

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JANUARY 19, 1898.

Number 748

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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.

How the Old Lady Regarded the Clerk.

Written for the TRADESMAN.

I am not averse to a delightful drive behind a spanking span of bays, in midwinter, under clear blue skies and a brightly shining sun. When, then, after lunch, yesterday, the driver of that sort of equipage drew his horses to the curb, and Mrs. Bostwick asked me if I wouldn't take a seat by her side for a turn or two in the park, I did not refuse.

Without preliminaries the lady began: "Seen Will lately?"

"Not for a week. Why?"

"Because I wanted to know where to begin. I could see that Mr. Bostwick never was going to be satisfied unless I made his interest in Will a personal matter, and I am willing to confess that I wanted to. He's with us now and has been for some days. I like him better than I thought I should. You know that a woman never takes any too kindly to her husband's friends unless she picks them out for him—a thing he doesn't take kindly to—and so, while my intentions in regard to Will were the best in the world, I was prepared for the worst and determined not to be surprised at anything. Well, he came over one evening, and while the game was going on I went up and, after watching them play a while—did you know, Mr. Strong, that a man at a game which he likes shows his real self? Well, he does—I knew I liked him, and I said, 'Will, there is a room downstairs over the sitting room which you may occupy if you want to.'"

"What? I?"

"Yes, you. Why not?"

"Why, Mrs. Bostwick, I should be very glad to have a room in your house—but are you quite sure that you want me?" and he emphasized the 'you' as if he was sure of Mr. Bostwick but wasn't quite so sure of me.

"They soon finished the game, and I took Will downstairs to look at the room."

"Why," said he, "it is so much finer than any room I ever had, Mrs. Bostwick, that I'm afraid I couldn't feel at home in it. Are you quite sure that you really want me in your house?"

"Quite sure," I said; "if I didn't want you I wouldn't ask you."

"Have you taken into account that I haven't lived at home for years, and that my ways are not your ways? It's a kind of Bohemian life that I have been living—out all night or in as the fancy strikes me, accounting for myself to nobody and getting nettled if anybody undertakes to question me. Then, too, it would be too far from where I take my meals. So I'm afraid I can't accept your offer."

"I've settled that question—you'll have your meals with us. The other matter will take care of itself, I think. This is the program I've mapped out: You'll have your own room and a night-key. That room shall be as thoroughly yours as the one you now have. The rest of the house will be at your disposal as often as you like. The only condition I should wish to make is that you

should be respectable in the broadest sense of the term. The fact is, Will, we are going to make our home your home, if you will let us, and that idea prevents any meddling on our part in any way whatever. Do you want to come?"

"Yes."

"When?"

"Now." And he staid all night.

"He's with us now and it seems as if Mr. Bostwick and myself had both got a new lease of life. The boy is odd, though, and I don't know just how to take him half the time. That's why I have come to you; Mr. Bostwick says you understand him better than anybody else—but I guess that isn't any too well. All I am sure of is that a good warm heart is beating in a rather wayward body, and what I want is to get at the heart by the shortest route, and just as soon as I can."

"Now, anybody would have thought that that large well-furnished room would have satisfied him. And it does to a certain point, but he caught a glimpse of a room in the attic just the other side of the hall from Mr. Bostwick's den, a sort of a lumber room. Since then I've noticed him several times looking into that room with longing in his eyes. The last time, I said, 'You may if you want to; do you?'"

"Yes, I do!" and he didn't have to tell me that the answer came from the bottom of his heart.

"That settled the question with me, and I'm of the opinion that I know exactly what he wants—to go in there and fix up that room just as he wants it, without any hint or help from anybody. Mr. Bostwick, as usual, is ready to overdo things. He's bound to go down to the furniture store and the upholsterer's and have the room fitted up regardless of expense, and have it all ready some night when Will comes home. Now, I don't think so at all. And that's where we stand now, and we don't know which is the better course to pursue. Mr. Bostwick is stub—that is, rather set in his opinion, and he knows I am. So we concluded to ask you what the boy would like and let it go at that. You see, the room is full of odd little unexpected corners, and Will knows how to turn them to the best account—I can tell that by the way he arranges his traps in his room—and I just think it's a shame to take things out of his hands. It's going to spoil the whole business for him. Don't you think so? Now say just what you think and don't let anything I have said influence you one way or the other."

