promptly at the minute advertised, and found only a yellow dog waiting to be admitted.

It worked differently this time. We had everything fixed as well as we could to handle a crowd—good wide aisles and lots of bins of goods marked in plain figures for the bargain hunters to pick among.

At five minutes to 9 I looked out of a hole in the curtains, and I am willing to die if the sidewalk wasn't actually blocked in front of the door. I never saw anything like it in my life. I was actually afraid to open the door. For various reasons Mr. Laster didn't appear at the opening of the sale, and I didn't know what to do.

The "agent of the creditors" thought that it would be a good idea to admit only a storeful at a time, and then lock the door and send people out through the side door after they got through trading. I flung up the curtain with a flourish and the "agent" opened the door, stepped outside and told the people how things were to be managed. He was a lawyer and he took more time at it than I would, but it didn't hurt anything to have that face show outside the door for a little.

Then he opened the door and the people thronged in. The little store was full in a minute, and then the "agent" forced the door to and locked it, and we went to work on the crowd. I never saw anything like it. The people seemed actually crazed by the scent of bargains. I saw one old lady, who lived all alone and wore a No. 3 shoe, grab a pair of men's No. 11 calf slippers and lug them off, just because she could get them for thirty-seven cents! I suppose she must have sent them to the heathen.

The "tough" goods from both stocks—the off styles, the odd sizes and narrow widths and the shopworn stuff—we had marked down at real bargain prices, but the real first-class stock we sold at from cost up to 5 and 10 per cent. above cost, and some of it, in the rush, by Jove! we actually sold at a better profit than I had obtained on the same lines; and people were tickled to death to get them and probably bragged a lot about it. All of that day we let in small lots of people and locked the doors each time, and none of us got a thing to eat except a couple of sandwiches and a glass of milk apiece, which we had sent in from the restaurant around the corner, until after 11 o'clock at night. Then we all went out to the Irvington Inn and had a big spread, and we enjoyed it, tired as we were. The "agent" made a speech thanking the employes for their efforts, which was a great success, and Laster dropped around in time to get a cup of coffee and a cigar; and we had taken in so much money that I was afraid to leave it in the store safe and got the cashier of the bank to get up and put it in that institution's big vault.

Every clerk was on hand at 7 the next morning getting the stock in shape, but we couldn't open before 9, and then there was almost as big a crowd as the one of the day before. The news of the bargains was beginning to get around. We let in storefuls until about noon be-

fore we could handle the crowd at all, and it was another big day.

It went like that all of the week, and before the week was half over we had begun to size up nights from Laster's stock.

Lasterville never saw such a sale. Nobody seemed to tumble at all. The little new clerk called me one side one day and said he was "on" all right. The "agent" wasn't really the creditors' man at all. He was a cut-rate dealer from some city who had bought the stock of the assignee and was making a sale to make money. "But," the boy said, "that don't seem reasonable, either, for he doesn't seem to know 'A' calf from patent leather."

The other dealers were all crazy. Laster said himself that he wasn't doing enough in his own store to pay for the electric lights, but as he was sending a wagonload of goods over to the sale every night, he was getting rid of considerable stuff, just the same.

Well, to finish up, we're going to keep the sale going for a month, and when it drops below one hundred dollars a day there's going to be a grand announcement in the newspapers to the effect that the balance of the I. Fitem stock has been purchased by A. Laster for almost nothing to close up the business, and the stock will be moved over to his store and the sale continued there until it won't pay to run it any longer. We estimate that by that time we will have sold something over \$9,000 worth of the goods, both of the stocks will be cleaned up nicely and we will be able to announce the new partnership.

When I step back into the old store I'll be happier than I ever expect to be again until the day on which I finish paying up the creditors the last cent of the balance that I owe them. Mr. Laster says that if I stick close to business I'll be able to do it in the course of a year or two.

I am writing this at 12 o'clock at night, and I'm pretty tired. The sale is still going, you know, and if it is written a little incoherently you must make allowances. The last few weeks have been rather exciting, and a bargain sale isn't the best school for advanced literary efforts.

By and by, when I get settled in the new store, and everything is flowing along smoothly I'll write some more, but the undersigned will never be so much inclined to give advice as he has been in the past, for if his head has been swelled the swelling has gone down. The old men may be a bit "old foggyish" at times, but they know a lot about business after they have been in it thirty or forty years that we young fellows can't teach them, and I for one won't try.

The "agent" goes home next week to his "practice." He is a pretty good sort of a fellow, and would make a rattling good shoe man. He asked me to show him so that he could tell the difference between "dull finish" and "pure gum" rubber boots, but I told him that, for the time he was going to be interested in the business, he could sell a great many more goods if he was ignorant on some points.—I. Fitem in Boots and Shoes Weekly.

The Pennsylvania Bankers' Association has voted to organize a chapter of the association, whose purpose shall be the erection in Philadelphia of a bronze statue of Robert Morris, the patriotic financier of the revolution, and the founder of the first organized banks in the State of Pennsylvania and the United States.

Good Things Said by Up-to-Date Shoe Dealers.

We know how shoes should be made to give the best possible wear. We see that the shoes you get here are so made—they are Hallahan-made. That means neatness, fitness, stylishness—every shoe virtue.—P. T. Callahan, Phila.

Reports have already been made of our great purchase of rubber overshoes, and the cheapness at which we have been selling them. 150 cases—a mere retailing trifle—went astray, and we have just got possession of them, just in the nick of time. After a snow-storm—rubbers.—John Wanamaker, New York.

Cheap good shoes, aye, truly cheap—and just as truly good.—N. Snellenburg, Phila.

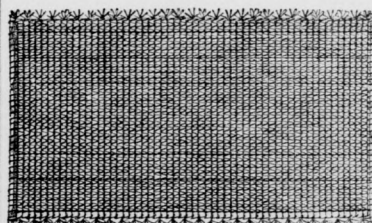
It pays to discuss shoes. It pays to talk about the leather that goes into the uppers, the soles, the heels, the linings and all the details of the shoe. We know something about these matters and we will talk them over with you so that you will understand what you are buying.—George F. Streit, Altoona, Pa.

There is no room in our shoe store for lines of shoes in which sizes are

broken. And that explains the varied bunch of shoe goodness now collected here at \$1.90 a pair. They are not chaff—but it's a chaff price. Stock winnowing.—John Wanamaker, New York.

Twins and troubles are like Megaffin's shoes in that they never come singly, but in pairs. 'Tis the same with the sale of a pair of good shoes; one sale is sure to be followed by another. That is the very best reason for selling good shoes at right prices, and making right whatever goes wrong.—J. Megaffin, Ottawa, Ill.

The great difficulty in getting ready-made shoes to fit is the variation in the size of the feet during the day. They are smallest the first thing in the morning, and expand most during the afternoon, especially in hot weather. A man who makes hand-made shoes usually understands this, and consequently makes due allowance for the variation, but if you buy a machine-made pair of shoes in the morning, they are apt to pinch you regularly toward evening, while, if you take the afternoon for your shopping, the shoes will feel uncomfortably large every morning. In either case corns are created.

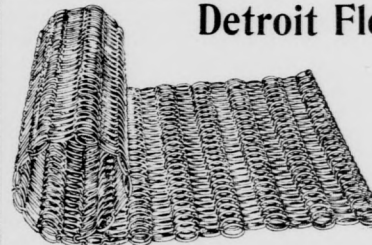


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NEAT DURABLE CHEAP

Standard sizes: 13x24, 18x30, 22x36, 26x48. Retail 6¢ cents and up. Agents wanted.

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14 W. Bridge St., Grand Rapids.
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Detroit Flexible Door Mats

STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.
Retail for \$1.00 upwards.
Any dimension to order.

Made of Flat Wire. The Latest and Best.
Supplied by all jobbers and the mfrs.
Write for prices.

THE DETROIT SAFE COMPANY,
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Write us for BARGAINS in

Rubber Boots and Shoes

Studley & Barclay,
Monroe Street.
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Duck Rubbers



Are getting very scarce, but you can get them now. Itaskas, Perfections, Michigans, Ottawas, Eries, Boots—anything you may need. Also the celebrated "Hub" arctics and "Storm" goods of the Boston Rubber Shoe Co.'s make from

W. A. McGRAW & CO., Detroit, Mich.

THE APPLE TRADE.

Phenomenal Conditions Which Have Prevailed of Late.

The apple trade in many years prior to Jan. 1, 1897, has had its discouragements. Prices have been low; trade dull and stocks large in many former years, but perhaps never since the trade became a factor in the business of this country had such a combination of discouraging elements united as at that date, and perhaps outwardly never has the contrast been greater than between the period from the first harvesting of the summer apples in 1896, all through the fall packing season and along to the first of the year which we are now considering, and that of the same period to Jan. 1, 1898.

In considering the business of this year (1897) we shall be assisted greatly by briefly summarizing that of the time above mentioned. The crop gathered in the summer and fall of 1896 was without precedent as to quantity, and as a consequence prices ruled low beyond all comparison of former years; hundreds of thousands of barrels had been sold by the Eastern growers on the basis of 35 to 50 cents a barrel for the fruit in the orchard for the finest specimens of greenings and Baldwins ever seen, and, indeed in hundreds of cases good apples were left in large quantities to rot in the orchards for lack of a buyer.

So common was this that it is said that even the cows and hogs became particular as to the quality of the apples they ate and would select nothing but strictly No. 1 fruit. Be this as it may, it seemed as if there could be no end to the immense stocks and both growers and dealers were in gloomy mood at the commencement of the new year 1897.

Although almost unnoticed, however, by the average traders in apples, there was one element of great encouragement. The extreme low prices, combined with good quality in the main, had induced a consumption of apples both here and abroad which was as unheard of as the magnitude of the crop itself, and the stocks on hand through the country on Jan. 1, 1897, while they seemed so large, were in comparison with the size of the crop harvested as small as were ever known at that season.

In the nature of the case it would be impossible to arrive at even a close approximate estimate of the total of any apple crop at picking time. However, many estimates have been made of both that crop and the last one just harvested. In the former the estimates vary from 100,000,000 to 150,000,000 barrels and in the later from 30,000,000 to 50,000,000. Taking the average of all the estimates as being most likely to be nearest correct, we would have a total of 120,000,000 barrels for 1896 and 40,000,000 barrels for 1897 at picking time, or as about three to one.

Now, continuing the comparison to the end of each of these years, and as before averaging all estimates which are entitled to credit, we find a total stock on hand in the whole country Jan. 1, 1897, of about 4,000,000 barrels, against a stock at this time, Jan. 1, 1898, of about 2,500,000 barrels; thus showing a decrease in the big crop year of 116,000,000 barrels in but little over three months, while during last year the decrease was about 37,500,000 barrels in the same space of time, a difference of 78,000,000 barrels and in percentage of nearly 300. Thus the year 1897, which we are now considering, opened with a

stock on hand of perhaps 4,000,000 barrels, mainly of fine quality, especially the Eastern varieties. Prices being extremely low, from 85 cents to \$1 a barrel in Chicago and the larger seaboard markets and from 35 to 80 cents a barrel on the farms, consumption was large and stocks visibly decreasing. This continued through February, March and April, and by the middle of May this unparalleled crop, so large as to be bewildering (perhaps 120,000,000 barrels,) had been consumed, every man, woman and child in the land almost doing a share, with even the farm animals, as a potent factor—benefits and privileges almost unknown before. This shows what becomes of an enormous crop of this favorite fruit when the whole rank and file are allowed to work upon it.

The crop year last fall opened with conditions almost exactly opposite. It was very early apparent to those well posted that the crop was to be extremely light in the East and not excessive in the West. Speculators were in the field buying up orchards as early as July, and it is probable that over one-half of the good orchards of the West were sold by Aug. 15. The sales were made largely "in the lump"—that is, the buyer to pay so much for the fruit as it hung on the trees, and to take all risks of wind, drought, heat, insects, etc., and pay all expenses of picking and packing. This hazardous method of buying was attended with varying results, some deals favoring the growers and some the buyers, and in some cases was disastrous to the daring speculators. When purchases by the barrel were made, the price in the West averaged perhaps a little over \$1 a barrel for the fruit in the orchard, the buyer to pack and furnish barrels and the owner to pick the fruit. In the East very few good orchards were to be had at any price, but for such as were fair the price averaged perhaps between \$2.50 and \$2.75 a barrel free on board, or a basis of, say, \$2 to \$2.25 for the fruit on the trees in the orchard; and the packing and storing season of 1897 closed with something under 3,000,000 barrels on hand, which has been reduced to possibly 2,500,000 barrels by this date, and mainly in cold storage.

These, with the export trade (a matter of some 500,000 barrels, against about 2,000,000 to the same date last year), form perhaps the main features of the 1897 trade in apples, but they suggest many questions which might be discussed with profit by the orchardist and dealer in apples, but which are perhaps out of place to more than outline here.

The value of the apple intrinsically and commercially; the relative commercial value of the varieties from Eastern and Western sections, and in the West of the irrigated sections, as compared with those depending on natural conditions; the difference in flavor of the apple raised by irrigation from the same varieties otherwise; the changes in the relative commercial value of the Eastern and Western varieties in a single season; the causes of these changes, sometimes very marked in extent; the problem of cold storage, the increasing extent of it, the danger of relying too implicitly on it; the volume of the apple trade in the largest cities; the increase and decrease of the orchard industry in different sections of the country; the export trade, how best to keep it and increase it; improved methods of planting, caring for trees, the propagation of best varieties, and at harvest time

Ship your...

Butter, Eggs and Produce

to us. Our Commission is 10 per cent, but you get all your goods sell for.

HERMANN C. NAUMANN & CO., DETROIT.

Main Office, 33 Woodbridge St. Branch Store, 353 Russell St., op. Eastern Market.

What you need when shipping Butter and Eggs is a GOOD, COMPETENT HOUSE to receive them.

HARRIS & FRUTCHEY

60 W. WOODBRIDGE ST., - DETROIT

have every facility for handling large or small lots and making prompt returns.

Potatoes -- Beans -- Onions

We are in the market daily; buy and Sell Potatoes and Beans, carlots; if any to offer, write or wire, stating what you have, how soon can ship.

MOSELEY BROS.,

26-28-30-32 Ottawa St., Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

BUNTING & CO.,

WHOLESALE

Oranges, Cape Cod Cranberries, Honey, Lemons, Bananas, Sweet Potatoes, Red and Yellow Onions, Spanish Onions.

GRAND RAPIDS,

- MICH.

MILLER & TEASDALE CO.

ORANGES FRUITS
NUTS
PRODUCE

We have 100 cars La Barca and Sonora Oranges rolling, which can be diverted to any point; wire for prices.

601 NORTH THIRD ST.,

ST. LOUIS, MO.

We are in the market to buy

PEAS, BEANS, POTATOES

Onions and Onion Sets, Clover Seed, Allsyke, Pop Corn, etc.

If any to offer, Telephone, Wire or Write us, stating quantity.

ALFRED J. BROWN SEED CO.,

24 and 26 North Division St.,

GRAND RAPIDS.

R. HIRT, Jr.

Produce Commission Merchant

* Market Street; Detroit. *

Write for particulars.

N. WOHLFELDER & CO.,

Wholesale Grocers and
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CHEESE, BUTTER and EGGS. Consignments Solicited.

399-401-403 High St., East, DETROIT

of picking, packing, transportation, and lessons to be learned from other years' experience and a thousand other questions are of great importance to the apple man.

It may not be out of place, however, to say here that the 1897 crop is now practically out of the grower's hands and he as a class will take small interest in it. It is largely in cold storage, and as a rule has not gone in under any too favorable conditions. While at this time the stock on hand itself is small, compared with a year ago, the rate of decrease has been so much smaller that we are in danger of seeing come true a prophecy made by one of the prominent members in the trade—that by March 1, unless we had much lower prices in January and February to stimulate consumption, the stocks on hand would be equal to those of last year.

Should this come true, to those of us who remember what prices were in March, April and May last year would come the question, "What is to materially increase them this year over last year?" and to some of us who have been indulging in visions of \$5, \$6, \$7 and \$10 apples next spring might come the question, "What is to prevent the present relatively lower rate of decrease from continuing right on through February, March and April, and if it does continue in this proportion, what is to hinder stocks on May 1 next being fully twice as large as last year's?" These questions may be answered satisfactorily to some, but are not as yet to me and I shall not be surprised to see the prophecy above mentioned come to pass, nor to see as remarkable an ending of this year's apple season as that of last year, but in an entirely different and less satisfactory manner.

This article is already too long, but it is perhaps not too much to say that a business which pays from \$35,000,000 to \$60,000,000 annually to the growers, and which in addition pays fully as much more to the railroads, the coöperation establishment, the packers, cider makers, evaporators and the wholesale and retail dealers, is well worth considering by the general public.

BENJ. NEWHALL.

Advocates Ten Per Cent. Commission on Butter and Eggs.

Detroit, Jan. 10.—We have reached the conclusion that every commission house should have a straight 10 per cent. commission on all butter, eggs and produce handled by it, as we know by experience that no one can handle these goods on 5 per cent. and make any money; that is, make it honestly. Shippers of these products should consider this fact and allow the commission merchant 10 per cent., if they desire straight and honest returns. We feel confident that any reputable commission house will give its shippers better satisfaction if by handling their goods it can secure a legitimate profit. Take into consideration the amount of labor involved in putting these goods on the market in proper shape! Every egg that comes from the country store has to be candled and put into a different crate before it is ready for the market. Butter has to have its proper attention. A customer desiring to purchase one crock or more insists on "trying" every package in sight before selecting what he desires. Now, if our friends, the country merchants, will realize the amount of labor connected with disposing of their product, they will surely agree with us in the statement that butter and eggs, or, in fact, any product that comes into the hands of the commission merchant, cannot be handled on 5 per cent. and insure any profit to him.

HERMANN C. NAUMANN.

Effect of Process Butter on Off Grade Creamery.

Man on the Street in N. Y. Produce Review.

There has been a good deal of discussion about process butter since the recent severe arraignment by the United States Department of Agriculture of the product made under the Beardon process, and I find a wide difference of opinion as to the effects of these goods upon the butter industry of this country.

I must confess that I have some feelings of repugnance toward an article that is made in the manner and from the material that these process butters are. It is true that much of the raw material that goes into this product is of fairly decent stuff—sometimes creamery and sometimes the best of farmers' rolls—but it is also true that hundreds of thousands of pounds of very ordinary packing stock are used which I would not have in my house for cooking purposes. By a process of manipulation these butters are reduced to an oil, aerated, chilled, re-melted, mixed with fresh milk or cream, colored, churned, salted and packed into any style of tub, box or prints that is desired by any class of trade. I am frank to admit, however, that the finished product from the best factories shows a marvelously fine flavor, closely resembling that of fresh creamery, and this commends it to many buyers. A close examination reveals short grain, and quite often an oily after-taste, which seems to be hard to overcome after butter has once been rendered. But its selling qualities after all are stronger than off grade creameries, and that class of stock has felt the competition more than any other.

Assistant Commissioner Kracke has watched closely the development of these process goods, and with a feeling that the strong temptation to adulterate the product with some foreign substance that would bring it under the ban of our State laws might be too strong to be resisted, he has had various samples analyzed. One of these reports made by a chemist of high reputation shows 5.67 per cent. of soluble fatty acids, with the specific gravity of the fat at 100 deg. Fahrenheit, .91098. Another analysis showed 15.6 per cent. water, 78.6 fat, 2.2 curd and 3.6 ash. The Commissioner allowed me to look over a dozen or more of the chemist's reports on oleomargarine, and the soluble acids ranged from .7 to .39 per cent., most of them .11 to .15, with the specific gravity at 100 deg. Fahrenheit, about .9050. This would indicate reasonable purity in the process butter, but the proportion of water is quite large. In regard to the last analysis reported above, the chemist further says: "On completing the data as to the fats, I found a total of 5.73 per cent. soluble acids. This is well up to the average amount. If it had not been for the fat clarifying differently from the usual run of butter fats, I would not have questioned the character of the fat, although 10 per cent. of oleo could be added to butter and have it analyze about as this fat does. The amount of fat is rather under the per cent. required in good butter. Borax or boracic acid is not present in this butter." I am told that two or three of the largest manufacturers are anxious to have the purity of their goods established.

I have watched the sale of these goods very closely and have been surprised at the relatively high prices obtained for the finest quality. For instance, they have been selling this week at 18½¢ @ 19¢, with a 22¢ market for extra fresh creamery. It has occurred to me at times, and the opinion has been supported by some of the best operators in that class of stock, that the makers are endeavoring to exact rather more than the butter is actually worth. Of course, there is a desire to get all the money there is in the business, but in order to obtain a high price, too often the goods are sold both to retailers and consumers as creamery, and if this is persisted in there may be a reversion of sentiment against them. Why, out in Elgin, the place made famous for its fancy butter, manufacturers of process stock are sending out quotations for "finest Elgin but-

ter," about 2¢@3¢ less than the price established by the Board of Trade. Many customers throughout the country are misled by this announcement, believing that they are getting fine creamery butter. In this city there is quite general disposition on the part of the wholesaler to sell the goods for what they are.

To Send Horse Meat to Europe.

The city authorities of Kearney, N. Y., duly licensed the American Horse Meat Co. to carry on the business of slaughtering horses for the foreign markets. The incorporators and stockholders of the company have already put up bonds guaranteeing that they will carry on the business in a manner best calculated to please science and that they will not sell any of the meat for home consumption.

New Cold-Weather Oranges.

A California fruit-grower has devised an orange which will stand a temperature of 12 degrees without freezing. He has budded the Satsuma orange on the wild orange of Japan, and gotten a plant that will withstand a temperature of 12 degrees and at the same time yield a sweet-flavored fruit of average size. This combination was tried in Louisiana, and was the only one of about 100 varieties that withstood the cold snap of the winter of 1893.

The Woman of It.

"What poor shoppers the men are," exclaimed Mrs. Trotter, on her way home from a shopping expedition. "My husband hardly ever pays less than 15 cents for a cigar and here I have bought a whole box for 75 cents."



WE will send our Machine on 10 days' trial to interested parties, as we know that it will give satisfaction. A card will bring Circulars, Prices and a Machine if you wish.

MILLER BROS.,

Mfrs of Foot and Power Bean Picking Machinery.

ROCHESTER, MICH.

ANCHOR BRAND OYSTERS

Will please your customers and make you money. Popular prices prevail. Ask for quotations.

F. J. DETTENTHALER,

117-119 MONROE STREET, GRAND RAPIDS, MICH.

W. R. BRICE.

ESTABLISHED 1852.

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W. R. Brice & Co.

Butter and Eggs
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Philadelphia, Pa.

The largest receivers of Fancy Butter and Eggs in Philadelphia.

A New Year is before you, and we sincerely hope it will prove a Happy and Prosperous one for the Dairy interests. We offer the creamerymen our hearty support in marketing their goods, and believe that, with our experience extending over half a century and the trade and facilities at our command, we can render them valuable service.

We respectfully solicit your business, and can assure you it will be taken care of in a manner that will be entirely satisfactory.

W. R. BRICE & Co.

"Is the Corn Shelled?"

Written for the *TRADESMAN*.

This remark, credited to the "laziest man in the regiment" was given utterance to as he raised up from what was supposed by his comrades to be his final resting place, when the corporal in charge offered to exchange the carcass for a bushel of corn. On learning that work was still needed to complete the deal, it is said he wearily laid down again and said, "Let the funeral procession move on."

And this illustrates a peculiar phase of mercantile life, or I should say peculiar to that class of merchants who, seeing competition of live hustlers, whether department store or otherwise, making encroachments on their trade, lessening their profits and threatening their very existence as an atom in the business world, practically lie down and order their own business funeral procession to move on.

The remark was amusingly called to my mind lately, while waiting my chance to introduce my line of specialties to the owning manager of a store claiming to be leaders of their lines in the city. As I was standing to one side while a deal was closed involving three reams of small-sized wrapping paper, a newcomer arrived, one always ready to, and capable of, blowing his own horn, who went right at business with the first words uttered by announcing, "My friend Mr. Slogoet, I have here exactly what you need—a machine endowed with human intelligence of such high order that, wanting an advertisement written, written right and written well, all you have to do is to hint, in the presence of this wonderful machine, your requirements, when, lo and behold, one perfectly adapted to the requirements shortly appears, needing no change to suit your ideas, with no further planning for the printer or corrections to be made, and all this without your even having had to turn the crank. Arrives there a time when a window needs re-trimming, all required by this machine is freedom to exercise its almost immaculate judgment, when a display of tasteful elegance results. And you don't even have to turn the crank! Comes there a time when signs are needed about the stock, lo they are there. Does stock need placing to better advantage, it is done without your aid or suggestions. Is a new fixture needed for the accommodation of new or disposal of old stock, this mechanical compilation of machine endowed with brains produces that fixture, and it is right, it fits the spot. Nor do you have to turn the crank! Times will arrive when goods must be sold. Turn our wonderful machine loose with freedom to work, and those goods are sold to satisfied customers. And you need not even turn the crank! Is there a hitch in your office workings or snarl in your accounts? Have you baffling business letters to write that annoy you? Suggest your wants and the thing is done instantly by our ingenious machine manikin—done correctly, done to your taste and done better than you could in person have done it. And you are not even required to turn the crank! Are leaks sapping the profits of your business, evading your sharpest detective work to find and locate them? Turn the matter over to our machine and harmony is restored, while profits go where they belong. And you don't even have to turn the crank! Please notice we emphasize the fact that you don't even have to turn the crank! This machine

works with what we sometimes think is more than human intelligence, goes ahead in your interests and for your business welfare, at all times and in all places, introduces systems that improve your plans, no matter how good those plans may be, studies the details of your business and will shortly know it thoroughly, but never was known to dissipate or have chums to whom your business plans are divulged, chews no gum nor smokes and never has stories to tell that interfere with efficient work of self or helpers. Being a machine, it can open store in the morning, and close up at night, never requires a day off to go to its grandmother's funeral, for this machine has no ancestors—it is the first of its kind. In fact, it is the only machine in existence that does all this without the owner even having to turn the crank! This wonderful store-helper is not sold outright, but we are willing to rent it to you for so long a time as you choose to pay for its services—only thirty-three and one-third cents a day. And please bear in mind that you don't even have to turn the crank!"

Slowly a beam broke over Mr. Slogoet's face—and verily it would break a much stronger beam—but it was that of covetousness rather than recognition of merit, as the vivid description was unwound; but even this faded when there was named a price to pay. As the salesman in charge of the machine ceased speaking, rather from lack of wind than further points of merit to expatiate on, the self-styled up-to-date leading merchant emulated the man in his coffin who asked, "Is the corn shelled?" by asking "if the machine could dust stock, split wood, heave coal, wash windows and scrub out the store once a week." On being informed that it could but wouldn't, he sighed and said, "In that case I could not afford to pay over twenty-nine cents a day, so you had better show the merits of your machine to the department store two blocks nearer the center of the city's business. They can succeed, and always have money to spend on such highfalutin' things; but as for me and my business, we must get along on a cheap scale." And he got; but, as I have heard in another connection than this, "It wasn't a very remarkable 'get' after all."

The machine renter 'got' out, also, and so did I, as it was evident nothing in my line would command attention where this had failed; and as I 'got' to the street, I was just in time to see the talkative agent fall into an open sewer, where he was drowned, and both he and his wonderful machine—"the only one of its kind and which required no one to even turn the crank!"—was carried out to sea and lost to mankind under the turbulent waves.