To be honest about it, I hadn't become well enough acquainted with the boy to know whether he had any decided opinions about room furnishing, especially that particular sort of one. I saw, however, that Mrs. Bostwick did know; and, assuming a virtue if I had it not, I admitted that, so far as I could judge, Mrs. Bostwick was right, and that it would, by all means, be better to let the young fellow have his own way.

That settled the momentous question and I am waiting for the outcome with considerable curiosity.

RICHARD MALCOLM STRONG.

The Grain Market.

The past week was a repetition of the previous week in the wheat market. While wheat has been very steady at wheat centers, at local and initial points it is being held very firm. Farmers are not inclined to sell much, as they are holding it for higher prices. The receipts of winter wheat are certainly falling off. The reports from the spring wheat section are of the same tenor—that many elevators, owing to the small movement, are about to be closed for the season, which is rather early. Our exports are still of good size and our visible showed a decrease of 1,025,000 bushels, which was more than was anticipated. However, it had only the effect to hold prices firm. The Argentine supplies are still a matter of uncertainty. While they have been selling some, they seem to be cautious so as not to oversell. The supply from Argentine is heralded by the bears as a great factor in future prices; but when we stop to consider (as has been stated before) that she grows only about as much wheat as one of our large winter wheat states, we are of the opinion that Argentine supplies will not cut much of a figure.

The demand for flour is very fair.

Mill feed is steadily advancing, owing to the inadequate supply.

Corn held its own, although the receipts were large. The same can be said of oats.

The receipts by rail were fair, being 47 cars of wheat, 7 cars of corn and 8 cars of oats.

The mills are paying 88c for wheat.
C. G. A. VOIGT.

A Talented Lad.

Alden Jewell, the 9 year old son of Frank Jewell (Clark-Jewell-Wells Co.) could not sleep Sunday morning, so he lay awake and composed the following poem and then went downstairs and wrote it down on paper and put it beside his mother's plate, where she found it when she came down to breakfast:

The sky was all filled with stars one night,
When out popped the Lady Moon, pretty and bright.
The stars all surrounded her, crying with joy,
Oh, Lady Moon! did you bring us a toy?

I have brought you enough, the Lady Moon said;
Just look over there in the milky-way's bed.
Oh! what do you see there, my starlets, to-night?
A dear little baby star, twinkling and bright.

Cigar manufacturers can no longer follow the practice of sending unstamped samples of cigars through the mails. An order has been issued by the Internal Revenue Commissioner that such practice cannot be countenanced, as these samples are unaccompanied by any evidence of being tax paid. Any postmaster is justified in refusing to accept the packages for mailing, if he is aware of the fact that the cigars they contain are unstamped.

What is the friendship of a nation worth to us in whose borders and at whose very capital soldiers have to be detailed to guard the persons and property of our diplomatic representatives and in whose harbors it is not safe to fly our flag? Are not the Spanish people rubbing their insults into us? We will have to rename "Old Glory" and call it "Old Pusillanimity."

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown ducks, osenburghs, denims, ticks, checks, stripes, chevots and cottonades are all quiet and without features worthy of note. Wide sheetings have been reported in one or two places as showing a trifle more activity, but the cases are isolated and cannot be taken as typical of the market. Bleached cottons are, if such a term can be used for the amount of business transacted, the most active of the staple cotton goods and the holders are able to meet all requirements without trouble.

Prints and Gingham—Indigo blues are in very quiet demand, except in one or two cases where the make has become popular. Shirtings, prints, percales, blacks, whites and grays, turkey reds, etc., are quiet and without particular change in prices. Staple gingham are receiving a limited amount of orders but dress and other fine gingham show very small business. Napped fabrics are in a little better condition, and some fair sales are reported.

Knit Goods—The manufacturers of wool knit goods are decidedly on the anxious seat this week. Few feel like opening their line and being responsible for the opening quotations, and yet the time is at hand when the goods should be on the market. That buyers are ready to do business, is proved by the fact that fleeced underwear has secured a large business many mills having already sold up their production of these styles. It is the same way in cotton underwear. Good sales have been made, and business is in very good condition. The salesmen have had no trouble in securing orders, and at prices that are considered just about right in the trade.