This forcibly illustrates why some stores get on while some do not. Those men and managers who have business acumen sufficient to recognize a good thing when they see it, who keep it when once in hand, even if its workings cause an occasional jar of the small potatoes way down in the basement bins, and who are willing to base wages on work's worth, succeed in business ventures. And why? Their business experience is founded on common sense and they are capable of filling those niches in the business world where Destiny or their own hustling pushativeness has cast their lot, while those who discard all means of advancement that haven't a distinctively "cheap-sale" mark upon them will go on in their

cheap way until, figuratively speaking, both they and their business are buried in a cheap coffin, from which we can almost imagine we hear them rise to ask, "Is the corn shelled?" Verily, there are places and times when economy must be exercised, but if the matter of help is in question we have never been convinced that truest economy is used when price only is the gauge of cheapness, for it is a fact essential to business success that the highest priced help one has, if worth it, is cheapest in the end.

Since this accident happened there have been on my mind five unanswered—and to me unanswerable—queries, viz.:

1. What would have been the result to the world of business had this wonderful machine not been forced out of its legitimate business place with the retail trade.

2. Will not it adapt itself to its surroundings so we may soon hope to hear of a new and improved fish hatchery, lobster developer or general storm calmer—to operate which "no man needs to turn the crank?"

3. To what heights of business success might men not climb if they were always able to accept the chances thrown at them and adapt to the achievement of their own ends all the good that Fate furnishes them, and were willing to let others live besides themselves?

4. Is not the department store a forced lesson to teach business men that what might have been good in their grandfather's time is worthless now—"the world do move," even if some of its people don't—and in its way become a blessing that recognizes Nature's fundamental law, "greatest good to greatest numbers?"

5. Was it probable or even possible

that all claims made for it actually had existence in that wonderful machine—of which "no man turned the crank!"

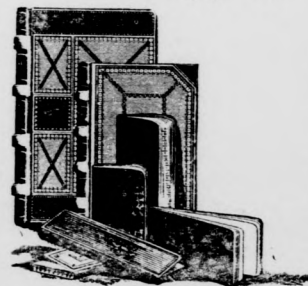
L. A. ELY.

The Proprietor's Place.

To be a successful store-keeper it is not necessary that you should look after the details of the establishment. It will be much the wiser plan for you not to do so, in fact. Clerks have their necessary place in every store of any magnitude at all, and to them such minor duties should be delegated. Your place is where you can oversee the operations of the general principles governing your establishment and where you can keep a firm hold on the results your clerks are supposed to accomplish for you. Making out bills, posting to the ledger and all other clerical work of that character are not the duties of a proprietor.

My prices on all

Office Supplies



Will save you money.
Mail orders a specialty.

Will M. Hine, 49 Pearl St., Grand Rapids

Most People

Know the value of personal contact in conducting business of any kind. An advertisement in the columns of the

Michigan Tradesman

Is just like personal contact. In fact, it is better, for it brings you in intimate touch with so many more people. We are just like one large family—relying upon and helping each other. Want to come under our roof? Write us at

Grand Rapids

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PRAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

The next social party of Post E (Grand Rapids) will be held at Imperial Hall, on Wealthy avenue, Saturday evening, Jan. 22.

Geore W. Howell, of Muskegon, has been found guilty at Chicago on a charge of forging the signature of Dr. B. D. King to a bond given to Merri-man, Collins & Co.

R. S. N. Simons, a Neenah, Wis., traveling man aged about 35 years, who had been laid up with rheumatism at a Marinette hotel, committed suicide Jan. 11 by taking laudanum.

A. F. Chandler, who has traveled fourteen years for the Wm. Bingham Hardware Co., of Cleveland, has retired from the road to take the management of an oil company at Florence, Ont.

Saginaw Herald: W. H. King, formerly with L. S. Baumgardner & Co., of Toledo, and George Bunnell, formerly with Spring & Co., of Grand Rapids, have come to this city and taken the places of S. Goldstone and J. B. Goodman on the road as traveling representatives of William Barie & Son.

Geo. F. Owen is treading on air these days in anticipation of the prospective margins he sees in his new acetylene gas machine as soon as he secures the endorsement of the insurance companies, which appears to be the hardest task to accomplish in connection with the exploitation of a gas generator of this description.

The Tradesman takes off its hat to the Kalamazoo boys for keeping faith with their fraters in one important particular—the absence of politicians at the annual banquet tendered the Michigan Knights of the Grip. Ever since the Association was organized, it has been the custom to search the State for political freaks and cranks to monopolize the speechmaking at the annual banquet. When the Grand Rapids boys came home from the Saginaw convention with the 1894 convention in their pockets, they registered a solemn resolve on the train that no one but traveling men and employers of traveling men would be permitted to speak at the Grand Rapids banquet. How well the resolution was kept can be seen by glancing at the flashlight picture of the banquet hall and noting the dearth of traveling men at the toast table in the center of the hall. The same good resolution was subsequently made by the Lansing boys in 1895 and by the Detroit boys in 1896, but in both cases the resolution was more honored in the breach than in the observance. When the Kalamazoo boys announced that no freaks nor cranks need apply, the Tradesman joined in the hilarity which greeted the an-

nouncement and covertly hinted to the gentleman who is now President of the organization that such an assertion sounded exceedingly well but was otherwise meaningless. Nevertheless the boys of the Celery City kept faith with their friends—in this respect, at least—and the Tradesman cheerfully acknowledges that Kalamazoo has furnished an example which other cities that have the honor of entertaining the traveling men may well and profitably imitate.

Ask Certain Reforms in Hotel Management.

Ben S. Hoffman, chairman of the National Hotel Committee of the T. P. A. of A., writes the Tradesman that a copy of the following circular is being mailed to all hotels of the United States:

Travelers' Protective Association of America, I beg to call your attention to some facts and suggestions which would be to our mutual benefit.

One point which I would especially mention is the custom of hotels in the smaller towns to charge commercial travelers 40 to 50 cents for a meal, whereas farmers pay only 25 cents for the same food and service. This is an injustice to the commercial travelers and, in my opinion, should be changed. If the landlords wish to exact an extra charge from commercial travelers they should provide an extra table and give them the best the market affords (and the best is none too good for the commercial traveler), serve it on a nice, clean white tablecloth, with white, clean napkins, dishes without nicks and cracks, and with bright cutlery. With these improvements they will be willing to pay the additional price; otherwise they most certainly protest.

I do not find fault with the price made the farmer, but justice demands that if hotels charge one man more than another, he is entitled to a better bill of fare and a higher degree of attention. If your grocer charged you 25 cents for a pound of coffee and his next door neighbor 15 or 20 cents for the same coffee, what would be the consequence? The office and sitting room are important to the commercial traveler. The former should be kept clean and clear of chair warmers (loafers) and a quiet place should be provided for a writing desk or table where the commercial travelers can do their writing without annoyance.

Wash rooms should be kept in clean condition and provided with plenty of water and soap (I would suggest something better than common laundry soap) and clean towels.

Water closets are very much neglected as a rule in the smaller towns, and very often in the larger ones. This should be remedied, as sanitation is one of the principal requisites of civilization.

Bedrooms should contain clean and comfortable beds, plenty of water, soap and towels (at least two towels). Provision should also be made that a comfortable fire can be made when demand is made for same.

We do not make war on the hotels. We simply approach you and ask for certain reforms in hotel management which we, as your daily guests who pay all just claims and demands cheerfully, are most certainly entitled to.

This is a general letter sent to many hotels and it is quite possible that your methods are not subject to the criticism. We would be pleased to hear from you, however, with assurances of co-operation.

You ask the salesman when he comes into your store to sell you goods, "What have you got that's new?" This question will be asked of you through the days of the coming year. If you can answer it affirmatively it means success for you.

There is a good deal of satisfaction to be derived from deceiving people who think they are deceiving you.

SUCCESSFUL SALESMEN.

W. J. Carlyle, Representing Buckeye Paint & Varnish Co.

Wesley J. Carlyle was born in Cannon township, Kent county, March 10, 1869. His father was of Scotch birth, while his mother was descended from the sturdy Swiss Dutch stock. The father died when the son was 5 years old, so that as soon as he was old enough to go to work he became the mainstay of the family, the support of which devolved upon him on account of his being the oldest child. From the time he was 11 until he was 16 years of age, he worked on a farm, while his mother and younger brother resided in Cedar Springs. He then came to Grand Rapids and worked in the car shops of the Grand Rapids & Indiana Railway, having charge of the machinery in the manufacturing department. This position he filled with satisfaction to all concerned for three years, when he entered



Swensberg's business college, taking a six months' business and commercial course, standing 98% on the completion of his work in that institution. He then purchased a flour and feed store at 522 South Division street, which he conducted two years until he met a nearly total loss by fire, when he purchased the wall paper and paint stock of P. J. Lang, at 476 South Division street. This he has carried on for the past five years with uniform success. A little over a year ago he conceived the idea of placing his business in charge of his brother and going on the road for the Buckeye Paint & Varnish Co., of Toledo. He was given the entire State for his territory and has covered the trade four times during the year so satisfactorily that the house has asked him to sign for another year, which he has done. He attributes his success to the fact that he has always had to hew his own way, has no bad habits, enjoys hard work and knows no such word as fail.

Mr. Carlyle was married Nov. 2, 1890, to Miss Viola Morse, of Grand Rapids, and has one child, a daughter 3 years of age. He is a member of the Feakin Memorial church, of which society he is also a trustee. He is President of the South End Republican Club, and during the last campaign directed the work so effectively that he received the hearty congratulations of the county and congressional managers. His success as a campaigner does not imbue

him with the idea that he ought to be remembered in the distribution of patronage, observation having taught him that the men who are anxious to hold political office seldom amount to much in the business world, and he insists that he would rather take rank among business men than politicians and office holders.

An Unjust Attack Resented.

It having been reported that the Kentucky Legislature proposed to investigate the workings of the Kentucky Wholesale Grocers' Association, with a view to ascertaining whether it is not a trust, Secretary Beckman permitted the following refutation of the report to appear in the columns of the Louisville Commercial:

It is nothing but rot. There is no National association. There are associations in several states, but they are not connected with each other. As a matter of courtesy these associations often give way to each other's state interests.

The object of the Kentucky Association is to take care of the legitimate interests of jobbing grocers. It publishes a rate book for its members, which makes it possible for retailers out in the State to purchase supplies comparatively as cheaply as the Louisville retailers.

This is done by the Association's scale of rates, based upon the carload lot freight rate from New York to Louisville, and the local freight rate from Louisville to the point of delivery.

Annual Meeting of the Jackson Retail Grocers' Association.

Jackson, Jan. 11—The annual meeting of the Jackson Retail Grocers' Association was held at the office of the Association, Tuesday evening, Jan. 4. President Lewis in the chair. The various committees on the seventh annual social reported progress and were granted further time. The date for the social was fixed for Jan. 27.

The election of officers for the year 1898 resulted as follows:

President—Geo. E. Lewis.
First Vice-President—J. L. Peterman.
Second Vice-President—M. M. Whitney.
Secretary—W. H. Porter.
Treasurer—L. Pelton.
Trustee—W. H. Branch.
W. H. PORTER, Sec'y.

Cutler House at Grand Haven.

Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

Hoskins & Company

COMMISSION BROKERS.

GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

Private wires: New York, Chicago and St. Louis.

For Two Dollars

A day, it's the finest hotel in the State; newly furnished, high-class table and excellent service, at

The Griswold

POSTAL & MOREY, Props. DETROIT, MICH.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit - Term expires Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.

Examination Sessions.

Grand Rapids—March 1 and 2.
Star Island—June 27 and 28.
Marquette—About Sept. 1.
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

How to Treat Clerks.

In the beginning, have an understanding with your clerk when you hire him, in regard to his duties, hours of work and leisure, as well as his wages. We will assume that the clerk comes to you well recommended and has had experience beyond that gained during his apprenticeship; he has, perhaps, just graduated and gained the much sought after title, Ph.G.

He opens the store in the morning and engages in the work that may be assigned to him during the morning hours before your arrival. When you enter the store bid him a pleasant "Good morning," and make him feel you are glad to see him. It encourages the young man and makes him feel that you are interested in him.

If you enter your place of business in the morning and seldom speak to your clerk, except as is necessary, you will find that he will soon begin to look upon you in anything but a respectful manner. But treat him as your equal, so far as it is consistent; converse with him upon matters connected with the store and draw out his ideas on this new scheme or the other, or on some pharmaceutical preparation, or some peculiar prescription, and you will find that he will make your interests his and your business will grow accordingly.

The average drug clerk spends the greater part of the twenty-four hours of the day in the store. If you do not consult his convenience and comfort as regards his store life, but leave him to shift for himself, you will soon find that he cares no more for you other than the wages you pay him. On the other hand, if you are kind and courteous to him he will reciprocate. If you allow him leisure hours through the week (you probably do, you should), when he goes out of the store do not look at your watch and appear to be reckoning the time he may have spent. You are no doubt a judge of character to some extent, therefore you can tell an honest clerk from a rascal by his general bearing. In every man there is an expression that betrays his disposition. This will be observed in the general bearing, gesture or tone of voice. The posture of an honest man will not usually appear strained in any degree, but will be natural and frank. If you should have been unfortunate some time in having had a clerk who had proved to be dishonest, do not think that every clerk you hire afterwards is a thief and watch him accordingly. The salary of a good clerk must be a little more than enough to keep soul and body together. You can better afford to pay a fair price for services rendered than to have a dissatisfied

clerk around. Clerks that are compelled to accept wages that are insufficient for their support are liable to become dishonest and larceny is likely to result. If you should become dissatisfied with your clerk, if he seems careless or indifferent, have a good square talk with him, confidentially; it will do you both good and you will probably understand each other better.—R. G. Cardwell in American Druggist.

Twenty-Two Out of Seventy-One.

At the examination session of the State Board of Pharmacy, held at Detroit last week, seventy-one candidates for registration presented themselves. The successful candidates were as follows:

Registered Pharmacists—F. G. Austin, Ann Arbor; J. W. Becker, Saginaw; M. D. Bryant, Detroit; L. E. Culbertson, Cambria; F. J. Grewe, Detroit; H. W. Hart, Lake Odessa; H. S. Harrington, Kalamazoo; B. A. Herman, St. Joseph; H. Luckner, Saginaw; C. Nichols, Grand Rapids; H. S. Reid, Detroit; J. D. Robertson, Holly; H. E. Soper, Port Sanilac; E. F. Steet, Detroit; C. F. Vanden Bergh, St. Louis; W. G. West, St. Louis; L. I. Wood, Port Huron; H. N. Young, Flint; N. H. Jones, Detroit.

Assistant Pharmacists—D. E. Laing, Detroit; F. P. Smith, Romeo; F. H. Whiting, Union City.

The Drug Market.

There are few changes to note this week.

Opium, morphine and quinine are steady at unchanged prices.

Essential Oils—Anise is firm and tending higher. Bergamot is firmer, under foreign advices, and has advanced. Cajiput is also firmer and has an upward tendency. Orange is advancing rapidly. The market is excited on the other side and higher prices will rule.

Borax—This article is firm at the advance noted last week.

Powdered White Hellebore—This article is very scarce and the price is very much higher than last season.

Salicylic Acid in Food.

A Liverpool Justice has decided that the addition of 130 grains of salicylic acid to a gallon of raspberry wine does not constitute harmful adulteration. This decision is of very great importance, as the question is one which has long been a topic of discussion. The decision was rendered in a case brought against a local grocer by the public analyst.

A French druggist has discovered a process whereby wine, and even brandy, can be made from the leaves of plants. He places, for instance, the leaves of the apple tree in water containing 15 per cent. of sugar; then he adds yeast. The whole is then left to ferment. A beverage tasting and smelling strongly like wine is obtained, from which "genuine" cognac brandy can be distilled.

Peruvian papers report that there is a danger of the crop of coca, the base of a certain medicinal wine, being destroyed owing to the ravages of some insect pest, the name of which is not given. The plague is described as similar to the phylloxera, which destroyed so many of the vineyards in France some years ago.

A correspondent of one of the London papers says that it is common report in the Transvaal that President Kruger has the wonderful art of saving ten times his salary, and that Jacobus Wolmarans, another member of the Boer government, is accused of receiving \$100,000 in bribes from the dynamite monopoly.

Death of Mrs. Ayer in Paris.

Mrs. J. C. Ayer, widow of the famous patent-medicine manufacturer, who died last week in Paris, was one of the most remarkable women in the world. She was the richest woman in Paris, had the costliest diamonds, the largest number of gowns, the finest horses and carriages and spent more money than any woman in that city. Her wealth was estimated at \$20,000,000; her income at \$2,000,000, and she spent every dollar of it. Although she was a liberal contributor to charities and assisted many poor American young men and women who appealed to her for aid, most of her expenditures were for the gratification of her love of display. She purchased one of the largest and most magnificent private palaces in Paris, located in the aristocratic Saint Germain quarter, and furnished it at a fabulous expense, and about ten years ago, soon after she took possession, gave a series of entertainments that astonished the most extravagant princes of Europe.

Of late years she has been in the habit of giving her entertainments elsewhere, for a peculiar reason. It is said that she never appeared in public twice in the same gown; that she purchased from 200 to 300 costly dresses every year, and that she never gave one away, but when it was once worn it was placed upon a wire dummy and set up in one of the rooms of her house, where she could look at it and enjoy its beauties herself. Her collection of gowns increased so rapidly that it filled her great house from cellar to garret. All her parlors, drawing rooms, bedrooms and dining rooms were filled with lay figures clad in beautiful ball dresses, many of which cost \$1,000 each. They were even stored in the kitchen. The only part of the house that was not occupied with them were chambers for herself and her servants, a small reception room, and a breakfast room in which she took all her meals. At the time of her death this collection must have represented several thousand dresses.

Mrs. Ayer was the best-known woman in the American colony. She was one of the best-known women in Paris. She was as familiar to the public as Sarah Bernhardt. Her appearance was as peculiar as her eccentricities. In her desperate fight against death and age she employed a small army of attendants. She had a skillful physician employed, to whom she is said to have paid 25,000 francs a year for his exclusive services. He examined her carefully every morning and evening, and gave her remedies for the slightest symptom of an ailment that he could perceive. She had a masseur from Sweden, said to be the most skillful in Europe, who rubbed her twice a day; she had a maid who did nothing but paint her face and her eyebrows. Like the wife of Nero, she bathed in milk, and there was not a

trick known to the art of beauty that she did not practice in order to give her a youthful appearance. Although she was over 70, at a distance she looked like a woman of 35, but when one observed her closely her face was so completely made up that she seemed to wear a mask.

So rich a woman could not, of course, escape adventures, but Mrs. Ayer was a shrewd woman and was impervious to their blandishments. At one time it was reported that she was engaged to Don Carlos, the pretender to the Spanish throne, and intended to marry him and furnish him the means to recover power. It is probable that there were negotiations between his representatives and the American millionairess, but how far they advanced will never be known.

"Mrs. Ayer was a genuine Yankee. She was born and bred in Lowell, Mass., and married Dr. Ayer while he was a drug clerk in that city. She came of good family, and at one time was a school teacher. Dr. Ayer's first medicine was a cough remedy, which proved so profitable that he abandoned the general drug business and went to compounding patent medicines exclusively until he became the largest manufacturer in that line in the world. Mrs. Ayer went to Paris because she could not secure the social position she sought in this country. She tried Boston, New York and Washington, and built a beautiful palace at Newport, but eighteen or twenty years ago she gave up the fight and moved her household goods to Paris, where her wealth and her diamonds and her dresses gave her all the distinction she desired. She leaves three children, two sons and a widowed daughter, who live in 57th street in New York City.

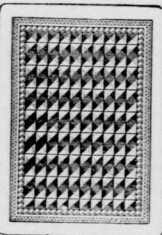
The Long-Necked Nursing Bottle.

Members of the drug trade who are awake to the evils of the long-necked nursing bottle are not sorry to learn that the Buffalo Health Department has secured the conviction of a druggist who has been selling this article. The purchaser discovered buying one was a workingman, who, on advice, returned it, and demanded a legal article, but the druggist refused and scoffed at the idea of getting into trouble over it. When he was brought up, however, he weakened and was let off with a \$6 fine. Health Commissioner Wende, who secured the passage of the ordinance against the objectionable bottle, said after the trial that if the culprit had resisted, his fine would have been made \$50, but this being the first case only a nominal fine was imposed. If there is suspicion that other druggists are selling these bottles, there will be inspectors sent out to look for them.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS



Has a handsome assortment of set designs printed in different colors—Red, Blue, Green and Brown; highly finished, enameled, and is the best card in the market for the money. Each pack in a handsome enameled tuck box. Put up in one dozen assorted designs and colors. A good seller. List price \$20 per gross. We make a full line from cheapest to highest grades, and can meet your wants in every way. If you are handling playing cards for profit get our samples and prices before placing your order. They may help you.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Turpentine, Oil Orange.
Declined—

Acidum		Conium Mac.		Scilla Co.		Morphia, S.P. & W.		Sinapis		Linseed, pure raw	
Aceticum	60 3	Copaiba	1 10 20	Tolutan	50 50	Morphia, S.N.Y. & Q.	2 15 2 40	Sinapis, opt.	30 30	Linseed, boiled	41 44
Benzoinum, German	70 75	Cubebe	90 1 00	Prunus virg.	50 50	C. Co.	2 15 2 40	Snuff, Maccaboy, De	34 34	Neatsfoot, winter str	43 46
Boric	15 15	Erigeron	1 00 1 10	Tinctures		Moschus Canton	40 40	Voes	34 34	Spirits Turpentine	38 43
Carbolicum	20 41	Gaultheria	1 00 1 10	Aconitum Napellis R	80 80	Myristica, No. 1	65 80	Snuff, Scotch, DeVo's	34 34	Soda Boras	8 10
Citricum	40 42	Geranium, ounce	1 50 1 60	Aconitum Napellis F	50 50	Nux Vomica, po. 20	15 18	Soda Boras, po.	8 10	Soda et Potass Tart.	26 28
Hydrochlor	30 30	Gossippi, Sem. gal.	50 60	Aloes	50 50	Os Sepia	15 18	Soda, Carb.	1 1 00	Soda, Bi-Carb.	3 5 5
Nitrosum	12 14	Junipera	1 00 1 10	Arnica	50 50	Pepsin Saac, H. & P.	1 1 00	Soda, Ash	3 5 5	Soda, Sulphas	3 5 5
Oxalicum	12 14	Lavandula	1 50 2 00	Assafoetida	50 50	B. Co.	1 1 00	Spts. Cologne	2 60 2 60	Spts. Myrcia Dom.	2 00 2 00
Phosphorium, dil.	15 15	Limonis	2 00 2 00	Atrape Belladonna	50 50	Picis Liq. N.N. 1/2 gal.	2 00 2 00	Spts. Ether Co.	50 55 50 55	Spts. Vini Rect. bbl.	2 40 2 40
Salicylicum	60 65	Mentha Piper	1 50 2 20	Aurantia Cortex	50 50	doz.	2 00 2 00	Spts. Vini Rect. 1/2 bbl.	2 45 2 45	Spts. Vini Rect. 5 gal	2 50 2 50
Sulphuricum	13 15	Mentha Verid.	1 50 2 20	Benzoin	50 50	Pil Hydrarg. po. 80	2 00 2 00	Less 50 gal. cash	10 10 10 10	Strychnia, Crystal	1 40 1 45
Tannicum	1 2 1 40	Morhuus, gal.	1 00 1 10	Barosma	50 50	Piper Nigra po. 22	18 18	Sulphur, Subl.	2 1/2 2 1/2	Sulphur, Roll	2 1/2 2 1/2
Tartaricum	38 40	Myrica	4 00 4 50	Cantharides	50 50	Piper Alba po. 35	30 30	Tamarinds	8 10 8 10	Terebenth Venice	28 30 28 30
Ammonia		Olive	75 3 00	Capsicum	50 50	Pilx Burgun	10 12	Theobroma	42 45 42 45	Vanilla	9 00 16 00
Aqua, 16 deg.	40 6	Picis Liquida	1 00 1 10	Cardamon	75 75	Plumbi Acet.	10 12	Whale, winter	70 70	Zinci Sulph.	7 8 7 8
Aqua, 20 deg.	40 6	Picis Liquida, gal.	1 00 1 10	Cardamon Co.	75 75	Pulvis Ipecac et Opil	1 10 1 20	Lard, extra	40 45		
Carbonas	13 14	Ricina	90 1 10	Castor	1 00 1 00	Pyrethrum, boxes H.	10 12 10 12	Lard, No. 1	35 40		
Chloridum	13 14	Rosmarin	1 00 1 00	Catechu	50 50	& P. D. Co., doz.	1 25 1 25				
Aniline		Rose, ounce	6 50 8 50	Cinchona	50 50	Quassia	80 10				
Black	2 00 2 25	Succini	1 00 1 10	Cinchona Co.	50 50	Quinia, S. P. & W.	35 40				
Brown	80 1 00	Sabina	90 1 00	Columba	50 50	Quinia, S. German	28 38				
Red	45 50	Santal	2 50 7 00	Cuba	50 50	Quinia, N.Y.	33 38				
Yellow	2 50 3 00	Sassafras	55 60	Cubeba	50 50	Rubia Tinctorum	12 14				
Baccæ		Sinapis, ess., ounce	1 40 1 50	Cassia Acutifol	50 50	Saccharum Lactis pv	18 20				
Cubæe	po. 18 13 15	Sigilli	1 40 1 50	Cassia Acutifol Co	50 50	Salacin	3 00 3 10				
Juniperus	60 8	Thyme	40 50	Digitalis	50 50	Sanguis Draconis	40 50				
Xanthoxylum	25 30	Thyme, opt.	1 60 1 60	Ergot	50 50	Sapo, W.	12 14				
Balsamum		Theobroma	15 20	Ferri Chloridum	35 35	Sapo, M.	10 12				
Copaiba	55 60	Potassium		Gentian	50 50	Sapo, G.	15 15				
Peru	2 40	Bi-Carb.	15 18	Gentian Co.	50 50	Siedlitz Mixture	30 30				
Terabin, Canada	45 50	Bichromate	13 15	Guaiaca ammon.	50 50						
Tolutan	75 80	Bromide	50 55	Hyoscyamus	50 50						
Cortex		Carb.	12 15	Iodine	75 75						
Abies, Canadian	18 18	Chlorate, po. 17 1/2 19c	12 15	Iodine, colorless	75 75						
Cassia	12 12	Cyanide	35 40	Kino	50 50						
Cinchona Flava	18 18	Iodide	2 60 2 65	Lobelia	50 50						
Euonymus atropurp	30 30	Potassa, Bitart, pure	28 30	Myrrh	50 50						
Myrica Cerifera, po.	20 20	Potassa, Bitart, com	15 15	Nux Vomica	50 50						
Prunus Virgin.	12 12	Potass Nitras, opt.	8 10	Opil	75 75						
Quillaja, gr'd.	14 14	Potass Nitras	7 9	Opil, camphorated	50 50						
Sassafras, po. 18	12 12	Prussiate	20 25	Opil, deodorized	1 50 1 50						
Ulmus, po. 15, gr'd	15 15	Sulphate po.	15 18	Quassia	50 50						
Extractum		Radix		Rhatany	50 50						
Glycyrrhiza Glabra	24 25	Aconitum	20 25	Rhei	50 50						
Glycyrrhiza, po.	28 30	Althæa	22 25	Sanguinaria	50 50						
Hæmatox, 15 lb box	11 12	Anchusa	10 12	Serpentaria	50 50						
Hæmatox, 1s	13 14	Arum po.	20 25	Stromonium	60 60						
Hæmatox, 1/4s	14 15	Calamus	20 25	Tolutan	60 60						
Hæmatox, 1/4s	16 17	Gentiana	13 15	Valerian	50 50						
Ferru		Glycyrrhiza, pv. 15	16 18	Veratrum Veride	50 50						
Carbonate Precip.	15 15	Hydrastis Canad.	65 65	Zingiber	30 30						
Citrate and Quina	2 25	Hydrastis Can., po.	70 70	Miscellaneous							
Citrate Soluble	75 75	Hellebore, Alba, po.	15 20	Aether, Spts. Nit. 3 F	30 35						
Ferrocyanidum Sol.	40 40	Inula, po.	15 20	Aether, Spts. Nit. 4 F	34 38						
Solut. Chloride	15 15	Ipecac, po.	2 10 2 25	Alumen	24 24						
Sulphate, com'l.	2 12	Iris plox. po. 35 38	35 40	Alumen, gro'd. po. 7	34 40						
Sulphate, com'l, by	50 50	Jalapa, pr.	25 30	Annatto	40 50						
Sulphate, pure	7 7	Maranta, 1/4s	30 35	Antimoni, po.	40 5						
Flora		Podophyllum, po.	22 25	Antimoni et Potass T	40 50						
Arnica	12 14	Rhei	75 1 00	Antipyrin	40 1 40						
Antemhis	18 25	Rhei, cut.	1 25 1 25	Antifebrin	15 15						
Matricaria	30 35	Rhei, pv.	75 1 35	Argent Nitras, oz.	50 50						
Folia		Spigelia	35 38	Arsenicum	10 12						
Barosma	23 28	Sanguinaria, po. 15	30 35	Balm Gilead Bud	38 40						
Cassia Acutifol, Tin-	18 25	Serpentaria	30 35	Bismuth S. N.	1 40 1 50						
nevelly	18 25	Senega	40 45	Calcium Chlor., Is.	10 10						
Cassia Acutifol, Alx.	25 30	Similax, officinalis H	40 45	Calcium Chlor., 1/4s	10 10						
Salvia officinalis, 1/4s	12 20	Smilax, M.	40 45	Calcium Chlor., 1/2s	10 10						
and 1/4s	12 20	Scilla, po. 35	10 12	Cantharides, Rus. po	10 15						
Ura Ursi	8 10	Symplocarpus, Fœti-	25 25	Capsici Fructus, af	15 15						
Gummi		dis, po.	25 25	Capsici Fructus, po.	15 15						
Acacia, 1st picked.	45 65	Valeriana, Eng. po. 30	15 20	Capsici Fructus B. po	15 15						
Acacia, 2d picked.	45 65	Valeriana, German.	15 20	Caryophyllus, po. 15	10 12						
Acacia, 3d picked.	45 65	Zingiber a.	15 20	Carmine, No. 40	3 00 3 00						
Acacia, sifted sorts.	45 65	Zingiber j.	25 27	Cera Alba, S. & F.	50 55						
Acacia, po.	60 80	Semen		Cera Flava	40 42						
Aloe, Barb. po. 18 20	12 14	Anisum po. 15	12 12	Coccus	40 40						
Aloe, Cape po. 15	12 14	Apium (graveleons)	13 15	Cassia Fructus	33 33						
Aloe, Socotri. po. 40	12 14	Bird, Is.	4 6	Centaria	10 10						
Ammoniac	55 60	Carul po. 18	10 12	Cetaceum	45 45						
Assafoetida po. 30	50 50	Cardamon	1 25 1 75	Chloroform	60 63						
Benzoinum	50 52	Coriandrum	8 10	Chloroform, squibbs	1 25 1 25						
Catechu, 1s	13 15	Cannabis Sativa	4 4 4	Chloral Hyd Crst.	1 50 1 60						
Catechu, 1/4s	13 15	Cydonium	75 1 00	Chondrus	20 25						
Catechu, 1/4s	13 15	Dipentopodium	10 12	Cinchonidine, P. & W	25 35						
Camphore	40 43	Dipteris Odorata	2 00 2 20	Cinchonidine, Germ	22 30						
Euphorbium, po. 35	40 43	Foeniculum	10 10	Cocaine	3 80 4 00						
Galbanum	1 00 1 00	Foenugreek, po.	7 9	Corks, list, dis. pr. et	70 70						
Gamboge po.	65 70	Lul.	3 4	Creosotum	35 35						
Guaiacum po. 25	30 30	Lul, gr'd. bbl. 3	42 44	Creta	2 2						
Kino po. 33.00	30 30	Lobelia	35 40	Creta, prep.	5 5						
Mastic	60 60	Pharlaris Canarian.	4 4 4	Creta, precp.	11 11						
Myrrh po. 45	40 40	Rapa	4 1/2 5	Creta, Rubra	8 8						
Opil po. 14.10 24.30	3 00 3 10	Sinapis Albu.	7 8	Crocus	18 20						
Shellac	25 35	Sinapis Nigra	11 12	Cudbear	24 24						
Shellac, bleached	40 45	Spiritus		Cupri Sulph.	50 50						
Tragacanth	50 50	Frumentum, W. D. Co.	2 00 2 50	Dextrine	10 12						
Herba		Frumentum, D. F. R.	2 00 2 25	Ether Sulph.	75 90						
Absinthium, oz. pkg	25 25	Frumentum	1 25 1 50	Emery, all numbers	8 8						
Eupatorium, oz. pkg	20 20	Juniperis Co. O. T.	1 65 2 00	Emery, po.	6 6						
Lobelia,											