Worsted—It is still too early look for a general opening of worsted goods for the new season, but reports are current that open prices on one or two lines may be expected within a few days. So far open displays have chiefly been confined to woolen suitings and overcoatings, and in the former almost entirely to the lower and medium grades of chevots, cassimeres and various plain staple goods. So far as lines of woolen and worsted suitings have been opened in new heavy weights, the advances range from 25 to 30 per cent. over the prices of a year ago. It is reported that worsted chevots, the products of the Washington mills, have been opened at \$1.10, against 80c last year.

Carpets—While there is some revival in the demand for carpets, business since the opening of the year continues of a disappointing character. The expected demand coming forward from retailers has failed to materialize, as they show no inclination to anticipate their season's wants beyond well-defined limits. This would seem to indicate that they have little confidence in the price situation and prefer to make purchases as the necessity arises from time to time. Ingrain manufacturers evidently realize that the advanced prices talked of early in the season are now among the impossibilities, in view of the large distribution of tapestries and the continued popularity of matings as a floor covering. Prices are now being adjusted on a more equitable basis. In the finer grades of narrow goods, leading makes advanced on January 15 in accordance with previous announcements. Rug manufacturers are

a gratifying exception to the general condition which prevails in the carpet trade. The demand for rugs is unusually active. Wilton rugs, in imitation of the Orientals, are growing in favor all the time, and retailers who are not slow to realize this are devoting considerable attention to that branch of their trade. Art squares continue in favor and mills which have never produced them are now adding these goods to their lines. In the upholstery lines conditions show fairly gratifying results, but business at present does not show the conditions usual at this stage of the season. Manufacturers, however, are looking for an early revival in the demand, which should lead to a good season's business.

Effect of the Annual Inventory on Trade.

Written for the TRADESMAN.

The sudden falling off of sales is one of the things which I have noticed during the annual or semi-annual stock-taking time. We take an account of stock twice a year, from the first to the fifteenth of January, and from the first to the fifteenth of July. Now, it is true that the rush of the winter season is over with Christmas, yet we still have large quantities of winter goods to be disposed of, and we still continue to advertise, but somehow during those fifteen days business is a flat failure.

The merchant himself is largely responsible for this condition. His policy is to reduce his force immediately after Christmas and the Fourth of July, keeping only the necessary few. The result is that the clerks who are taking account of stock are also expected to attend to the trade. Take the dress goods department, for example. The salesman has unrolled a bolt of cloth and is measuring it. He has told off yard after yard and is just in the middle of his count when a customer comes to the counter. He is interrupted in this work, which he realizes must be done at a certain time, and instead of the usual pleasant reception, this customer is met coldly by a bothered man. The customer sees this and doesn't like it and soon takes her leave without making a purchase. This kind of thing goes on all over the store and the result is a large falling off of sales.

Last summer during July, I had occasion to go into one of our leading hardware stores for a padlock. I noticed several clerks in different parts of the store; but strange to say, none of them took any notice of me. They were taking stock. I approached one and stated what I wanted. I also remarked that my time was limited. The clerk, without looking up, said, "In just a moment," and went right on counting the balance of a barrel of butts. When he had finished I got my padlock—not before. That was the first time I had ever been in the customer's place under a like situation. Had I not been acquainted with the ins and outs of a store, I should have been offended and gone elsewhere for what I wanted; but we had just finished our own inventory and I knew that similar circumstances had occurred in our own store time and again.

A remedy for this evil is that some, at least, of the extra help be kept until after the inventory has been taken. Have some of your clerks to take account of stock and others to attend to the trade. The customers should be made to feel, at all times, that they are of paramount importance. Do not keep

them waiting until you have finished measuring a forty-yard bolt of cloth or counted a half-barrel of butts. Five minutes of their time may be worth more than an hour of yours; and by this sort of negligence a good-paying customer may be lost for all time.

MAC ALLAN.

Will There Be a Collar and Cuff Trust?

Troy, N. Y., Jan. 16.—The efforts of foreign capital, through the banking house of J. P. Morgan & Co., to form into a trust Troy's great collar, cuff and shirt industry, first announced in Commercial America, is the principal topic among business men here. It would not be surprising if attempts in this direction were again made, for it has been said that an English syndicate is most eager to control this city's chief industrial interest. The plan is a stupendous one and involves many millions of dollars, to say nothing of thousands of operatives who would be affected. The collar, cuff and shirt industry of the United States would be seriously affected by a coalition of the interests of Troy manufacturers. If a scheme of this kind were carried into effect it would doubtless lead to a readjustment of the wage scale in every factory controlled by the syndicate. This, in all probability, would antagonize the labor unions.

Bonnet strings are to be worn by fashionable women. They give more security to a bonnet than pins in false hair can do and they make a lovely hiding place for impudent wrinkles that play under the chin.

A man has a right to attract attention by wearing long hair if it is the only distinguishing feature he has and if it enables him to get more dupes and sell more medicine than he could if dressed like a gentleman.

Making Silk from Cotton.

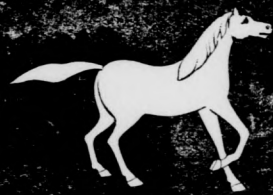
The Merrick Thread Co., at Holyoke, Mass., has begun the manufacture of gilt-edged Bulgarian silkin thread, which is a silk made from cotton by means of a powerful acid process. The manufacture of silkin on an extensive scale in this country is original with the Merrick company.

About 30,000 bales of cotton are booked for shipment to Japan this winter from the single port of Seattle. This is said to be 50 per cent. more in value than the value of all American exports to Japan during the season of 1894-95.

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 \$2.00 to \$10.00. Men's pants 75c to \$4.00. Complete outfit free. Write for particulars.

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

New arrivals of

Wash Goods

Prettier than silks.

P. Steketee & Sons, Jobbers,

Grand Rapids, Mich.

The Latest Colors



Are to be found in the new line of high grade ribbons for which we have just placed an order. We also carry the Picot edge and plain satin in No. 1 on spools all colors. Write for prices.

Voigt, Herpolsheimer & Co.

Importers and Jobbers,
Grand Rapids, Mich.

Woman's World

The Debutante Dear in More Senses Than One.

Undoubtedly heaven's choicest gift to adoring parents is a beautiful daughter. It is also one of the most expensive luxuries in the world. This should occasion no surprise. The desirable things of life must always be paid for, and they always come high.

To every father it is always a matter of profound amazement when he finds out that his little girl has grown up and is old enough to be presented to the world of society. Secretly he always thinks of her as being in the nursery drinking cambric tea and playing with her dolls, and as going on indefinitely in a kind of perpetual childhood. It is on this unsophisticated and Arcadian dream that his wife breaks in one day with the announcement that Mary is to make her debut, and she will need to have more money.

"She'll need a new frock, eh?" says papa, reaching for his checkbook.

"Need a new frock, indeed," repeats experienced mamma, scornfully. "She'll need at least twenty!"

And then papa begins to get some idea of the real money value of the treasure of his heart, for a debutante toils not, neither does she spin, yet Solomon, in all his glory, was not arrayed like one of these. Of course, the real expense doesn't begin with a girl's formal coming out. There has been a long period of preparation. She has been expensively educated. She has had lessons in dancing and reading and music and the little accomplishments designed to make her shine in society, for the clever mother doesn't trust anything to chance these days, and a girl is trained for society as thoroughly and systematically as if it were for a profession by which she was to earn her daily bread.

But what does it cost to carry a debutante through her first winter in society?

If she is a good little girl, who is careful of her clothes, and has a mother who possesses a genius for knowing how to "do things," she can get through by close economy on from \$1,000 to \$1,500. If she is a girl who is reckless of gloves and little belongings, and hasn't a managing mamma, goodness knows what it costs!