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00	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.....96	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1,000, any one denom'n.....5 00 2,000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sun-dried.....@ 5 1/2 Evaporated 50 lb boxes.....@ 8 1/2 California Fruits. Apricots.....7 1/2 @ 8 1/2 Blackberries.....@ 7 1/2 Nectarines.....@ 7 1/2 Peaches.....8 @ 8 1/2 Pears.....8 @ 7 1/2 Pitted Cherries.....@ 7 1/2 Prunellines.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 3 1/2 80-100 25 lb boxes.....@ 4 60-80 25 lb boxes.....@ 5 40-60 25 lb boxes.....@ 6 1/2 30-40 25 lb boxes.....@ 8 1/2 1 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 60 London Layers 4 Crown.....2 00 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....5 Loose Muscatels 4 Crown.....6	Fish. Cod. Georges cured.....@ 4 1/2 Georges genuine.....@ 5 1/2 Georges selected.....@ 6 1/2 Strips or bricks.....5 @ 7 1/2 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops, bbl. 10 25 Holland white hoop 1/2 bbl 5 50 Holland white hoop, keg. 72 Holland white hoop mchs 11 00 Norwegian.....11 00 Round 100 lbs.....3 40 Round 40 lbs.....1 60 Scaled.....15 Flackerel. Mess 100 lbs.....16 00 Mess 40 lbs.....6 70 Mess 10 lbs.....1 75 Mess 8 lbs.....1 43 No. 1 100 lbs.....14 50 No. 1 40 lbs.....6 10 No. 1 10 lbs.....1 60 No. 1 8 lbs.....1 30 No. 2 100 lbs.....10 60 No. 2 40 lbs.....4 30 No. 2 10 lbs.....1 15 No. 2 8 lbs.....95 Sardines. Russian kegs.....55 Trout. No. 1 100 lbs.....4 50 No. 1 40 lbs.....2 10 No. 1 10 lbs.....60 No. 1 8 lbs.....51 Whitefish. No. 1.....6 75 No. 2.....5 00 100 lbs.....3 00 40 lbs.....3 00 10 lbs.....83 8 lbs.....69 55 35	HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....40 30 lb pails.....73 KRAUT. Barrels.....3 50 Half barrels.....2 00 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 NATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 NOLASSES. New Orleans.....11 Black.....14 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium.....5 50 Small.....3 30 Barrels, 1,200 count.....6 75 Half bbls, 1,200 count.....4 00 RICE. Domestic.....6 1/2 Carolina head.....5 Carolina No. 1.....4 Carolina No. 2.....3 1/2 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 1/2 Java, fancy head.....5 Java, No. 1.....5 Table.....5 1/2 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deanda's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3-lb bags 2 75 Table, barrels, 40 7-lb bags 2 40 Butter, barrels, 280 lb. bbl. 2 25 Butter, barrels, 20 14-lb bags 2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 70 60 5-lb sacks.....1 55 28 10-lb sacks.....1 45 Worcester. 50 4-lb. cartons.....3 25 115 2 1/2-lb. sacks.....4 00 60 5-lb. sacks.....3 75 22 14-lb. sacks.....3 50 28 10-lb. sacks.....3 50 32 5-lb. linen sacks.....32 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....77 Medium Fine.....83	SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....8 1/2 Rape.....4 1/2 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Macaboy, in jars.....35 French Rappee, in jars.....43 SOAP. Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....3 33 American Family, unwrp'd.....3 27 Dome.....3 33 Cabinet.....2 20 Savon.....2 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 75 Eos.....3 65 One box American Family free with five. Schulte Soap Co.'s Brand.  100 cakes, 75 lbs. Single box.....2 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SPICES. Whole Sifted. Allspice.....10 Cassia, China in mats.....12 Cassia, Batavia in bund.....22 Cassia, Saigon in rolls.....32 Cloves, Ambonya.....10 Cloves, Zanzibar.....9 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....10 Pepper, Singapore, white.....12 Pepper, shot.....12 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....40 Cloves, Ambonya.....18 Cloves, Zanzibar.....13 Ginger, African.....15 Ginger, Cochlan.....18 Mace, Batavia.....23 Mustard, Eng. and Trieste.....70 Mustard, Trieste.....20 Nutmegs.....40 @ 50 Pepper, Sing, black.....12 Pepper, Sing, white.....15 Pepper, Cayenne.....20 Sage.....15
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STARCH.



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

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

Diamond.

64 10c packages. 5 00
125 5c packages. 5 00
32 10c and 64 5c packages. 5 00

Common Corn.

20 1-lb packages. 4 1/2
40 1-lb packages. 4 1/2
20 lb. boxes. 4
40 lb. boxes. 3 3/4

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Cut Leaf. 5 88
Domino. 5 75
Cubes. 5 44
Powdered. 5 44
XXXX Powdered. 5 50
Mould A. 5 50
Granulated in bbls. 5 25
Fine Granulated. 5 25
Extra Fine Granulated. 5 38
Extra Coarse Granulated. 5 38
Diamond Confee. A. 5 25
Confee. Standard A. 5 13
No. 1. 4 81
No. 2. 4 88
No. 3. 4 81
No. 4. 4 75
No. 5. 4 63
No. 6. 4 56
No. 7. 4 50
No. 8. 4 44
No. 9. 4 38
No. 10. 4 31
No. 11. 4 25
No. 12. 4 19
No. 13. 4 13
No. 14. 4 06
No. 15. 4 00
No. 16. 3 94

SYRUPS.

Corn.
Barrels. 16
Half bbls. 18

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

TABLE SAUCES.

Lea & Perrin's, large. 4 75
Lea & Perrin's, small. 2 75
Halford, large. 3 75
Halford, small. 2 25
Salad Dressing, large. 4 55
Salad Dressing, small. 2 65

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand. 33 00
New Brick. 33 00
H. & P. Drug Co.'s brand. 35 00
Quintette. 35 00
G. J. Johnson Cigar Co.'s brand.



S. C. W. 33 00
H. Van Tongeren's Brand. 35 00
Star Green. 35 00

VINEGAR.

Malt White Wine. 7
Pure Cider. 8

Washing Powder.



00 12 oz pkgs. 3 50

WICKING.
No. 0, per gross. 25
No. 1, per gross. 30
No. 2, per gross. 40
No. 3, per gross. 75

Fish and Oysters

Fresh Fish.
Per lb.
Whitefish. 8
Trout. 8
Black Bass. 12
Salmon. 15
Clasico or Herring. 4
Bluefish. 4
Live Lobster. 18
Boiled Lobster. 20
Cod. 10
Haddock. 8
No. 1 Pickerel. 8
Pike. 7
Smoked White. 9
Red Snapper. 12
Col River Salmon. 12 1/2
Mackerel. 18

Oysters in Cans.

F. H. Counts. 35
F. J. D. Selects. 37
Selects. 32
F. J. D. Standards. 20
Anchors. 18
Standards. 16
Favorites. 14

Oysters in Bulk

F. H. Counts. 1 75
Extra Selects. 1 50
Selects. 1 25
Anchor Standards. 1 10
Standards. 1 00
Clams. 1 25

Shell Goods.

Oysters, per 100. 1 25 @ 1 50
Clams, per 100. 90 @ 1 00

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.
Green. 7 @ 8
Part cured. 8 @ 8 1/2
Full Cured. 8 1/2 @ 9 1/2
Dry. 9 @ 11
Kips, green. 7 @ 8
Kips, cured. 8 1/2 @ 9 1/2
Calfskins, green. 7 1/2 @ 9
Calfskins, cured. 8 1/2 @ 10
Deaconskins. 25 @ 30

Pelts.

Shearlings. 50 @ 30
Lamb. 40 @ 1 10
Old Wool. 60 @ 1 25

Furs.

Mink. 50 @ 1 30
Coon. 30 @ 90
Skunk. 50 @ 1 00
Muskrats, fall. 50 @ 12
Muskrats, winter. 12 @ 16
Red Fox. 1 25 @ 1 50
Gray Fox. 40 @ 70
Cross Fox. 2 50 @ 5 00
Badger. 20 @ 60
Cat, Wild. 15 @ 40
Cat, House. 10 @ 20
Fisher. 3 50 @ 7 00
Lynx. 1 00 @ 2 00
Martin, Dark. 1 50 @ 3 00
Martin, Yellow. 5 00 @ 9 00
Otter. 5 00 @ 9 00
Wolf. 75 @ 1 50
Bear. 7 00 @ 15 00
Beaver. 2 00 @ 6 00
Beaver Castors. 8 @ 80
Opussum. 5 @ 15
Deerskin, dry, per lb. 15 @ 25
Deerskin, gr'n, per lb. 10 @ 15

Wool.