The other day several experienced society women were discussing this interesting question in a little white and gold boudoir that was fitted up for a debutante of a season or two ago, and this was the way they figured it out:

"To begin with," said a handsome matron, who had been "brought out" regally in the old regime, and who has "brought out" a charming young daughter herself; "to begin with, a debutante has to have an entirely new supply of clothes, every whit as expensive as a bride's trousseau. Of course, her simple little school-girl frocks won't do, now that she is the observed of all observers. Debutantage is a kind of lottery, and everything depends on getting the right start. Of course, a girl can live down the blunders she makes when she first comes out, but it takes time, and it is infinitely better for her to be well presented, and to make the impression from the start of being always suitably gowned. Naturally she is dressed with the traditional simplicity; but it is a simplicity that costs money. The simple white muslin of the young

girl now is mousseline de soie, made over silk, and if that doesn't cost a pretty penny to keep fresh and crisp, I don't know what does.

"If there was ever a time when one frock could be made to serve every purpose, like the ones the heroines in novels wear, where the addition of a bow of ribbon changes a street dress into a swell decollete dinner gown, it isn't now, and the up-to-date debutante must have tailor-made, silk-lined walking gowns, elaborate dinner gowns, fancy opera and theater gowns, gowns to wear to simple affairs, and others for big functions, gowns to read in, to sit in, to do nothing in, bicycle suits and golf suits, if she is athletic, gowns specially designed for every hour of the twenty-four. There must be all sorts of different hats to wear with different costumes, and different shoes and satin slippers, and heaven knows what little accessories. There must be a long, brocaded opera cloak to wear to balls, a little one for the theater, a dress wrap for calling and receptions, and a plain cloak for shopping, silk petticoats and stockings, and so on. If her mother buys all this for \$1,000 she is a very good manager, indeed.

"Then comes the coming out reception, or tea, at which the young girl is introduced to her mother's friends. With good judgment that can be given by one who knows how for about \$150, although it may be easily run up to twice that figure, or even much higher. Still, that would give a nice one.

"During her first winter in society a girl generally wears white for evening entertainments. Of course, it must be immaculate, and that requires continual refurnishing, as tulle, or chiffon or mousseline de soie gets rumpled, and crushed, and soiled so easily. Even a careful girl can hardly wear a tulle dress more than three times without its needing to be freshened up or changed. This involves either sending it to a dressmaker or keeping a seamstress in the house, both of which are fruitful sources of expense. Then take the matter of gloves. I should say it would be a very moderate allowance for a girl to use two dozen pairs in a season. As the long ones for evening wear cost \$3.25 a pair, that foots up a pretty bill. Then there must be satin slippers, certainly not less than half a dozen pairs, unless the girl is a wallflower, and there is between \$30 and \$40 more gone in that. Of course, all this allows nothing for a maid, who is almost a necessity for a girl who is going out continually, and is too busy to look after her belongings."

"Let's see," said a woman who had been taking notes, how does it figure up:

Gowns, wraps, lingerie.....	\$1,000
Reception	150
Gloves.....	75
Fans, ribbons, etc.....	100
Total.....	\$1,325

"And that's a very conservative estimate," added the handsome matron, who knew what she was talking about. "You can easily see how much more it may be made to cost. A debutante is just about the most expensive luxury one can think of, and if she should happen to be chosen as one of the carnival queens, it is simply bankrupting to her family, and positively almost reduces them to bread and water for the remainder of the season.

"Of course, this estimate makes no allowance for any entertaining besides the original reception at which the girl is presented. But that doesn't end the

matter by any means. There must be a succession of balls, or parties, or at least small dinners, and butterfly luncheons for the buds, each of which is, of course, a matter of considerable expense. First and last, bringing out a young girl is bound to increase the family expenses at least more than a thousand dollars, even with the most conservative and capable management. Debutantes are 'dear' in every sense of the word."

And what does the debutante think of it all?

She thinks that indulgent papas and big checkbooks are a combination especially designed by a merciful providence to make the way of debutantes smooth and easy. For the rest, she has troubles of her own.

"Being a debutante isn't all the fun people fancy it is," she said. "In the first place, one's coming out is an ordeal. For weeks we've been pulled about from shop to shop, and fitted on, and tried on, until we are just sick and tired, and on the verge of nervous prostration. Then the day comes for which we have been preparing and looking forward for so long. We know what our families expect of us, and feel that if we are dead failures we had better go out and commit suicide at once. All our female relatives come to help us dress, and criticise us and our appearance, and mamma comes to the door and tells us over again who is who, and what we must say to so and so, and at last we go down with pretty much the same feelings that green soldiers must experience when they line up the first time before the cannon.