Washed. 14 @ 23
Unwashed. 17 @ 17

Miscellaneous.

Tallow. 2 1/2 @ 3 1/4
Grease Butter. 1 @ 2
Switches. 1 1/2 @ 2
Ginseng. 1 3/4 @ 2 3/4

Candies.

Stick Candy.

Standard. bbls. pails 6 1/2 @ 7
Standard H. H. 6 1/2 @ 7
Standard Twist. 6 @ 8
Cut Leaf. 6 @ 8 1/2

Mixed Candy.

Competition. 6 @ 6
Standard. 7 @ 7
Conserve. 7 1/2 @ 7 1/2
Royal. 7 1/2 @ 7 1/2
Ribbon. 8 @ 8
Broken. 8 @ 8 1/2
Cut Leaf. 8 @ 8 1/2
English Rock. 8 @ 8
Kinderarten. 8 @ 8
French Cream. 8 1/2 @ 8 1/2
Dandy Pan. 10 @ 10
Valley Cream. 13 @ 13

Fancy-In Bulk.

Lozenges, plain. 8 @ 8 1/2
Lozenges, printed. 8 1/2 @ 8 1/2
Choc. Drops. 11 @ 11
Choc. Monumentals. 11 @ 11
Gum Drops. 6 @ 6
Moss Drops. 6 @ 6
Sour Drops. 8 1/2 @ 8 1/2
Imperial. 8 1/2 @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops. 50 @ 50
Sour Drops. 50 @ 50
Peppermint Drops. 50 @ 50
Chocolate Drops. 50 @ 50
H. M. Choc. Drops. 75 @ 75
Gum Drops. 30 @ 30
Licorice Drops. 75 @ 75
A. B. Licorice Drops. 75 @ 75
Lozenges, plain. 50 @ 50
Lozenges, printed. 50 @ 50
Imperial. 50 @ 50
Mottoes. 55 @ 55
Cream Bar. 50 @ 50
Molasses Bar. 50 @ 50
Hand Made Creams. 80 @ 1 00
Hain Creams. 60 @ 90
Decorated Creams. 90 @ 90
String Rock. 90 @ 90
Burnt Almonds. 1 25 @ 1 25
Wintergreen Berries. 60 @ 60

Caramels.

No. 1 wrapped, 2 lb. boxes. 30 @ 30
No. 1 wrapped, 3 lb. boxes. 40 @ 40
No. 2 wrapped, 2 lb. boxes. 45 @ 45

Fruits.

Oranges.

Mexicans 150 176-200 @ 3 50
Cal. Seedlings. 75 @ 75
Fancy Navel 112 @ 75
126 to 216. 25 @ 25

Lemons.

Strictly choice 300s. 35 @ 35
Strictly choice 300s. 35 @ 35
Fancy 300s. 35 @ 35
Ex. Fancy 300s. 40 @ 40

Bananas.

Medium bunches. 1 25 @ 1 50
Large bunches. 1 75 @ 2 00

Foreign Dried Fruits.

Figs.
Choice, 10 lb boxes. 11 @ 11
Extra choice, 14 lb boxes. 12 @ 12
Fancy, 12 lb boxes. 14 @ 14
Imperial Mikados, 18 lb boxes. 14 @ 14
Pulled, 6 lb boxes. 13 @ 13
Naturals, in bags. 6 @ 6

Dates.

Fards in 10 lb boxes. 8 @ 8
Fards in 60 lb cases. 8 @ 8
Persians, H. M. B., 60 lb cases, new. 6 @ 6
Sairs, 60 lb cases. 4 1/2 @ 4 1/2

Nuts.

Almonds, Tarragona. 12 @ 12
Almonds, Ivaca. 11 @ 11
Almonds, California, soft shelled. 13 @ 13
Brazil new. 10 @ 10
Filberts. 10 @ 10
Walnuts, Greenobles. 13 @ 13
Walnuts, Calif No. 1. 10 @ 10
Walnuts, soft shelled. 10 @ 10
Table Nuts, fancy. 12 @ 12
Table Nuts, choice. 10 @ 10
Pecans, Med. 8 @ 8
Pecans, Ex. Large. 10 @ 10
Pecans, Jumbos. 12 @ 12
Hickory Nuts per bu. 1 @ 1
Ohio, new. 1 @ 1
Cocoanuts, full sacks. 4 @ 4

Peanuts.
Fancy, H. P., Suns. 6 @ 6
Fancy, H. P., Flags. 6 @ 6
Roasted. 4 @ 4
Choice, H. P., Extras. 4 @ 4
Choice, H. P., Extras, Roasted. 5 1/2 @ 5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

Patents. 5 50
Second Patent. 5 00
Straight. 4 80
Clear. 4 40
Graham. 4 75
Buckwheat. 4 25
Rye. 3 50
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.
Quaker, 1/2s. 4 65
Quaker, 1/4s. 4 65
Quaker, 1/8s. 4 65
Guard, Fairfield & Co.'s Brand. 5 20
Whole Wheat 1-16s. 5 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s. 5 55
Pillsbury's Best 1/4s. 5 45
Pillsbury's Best 1/8s. 5 35
Pillsbury's Best 1/4s paper. 5 35
Pillsbury's Best 1/8s paper. 5 35
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s. 5 55
Grand Republic, 1/4s. 5 45
Grand Republic, 1/8s. 5 35
Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s. 5 55
Gold Medal 1/4s. 5 45
Gold Medal 1/8s. 5 35
Parisian, 1/2s. 5 55
Parisian, 1/4s. 5 45
Parisian, 1/8s. 5 35

Oliney & Judson's Brand.

Ceresota, 1/2s. 5 55
Ceresota, 1/4s. 5 45
Ceresota, 1/8s. 5 35
Worden Grocer Co.'s Brand.
Laurel, 1/2s. 5 55
Laurel, 1/4s. 5 45
Laurel, 1/8s. 5 35

Meal.

Bolted. 1 75
Granulated. 2 00

Feed and Millstuffs.

St. Car Feed, screened. 14 00
No. 1 Corn and Oats. 13 00
Unbolted Corn Meal. 12 50
Winter Wheat Bran. 13 00
Winter Wheat Middlings. 14 00
Screenings. 12 00

The O. E. Brown Mill Co.

quotes as follows:

New Corn.

Car lots. 31
Less than car lots. 33

Oats.

Car lots. 25
Carlots, clipped. 27 1/2
Less than car lots. 30

Hay.

No. 1 Timothy carlots. 9 00
No. 1 Timothy, ton lots. 10 00

Crackers.

The N. Y. Biscuit Co. quotes as follows:

Butter.

Seymour XXX. 6
Seymour XXX, 3 lb. carton. 6 1/2
Family XXX. 6
Family XXX, 3 lb. carton. 6 1/2
Salted XXX. 6
Salted XXX, 3 lb. carton. 6 1/2

Soda.

Soda XXX. 7
Soda XXX, 3 lb. carton. 7 1/2
Soda, City. 8
Zephyrette. 10
Long Island Wafers. 11
L. I. Wafers, 1 lb. carton. 12

Oyster.

Square Oyster, XXX. 6
Sq. Oys. XXX, 1 lb. carton. 7
Farina Oyster, XXX. 6

SWEET GOODS-Boxes.

Animals. 10 1/2
Bent's Cold Water. 13 1/2
Belle Rose. 8
Cocoanut Taffy. 9 1/2
Coffee Cakes. 9
Frosted Honey. 12 1/2
Graham Crackers. 8
Ginger Snaps, XXX round. 7
Ginger Snaps, XXX city. 7
Gin. Snaps, XXX home made. 7
Gin. Snaps, XXX scalloped. 7
Ginger Vanilla. 8
Imperial. 8 1/2
Jumbles. 11 1/2
Molasses Cakes. 11 1/2
Marshmallow. 16
Marshmallow Creams. 16
Pretzels, hand made. 9
Pretzettes, Little German. 7
Sugar Cake. 8
Sultanas. 12 1/2
Sears' Lunch. 8
Vanilla Square. 14
Vanilla Wafers. 14
Pecan Wafers. 15 1/2
Mixed Picnic. 10 1/2
Cream Jumbles. 12
Boston Ginger Nuts. 8 1/2
Chimmie Fadden. 10
Pineapple Glace. 16
Penny Cakes. 8 1/2
Marshmallow Walnuts. 16
Belle Isle Picnic. 11

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess. 8 50
Back. 11 00
Clear back. 9 75
Short cut. 9 50
Pig. 14 00
Bean. 8 00
Family. 9 50

Dry Salt Meats.

Bellies. 5 1/2
Briskets. 5 1/2
Extra shorts. 5 1/2

Smoked Meats.

Hams, 12 lb average. 9
Hams, 14 lb average. 8 1/2
Hams, 16 lb average. 8 1/2
Hams, 20 lb average. 7 1/2
Ham dried beef. 13
Shoulders (N. Y. cut). 6 1/2
Bacon, clear. 7 1/2 @ 8 1/2
California hams. 5 1/2
Boneless hams. 9
Cooked ham. 12 1/2

Lards. In Tierces.

Compound. 4
Kettle. 5 1/2
55 lb Tubs. advance. 3 1/2
50 lb Tins. advance. 3 1/2
20 lb Pails. advance. 1 1/2
10 lb Pails. advance. 1 1/2
5 lb Pails. advance. 1 1/2
3 lb Pails. advance. 1 1/2

Sausages.

Bologna. 5
Liver. 6 1/2
Frankfort. 7
Pork. 8 1/2
Blood. 6
Tongue. 9
Head cheese. 6 1/2

Beef.

Extra Mess. 9 00
Boneless. 12 25
Rump. 12 50

Pigs' Feet.

Kits, 15 lbs. 80
1/4 bbls, 40 lbs. 1 50
1/2 bbls, 80 lbs. 2 80

Tripe.

Kits, 15 lbs. 75
1/4 bbls, 40 lbs. 1 40
1/2 bbls, 80 lbs. 2 75

Casings.

Pork. 16
Beef rounds. 4
Beef middles. 10
Sheep. 60

Butterine.

Rolls, dairy. 10
Solid, dairy. 9 1/2
Rolls, creamery. 14
Solid, creamery. 13 1/2

Canned Meats.

Corned beef, 2 lb. 2 10
Corned beef, 14 lb. 14 00
Roast beef, 2 lb. 2 10
Potted ham, 1/2s. 80
Potted ham, 1/4s. 1 00
Deviled ham, 1/2s. 60
Deviled ham, 1/4s. 1 00
Potted tongue, 1/2s. 60
Potted tongue, 1/4s. 1 00

Fresh Meats.

Beef.

Carcass. 5 1/2 @ 7 1/2
Fore quarters. 5 @ 6
Hind quarters. 7 @ 9
Loins No. 3. 9 @ 12
Ribs. 8 @ 12
Rounds. 6 1/2 @ 7 1/2
Chucks. 4 @ 5
Plates. 4 @ 5

Pork.

Dressed. 4 @ 4
Loins. 7 1/2 @ 7 1/2
Shoulders. 5 @ 5
Leaf Lard. 5 1/2 @ 5

Mutton.

Carcass. 6 @ 7
Spring Lambs. 8 @ 9

Veal.

Carcass. 6 @ 8

Oils.

Barrels.

Eocene. 11 1/2 @ 11 1/2
XXX W. W. Mich. Hdt. 8 1/2 @ 8 1/2
W W Michigan. 8 @ 8
Diamond White. 7 @ 7
D. S. Gas. 8 @ 8
Deo. Naptha. 7 1/2 @ 7 1/2
Cylinder. 25 @ 25
Engine. 11 @ 11
Black, winter. 8 @ 8

Crockery and Glassware.

AKRON STONEWARE.

Butters.

1/2 gal., per doz. 50
1 to 6 gal., per gal. 5 1/2
8 gal., per gal. 6 1/2
10 gal., per gal. 6 1/2
12 gal., per gal. 6 1/2
15 gal. meat-tubs, per gal. 8
20 gal. meat-tubs, per gal. 10
25 gal. meat-tubs, per gal. 10
30 gal. meat-tubs, per gal. 10

Churns.

2 to 6 gal., per gal. 5 1/2
Churn Dashers, per doz. 85

Milkpans.

1/2 gal. flat or rd. bot., doz. 60
1 gal. flat or rd. bot., each 5 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz. 65
1 gal. flat or rd. bot., each 5 1/2

Stewpans.

1/2 gal. fireproof, bail, doz. 85
1 gal. fireproof, bail, doz. 1 10

Jugs.

1/2 gal., per doz. 40
1/2 gal., per doz. 50
1 to 5 gal., per gal. 6 1/2

Tomato Jugs.

1/2 gal., per doz. 70
1 gal., each. 7
Corks for 1/2 gal., per doz. 20
Corks for 1 gal., per doz. 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz. 75
1 gal., stone cover, doz. 1 00

Sealing Wax.

5 lbs. in package, per lb. 2

LAMP BURNERS.

No. 0 Sun. 45
No. 1 Sun. 50
No. 2 Sun. 75
No. 3 Sun. 75
Tubular. 50
Security, No. 1. 65
Security, No. 2. 85
Nutmeg. 50
Climax. 1 50

LAMP CHIMNEYS-Common.

Per box of 6 doz.

No. 0 Sun. 1 75
No. 1 Sun. 1 88
No. 2 Sun. 2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled. 2 10
No. 1 Sun, crimp top, wrapped and labeled. 2 25
No. 2 Sun, crimp top, wrapped and labeled. 3 25

XXX Flint.

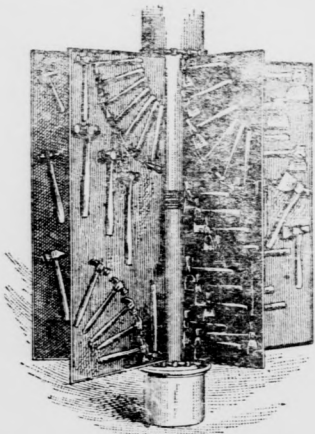
Hardware

The Display and Care of Goods.

Written for the TRADESMAN.

The almost infinite variety in a hardware stock makes the matter of arranging samples for instant accessibility and attractive display one of considerable importance and difficulty. In the descriptions of many of the various containing cases which have been mentioned in preceding articles there has been included the feature of sampling on the door or covers; but on account of the variety and character of many goods this plan is not practicable, and so it is necessary to have special facilities for the display of such samples.

An arrangement of sample boards which are capable of almost indefinite multiplication is shown in the accompanying illustration:

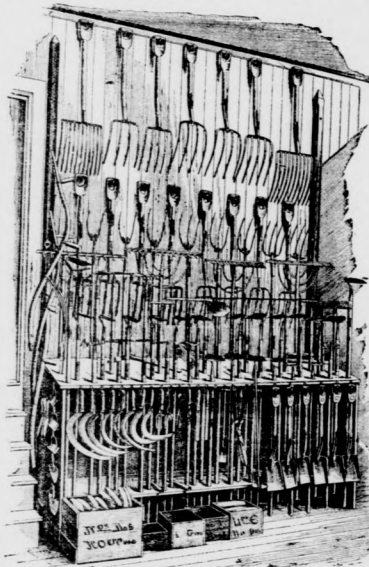


COLUMN SAMPLE BOARDS.

These are plain pine boards, $2\frac{1}{2} \times 4$ feet, covered with black cheesecloth, so that the removal of samples does not show any disfiguration of the boards by exposure of screw holes or other unsightly indentations. The outer edges of the boards are trimmed with small oak molding, or otherwise to correspond with the woodwork of the room. The boards are placed around the columns, and hung on hinges so that they open like the leaves of a book. They are easy of access, occupy but little space, and afford room for samples on both sides. The samples are secured to the boards by screws, double-pointed tacks or wire, as may be found most appropriate.

A neat and convenient, although inexpensive, sample steel goods rack is illustrated below. It should be situated as near the front of the store as possible. It consists of a shelf 2 feet wide and 9 feet long, being 6 inches lower in the front than at the back, and supported by uprights at each end. Against the wall, at each end, pieces 4×4 are fastened, extending nearly to the ceiling and tastefully finished at their tops. The shelf is $3\frac{1}{2}$ feet from the floor in front and 4 feet at the back. A lower shelf is placed 1 foot from the floor, and is level. A 5-inch space is left between the back edge of the upper shelf and the wall to allow for the handles of the hay and manure forks, which extend downward from the hooks on the wall. The D-handled forks, of which there are two rows on the wall, are suspended from small-sized harness hooks, while the long handled hay and manure forks are held in place by wardrobe hooks, one being placed on each side of the handle. In the upper and lower shelves are over 50 $1\frac{1}{2}$ -inch holes, through

which the handles of garden and lawn rakes, weeding and other hoes, manure and potato hooks, hay rakes, etc., are passed. Under the lower shelf is a narrow platform, upon which the shorter handled tools stand, while the tools with longer handles rest on the floor. This



STEEL GOODS SAMPLE RACK.

arrangement results in a uniform height of the tools. There is a space of about a foot left on the upper shelf, which has no holes, between the wood racks, which stand near the back edge, and the holes nearer the front. This space is left for scythes and other goods which show to advantage lying down. Brass screw hooks are used on the end and along the edge of the upper shelf for samples of garden trowels, shufle hoes, grass hoes, weeding forks, scythe rifles, shovels, spades, hedge shears, etc. The opposite end from the one shown has samples of D handles. The shelves and end pieces are made of 1-inch pine, finished in natural wood. Snaths are hung at one end, and boxes of scythe stones are placed in front of the rack. By this arrangement a quantity of goods are shown to good advantage, while the rack is a desirable addition to the store fixtures. It is inexpensive and so simple in construction that any hardwareman could reproduce it for his own use.

J. MESSERSCHMIDT.

Cards That Catch Trade.

J. B. Rindfleisch in Hardware.

I recently encountered an up-to-the-hour walking advertisement. The sandwichman was a dandy. The advertisement read: "I'm a shining mark in black. But with all my polish, the stove polish E. N. Ameline & Co. sell puts me in the shade."

A unique feature of window advertising was witnessed at St. Louis. A dealer had transformed his window into a sort of pit, and gathered therein was a family of rodents. About a dozen mouse and rat traps of different patterns, all baited with fragrant cheese, had been placed about the improvised pit. An interesting rodent pantomime was soon in progress. The spectacle attracted crowds upon crowds of passers-by, and there was danger of a blockade. The police were asked to interfere, but so appealing to the humorous sense of the blue coats was this original show that instead of dispersing the crowd they elbowed their way to the "front row" to get the full benefit of the performance. The display opened at 10 o'clock in the forenoon and closed at 3 in the afternoon—at that time all the rodents having yielded to temptation. The merchant says it was the biggest business day he ever had.

A number of travelers were discuss-

ing epitaphs en route by way of pastime. Although sombre, it was an interesting topic, and it ended with a tableau. "If my heirs will be grateful enough to erect a tombstone to my memory," said the manufacturer of tools who lets his advertisements do the talking, he making the sales, "my epitaph shall be, 'He Died Advertising.'"

"If you work" a bulletin board, and you are short of bulletins, use this: "Polish up for the holidays. We have the polish, you do the work. It's easy with our mittens, which we give free."

Here's an advertisement I ran across: "Keep your nose to the grindstone if you are looking for success. Also, keep your eyes on the grindstone, if you are looking for success. We are grindstone specialists. Are you whetted for this opportunity?"

It is easy to skate into popularity if you can suit in skates. Handle a makeshift skate and you run chances of making an endless number of detractors and trade killers. There's nothing more exasperating than a skate that doesn't fulfill its mission. A good skate is a good advertiser. You can't afford to sell bad skates as good ones, any more than you can a trashy wheel for a good one. There's method in skate-selling. If you sell good skates at a close profit, you have the opportunity of making it up during the season by big sales; on the contrary, if you sell ramshackle skates at a large profit, you run the chance of killing your trade for seasons to come. The skater is gregarious. He will certainly denounce you, if he is not pleased, to all about him. And slander travels with mile boots. I think I have said enough to enable Mr. Skate Dealer to make his own deductions.

This is the way a saw manufacturer puts it: "He came and saw. When he saw our saws, he saw that other saws were not the saws he wanted. And it's the old saw: 'Look well before you—buy saws.'"

"We got it on files," said the junior to the head book-keeper. "Well, I should

remark," interjected the salesman; "the order we shipped to Rasptown has just been returned to us, marked 'Refused.'"

A Southern dealer advertises thusly: "I handle the best lumbermen's crayons and carpenters' pencils below Mason and Dixon line. Underline Dixon, bring this advertisement to our store, and I'll know just what you want."

"Screw up your courage, but never wrench your judgment."

This was catching. The advertisement read: "We deal in toys. 'Nough said. Just show this to the youngsters, and they'll explain the rest."

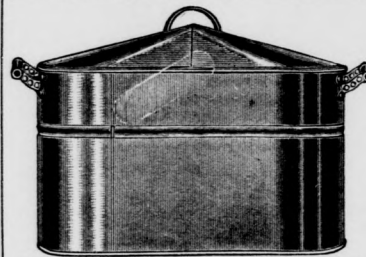
"Iron-clad rule to our clerks: When you get a customer, nail him. If nails won't hold, spike him."

A Cleveland electrician has put the following plate on the doors of his residence: "Burglars invited to call. You will be well received." In further explanation I might say that his house contains a meshwork of alarms. There are bells galore. The mats are alive with electricity. The door knobs are charged at night. Automatic firearms guard every entrance. Tampering with any window would at once light and adorn the whole house. That's household electricity with a vengeance. It's also Cleveland ingenuity. Look to Cleveland for startling achievements.

Just So.

A man may dare,
And a man may swear,
And a man may puff and blow;
But he can't get trade,
By sitting in the shade
Waiting for business to grow.

It is possible that the heaver will survive longer in Europe than in America. It is said that a few individuals are still to be found on the Elbe, the Rhine, and the Danube, and Prof. Collett, of Christiania, estimates, according to Cosmos, that there are now 100 individuals living in Norway, whereas the number in 1880 was estimated at 60. Prof. Collett recommends that government protection be afforded to prevent their extermination.



Wm. Brummeler & Sons,

Manufacturers and Jobbers of

TINWARE,
ENAMELED WARE and
NICKEL PLATED WARE.

Factory and Salesrooms, 260 South Ionia Street.

GRAND RAPIDS, MICH.

Wire Nails

Barb Wire

Plain and Galvanized Wire

Enter your order now for
spring shipments and save
the advance.

Foster, Stevens & Co.,

Wholesale Hardware,
Grand Rapids, Mich.

Review of a Year's Work by the M. C. T. A.*

The past year has not been an eventful one. That we have sustained our membership is a subject of congratulation, when we take into account the fact that not only many of our members, but many others who would gladly join us, have been without positions the greater portion of the year. Our loss by death has been much beyond the average, eight of our number having been called to their final reward. While we deeply deplore their loss, it is pleasant to reflect that the heavy burden their families have been called upon to bear in the loss of husband or father has been made lighter because of their having been members of this Association, which is, and has ever been, prompt in the discharge of its financial obligations.

Our financial condition, as will be shown by the Treasurer's report, is such as to warrant a continuance of the confidence we have always had in this Association, because of the fact that its business has been conducted by business men in a business way.

Our growth in membership has not been what we very earnestly desire. A cordial invitation was sent to every member early in the year to join our President in bringing, at least, one new member into the Association during the year. I regret that the response was so far from being unanimous. However, I shall not attempt to say to those who did not respond that you have failed in your duty, or to warn you of the awful fate that awaits you if you do not do better in the future. You know better than I what you can do. I content myself with saying to you, most heartily, gentlemen, try again.

I believe that the building up of this Association, like the building up of any other business enterprise, depends upon earnest, enthusiastic, persistent effort, and, if one plan fails or becomes worn out, try another. Holding these views as to business progress, it was suggested last year than an improvement in the social feature might prove beneficial, not only in holding together our present membership, but also increasing it, and, if so, equally desirable. The suggestion met with such general approval that at our last annual convention, as you are all aware, an amendment to the constitution was adopted, directing your Board of Trustees to procure suitable rooms, which should be furnished with billiard and card tables, to be used by members as reading and social club rooms, such rooms to be connected with the office of the Association. The rooms, as you all know, have been secured and furnished and we have enjoyed their use for the past nine and one-half months. That they have already proven of much benefit to the Association, I am very certain, and that the plans for future work for the Association, made possible by their possession, will, when sufficient time shall have elapsed for development, prove very successful, I have not a doubt. Your trustees, in carrying out your orders in providing and maintaining these rooms, have not been obliged to use one dollar of the Association funds, because over 100 of our members have put their hands into their pockets and have paid the expenses. Not only that, but I hold a guaranty from a sufficient number of members that for the year 1898, as has been the case in the year 1897, there shall be no extra expense upon the Association for the maintenance of these rooms. In addition, we are prepared to turn over to the Association over \$500 worth of club room furniture, for which not a dollar of the Association funds has been expended. This has been done by active, loyal members, having in mind only what was believed would best advance the interests of our Association, in which we are all equally interested.

I congratulate you that, notwithstanding the fact that many efforts have been made to commit this Association in the interest of some political movement, it has ever been our aim, and I trust ever

will be, to stand aloof from all such and to devote your best energies to the carrying out of the principles for which this organization was formed—the mutual benefit of its members and their families.

I also congratulate you upon the fact that your course in the efforts made to secure proper concessions from railway companies has been such as to meet the approval of the business world. No demands have ever been made for any favors to which we were not justly entitled, nor have they been sought in a manner to bring discredit upon us as a body of business men. Such a straightforward, conservative course will, in my judgment, emphasize the fact that the commercial traveler is not only a necessity in the business world, but a power in this land which, I trust, in our case, at least, will ever be exercised for good.

The Hardware Market.

At the present time of the year, following the closing up of last year's business, there is very little doing of any mention. The prospects for future trade, however, look bright and it is generally believed that our winter and spring business will exceed that of any recent years.

Wire Nails—The prospects of a consolidation of all wire and nail mills in the country has quickened the demand and hardened the prices with all manufacturers. The indications all point to a successful carrying out of the proposed consolidation and, if it should succeed, it is believed that prices will certainly be higher than they are now. Jobbers are taking orders for both wire and nails, for shipment up to March 1, at present prices.

Plain and Barbed Wire—In sympathy with nails and the general condition of the market, prices are firm and orders are being placed for future shipment on the same basis as that of wire.

Registers—The new list adopted by all register manufacturers has rendered necessary a new series of discounts, which we quote as follows: on japanned registers, 40 per cent., and on white registers, 35 per cent.

Miscellaneous—The manufacturers of screws have evidently concluded that the low prices at which they have been selling has gone on long enough and have now advanced their prices some 25 per cent. The present discount on flat head bright iron screws is from 85 to 85 and 10 per cent. In the rope market prices are very firm and there has been an advance in the last two weeks from ¼ to ½ c. Figures are being made on wool twine for shipment during the coming spring which are a shade higher than quoted last year. On poultry netting and wire cloth orders are being placed for spring shipment and it is believed that this is the right time to place orders, as the market on all kind of wire will feel the effects of the consolidation now going on in the wire and nail market. It is believed that sash and doors will rule higher during the coming spring, as the quality of lumber used in their manufacture is getting more scarce each year.

The grave of Benjamin Franklin, in Philadelphia, is in a neglected condition. No appropriate stone rises over it, and the ground about it is uncared for. Only an old-fashioned marble slab covers the spot where the great man lies, and this (now worn and discolored by age) was placed there a hundred years ago, and nothing has been done to it since. The sexton of the church says that the descendants of Franklin would not do anything to repair the grave, neither would they allow anybody else to put it in order.

Hardware Price Current.

AUGURS AND BITS

Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

AXES

First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50

BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

BOLTS

Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

ELBOWS

Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$20.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&10
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KNOBS—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

NAILS

Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Finish 3 advance.....	15
Casing 3 advance.....	25
Casing 6 advance.....	35
Finish 6 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ¾ advance.....	85

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages ¼ per pound extra.	

HAMMERS

Maydole & Co.'s, new list.....	dis 35 75
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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ROPES

Sisal, ½ inch and larger.....	6
Manilla.....	8

SQUARES

Steel and Iron.....	
Try and Bevels.....	
Mitre.....	

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 26.....	3 10	2 65
No. 27.....	3 20	2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

SAND PAPER

List acct. 19, '86.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Onelda Community, Newhouse's.....	50
Onelda Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 85

HORSE NAILS

An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

600 pound casks.....	6½
Per pound.....	6½

SOLDER

½@¾.....	12½
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x24 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IC, Charcoal.....	6 00
14x20 IC, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
14x20 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x25 IC, Charcoal, Allaway Grade.....	9 00
20x25 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, } per pound.....	9
14x56 IX, for No. 9 Boilers, }	

Write for prices. 'Phone 1357.

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Size, 8½x14—3 columns.

2 quires, 160 pages.....	\$2 00
3 quires, 240 pages.....	2 50
4 quires, 320 pages.....	3 00
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6 quires, 480 pages.....	4 00

INVOICE RECORD or BILL BOOK.

So double pages, registers 2,880 invoices.....	\$2 00
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TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

*Annual address of President Hart at annual meeting of the M. C. T. A.

New Food To Be Added to the World's Cuisine.

Written for the TRADESMAN.

As the population of the globe is numerically increasing, there cannot be a more vital question for consideration and discussion than that of our food supplies. It is a curious law of Nature that she invariably meets every necessity in advance of its birth, and by methods which command our admiration and astonishment. Of course, as the supply of well-known nourishing foods becomes scarce or too high in price, we are led to enquire if another, and a cheaper, cannot be found and substituted. And at this point we commence to scrutinize and study the slight changes and modifications Dame Nature has slowly made, and how, in the past. Then we attempt to assist and to hasten the work of this natural law. We will only point to a few of the most striking instances of Nature's work as well-known examples, viz., first our delicious peach, an evolution from the sweet almond (*Amygdalus Persica*), by the grafting and budding processes of man, an astounding improvement upon the original; but far beyond these in value are the discoveries of the chemist and analyst, in his searching enquiries into natural law. Thus the chemist has given us, by evolution, the now famed celery plant, from the wild Angelica root, a native of Lapland, and probably from its class at one time poisonous; long ago used by the natives as a condiment and now a world-wide delicacy, the salad par excellence of two continents. Year by year we are constantly making additions to our cuisine by the almost magic aid of chemistry; and, although millions more shall be added to the world's eaters in the future, the new kinds of food evolved by our chemists will not only cheapen the daily consumption, but will be more than able to meet the demand of the hungry in advance of their coming.

I am led to speak upon the subject of food supplies at this time, by noticing an article in the Tradesman, credited to the London Telegraph, announcing the manufacture of sugar in Ireland from potatoes and intimating that this is a new discovery. This new(?) sweetening is nothing more nor less than glucose, identical with corn sugar and its syrups, which created such an excitement in the sugar markets of the world not many years ago. The potato sugar mentioned is simply the starch in the vegetable changed into a sweet syrup, by being treated or boiled with dilute sulphuric acid, and by other means.

Starch sugar does not granulate perfectly. Glucose, or grape sugar, in its natural state, is found only in the grape, from which its name is derived. It is not a strong sweet, like cane sugar or that from the beet or sugar maple. There appears to be no way yet known by which glucose can be so concentrated as to crystallize or granulate perfectly, or possess the strong yet grateful sweetness of the true cane sugars. The syrups made from glucose and now offered for sale, while harmless and wholesome, and even more beautiful in color and general appearance than any others, still possess, in proportion of sweetness, hardly one-half that of the cane syrups. The glucose syrup being found unsalable, it was later sweetened by an admixture of the cane, or withdrawn from the markets in our own country. The natural craving for sweets extends to the peoples of all lands, and

a wise provision of Nature seems to have furnished them, through various sources and in unlimited quantities. It is probable that in the more densely populated countries, and among the poorer classes as in Ireland, glucose may be quite extensively used as a food, because of its cheapness, being free from foreign duties, and the fact that they could not afford the cane product.

There are still many grains and seeds which will yield both oil and flour, and which, if cultivated and improved, would prove a boon to mankind as actual food products. The seed of the sunflower is a grain of great value for both man and the lower animals, yet its true food value is little known. The flour from this seed is similar to that of buckwheat and, it is said, will make equally good cakes. A larger quantity of this grain than buckwheat could be produced from an acre and its stalks would be valuable for fuel. The different kinds of edible nuts which will, in time, be used for culinary purposes will also prove, as food, a profitable addition to the world's supply. The mammoth sweet chestnut of the Mediterranean is a standard food in Italy.

In the December number of "New Ideas," a monthly paper devoted to new discoveries and inventions, it is said that a peanut oil factory is soon to be established in Virginia with a capital of \$60,000. It is calculated that the receipts from five tons of peanuts—based upon actual experiments, of course—will amount to the following: 25 gallons of refined oil at 50c per gallon; 3,680 pounds of flour, at 2c per pound; the same amount of meal, or refuse for feeding stock, at 60c per hundred, making the total gross receipts per day, \$415.90! The estimated yearly profit on a five-ton factory is \$19,725. Peanut flour can be used for nearly all the purposes of wheat flour and by many persons is considered superior. According to Liebig, the celebrated chemist, all the edible nuts, if properly prepared for food, are fully equal to any of our grains in the percentage of their nutrition. While a space of a thousand square feet of ground will yield only 465 pounds of potatoes, it will produce 4,000 pounds of bananas, and in a shorter time! Thus shall we find the percentage of food per acre in the peanut industry. Our own scientist, Mr. Edison, believes it will yet be possible for man to produce his food direct, by taking from the earth the elements composing them, and compounding and concentrating these in the crucible of science.

FRANK A. HOWIG.

Hides, Furs, Tallow and Wool.

Hides do not change in value materially. The asking price is $\frac{1}{2}$ to $\frac{3}{4}$ ¢ above sales, with a cleaned-up market. One after another of the tanners manages to take a few and keep running, hoping against hope that prices will break to their advantage, but no break is apparent. There is no light stock visible. Growers have plenty of feed and have gone to stock raising and do not sell their calves, as they did a few years ago.

Furs are in good demand. Offerings at the London sales are not large and good prices are anticipated.

Tallow is sharply on the advance, with old stocks that have been held for years fairly worked off. The outlook is not good for much advance, with the large stock of soapers' oils on hand to take the place of tallow in that line, while fresh renderings go into lard.

Wools remain firm, with large sales and a slight advance. Holders are asking higher prices, while manufacturers are offering more for clothes. Sales have been largely in fleece and territory, to the neglect of foreign. There

is considerable enquiry in regard to the replenishment of stocks.

WM. T. HESS.

The Trading Stamp a Regular Hold Up.

Detroit, Jan. 11.—I give both kinds of stamps, but I am dead willing to drop the stamp business. If every customer demanded stamps it would rob me of half my profits. It is a regular hold up. I do not deal with the trading stamp company, but buy my stamps from my customers. I give them 5 per cent., and that is better value than they can get at the trading stamp store. Those stamp people are making all kinds of money. In the first place the merchant pays 5 per cent. cash in advance for the stamps. Now the trading stamp people do not expect nor do they redeem over 30 per cent. of them. Consequently there is a net profit there of 23 per cent. of the business that they do. Then they go to work and represent that they will give a \$5 article for \$99 worth of stamps. This article does not cost them over \$1 or \$2 and they make 200 or 300 per cent. there. The customer pays for the whole thing. It is a regular hold up and the authorities should not allow the thing to exist. The merchants of Toledo clubbed together and fired them out. Down in Massachusetts they are prosecuting merchants who use stamps under the lottery law.

S. C. COWAN.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—GROCERY, WELL ESTABLISHED in good farming town of 3,000; terms to suit. I have other business. Address No. 497, care Michigan Tradesman. 467

FOR SALE—CONFECTIONERY, RESTAURANT, oyster, lunch and ice cream plant in one of the most prosperous cities in Indiana; perfect and complete in everything; will invoice \$5,000 or \$6,000; will sell for less than half; a place that will pay for itself in a short time; reason for selling, recent manager is going into the wholesale business. Address Chas. Andrews, Elkhart, Indiana. 468

TO EXCHANGE—900 ACRES OF GILT-EDGE white and red oak timber, only three miles from railroad, for stock or bazaar or dry goods; also two houses in Battle Creek to exchange for bazaar stock; also furniture factory in State of Iowa to exchange for good business or residence property. For particulars address No. 469, care Michigan Tradesman. 469

A CHANCE TO SPECULATE—A COMPLETE carriage factory, with all necessary machinery, carriage materials, complete vehicles and an established trade, for sale for less than half its value. Mason Carriage Co., Mason, Mich. 470

WANTED TO BUY—A STOCK OF BOOTS and shoes and turn in as part payment a well-located piece of Grand Rapids real estate. Stock must not be less than \$1,000 nor more than \$5,000. Address Shoes, care Michigan Tradesman. 475

CLOTHING, DRY GOODS AND SHOE SALES- man, thoroughly experienced, wishes to make a change by Feb. 1. References furnished. Address No. 474, care Michigan Tradesman. 474

FOR SALE—100 lb. new Dayton scale at 50 cents on the dollar. Address Groceryman, care Michigan Tradesman. 473

FOR SALE—NICE CLEAN DRUG STOCK in good locality. Good reasons for selling; bargain for some one. Address No. 472, care Michigan Tradesman. 472

FOR SALE—PLANING MILL IN THE LIVE- liest town in Michigan; also hot blast heater. Address Osborne, care Michigan Tradesman. 466

WANTED—LOCATION FOR DRUG STOCK in town of 500 to 5,000. Address Geo. W. Kern, Prairieville, Mich. 459

BEST LOCATION FOR GRIST MILL IN THE State. Good grain region. Location and building will be given outright to man with \$1,000 capital. Address for particulars, J. C. Neuman, Dorr, Mich. 763

FOR SALE OR EXCHANGE—STOCK GEN- eral Merchandise, value about \$9,000, in manufacturing city 12,000 population. Will trade \$1.00, long time payments, balance in good unincumbered city or farm property. No traders need apply. Address No. 460, care Michigan Tradesman. 460



Paraffined Parchment-Lined Butter Packages

Light, neat and strong. Try them.

Michigan Package Co., Owosso, Mich.

FOR SALE—OLD-ESTABLISHED MEAT business, located at 233 Jefferson avenue. Smoke house and all modern conveniences. Present owner soon leaves city. Enquire on premises. 464

FOR SALE—DRUG STOCK AND FIXTURES; good stock in good town; small cash payment. Address No. 465, care Michigan Tradesman. 465

FOR SALE OR RENT—STORE BUILDING, 30x70 feet, fixtures on ground floor, good-paying opera house above, dwelling rooms, barns and ice house in rear, adapted to any kind of business. Store fitted with electric lights. G. K. Coffey, White Cloud, Mich. 457

FOR SALE—FURNITURE AND UNDER- taking business; an excellent opportunity to secure an old established business. Reason for selling, rheumatism. Small capital required; terms easy. Address C. E. Singer, Hillsdale, Mich. 458

FRATERNAL INSURANCE ORGANIZERS attention—An opportunity to organize "Fraternal Insurance without the lodge." The New Era Life Association of Grand Rapids, Mich., has accomplished this, and practical organizers now in the field are having splendid success. Two district organizers and local representatives wanted. Apply C. D. Sharrow, General Manager. 455

WANTED—EVERY YOUNG MAN AND young woman desiring improvement in Business Arithmetic to send for circular of the School of Correspondence and Business Arithmetic. Address A. S. Parrish, 109 Ottawa St., Grand Rapids, Mich. 453

WANTED—A GOOD FLOURING MILL, best location in the State; also good planing mill. Address F. Salisbury, Middleton, Mich. 447

FOR SALE—DRUG STOCK FOR CASH, ONE- third its real value. Address Copperas, care Michigan Tradesman. 450

I HAVE A PARTY WANTING GROCERY OR general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 440

FOR SALE—IN ONE OF THE BEST BUSI- ness towns in Northern Michigan, my entire stock of groceries; only grocery store in Petoskey doing a strictly cash business. Good reasons for selling. For particulars write to J. Wellington & Co., Petoskey, Mich. 441

WANTED—BUTTER AND EGGS. IF YOU want good prices and quick returns write us. Lunn & Strong, Toledo, Ohio. 402

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT- ents. Cilley & A'lgier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—BY YOUNG LADY OF LONG experience as saleswoman position as traveling saleswoman for any reputable line. Address Lock Box 530, Charlotte, Mich. 471

WANTED—POSITION BY REGISTERED pharmacist as traveling salesman or in store; eight years' experience. Address No. 462, care Michigan Tradesman. 462

WANTED—POSITION IN WHOLESALE OR retail grocery or crockery business by sale man of eight years' experience. Address No. 436, care Michigan Tradesman. 436

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