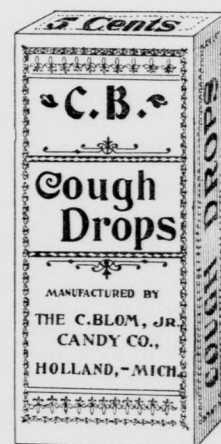
"Then people come and go, and we stand there, and smirk, and smile while we hear the clatter of knives and forks, and laughter from the dining-room, and we wish we dared throw down the flowers that are making our arms ache and run and join in the fun. Then there's the first dance we go to, when we sit in the shadow of mamma's skirts and wonder if anybody is going to invite us to dance, and simply beam with gratitude at the first man who asks for a turn. It breaks the ice, you know, and others come. After that life is a perfect paradise, or a howling wilderness. You go everywhere and have theater parties given you, and people say little Mary Jones is the most popular debutante, or else you are branded once and forever as a wall flower. Do you know, I could weep for pity when I look at those poor girls who sit out dance after dance unless some good-natured hostess simply bulldozes some man into dancing with them. Mustn't it be ghastly? But you'd never catch me offering myself up as an object for public sympathy. The very first time my dance card isn't filled I'm going to go in for reading, or philanthropy, or matrimony, or something else as desperate.

"What do I think is the best qualification towards making a debutante a

success? Oh, I don't know. Prettiness, I suppose, but you know there aren't many howling beauties when you come to think of it. Then the ability to do something—sing negro songs, or play the banjo, or dance a skirt dance, just for a few you know, or something like that. Cleverness? No," and the debutante shook her wise little head. "No, I think to be clever is a dreadful mistake for a debutante to make. Of course, sometimes we can't help knowing more than the boys who are the dancing set and who are expected to 'rush' the successful debutante, but those of us who are wise keep it to ourselves, and are apparently thrilled by everything every addle-pated Cholly says to us. Then there are the old men, who really make the success of a debutante, you know, the old fellows in the clubs who pass upon our merits. We must seem simply sweet to them. Should a debutante be clever? Not on her life!"

The debutante smiled. "But I tell you what," she ended, "the greatest factor in any debutante's success is having the right sort of a mother, and a papa with a nice, big check-book."

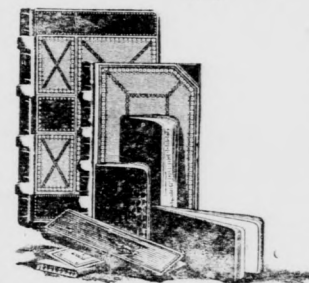
DOROTHY DIX.



For Sale by Leading Jobbers

My prices on all

Office Supplies



Will save you money. Mail orders a specialty.

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

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.

Three boys have 90 oranges between them divided as follows: the first boy has 10, the second 30, and the third 50. They are to sell them at the same price per orange, each boy to realize the same amount of money. In what manner do they dispose of them to get the desired result?

Around the State

Movements of Merchants.

Shiloh—Chas. Pike has put in a grocery stock.

Melvin—E. L. Moore has removed his drug stock to Roseburg.

Lake Odessa—A. Tolles succeeds Tolles & Dally in general trade.

Stevensville—W. G. Mielke has sold his general stock to Robert Liske.

Pierson—L. G. Fox, of Bradley, has opened a meat market at this place.

Olivet—Miss J. Annie Willis has sold her millinery stock to E. C. Corey.

Allegan—S. D. Pond will remove his jewelry business into the Parker Block.

Muskegon—Tromp & Roach, grocers, have dissolved, Mr. Tromp succeeding.

Port Austin—N. P. Whitelaw has purchased the drug stock of Edward B. Gibson.

Montrose—Forsyth Bros., of Bay City, have purchased the meat business of Wm. Stevens.

Adrian—S. Bodenheimer has purchased the Leader department store at 14 Maumee street.

Zeeland—J. Van Gelderen will add a line of agricultural implements to his carriage business.

Pentwater—E. F. Plummer has embarked in the meat business in the Haughey building.

Otsego—Kohlenstein Bros., dry goods dealers, will open a branch store at Allegan about March 1.

Cassopolis—J. H. F. Mullett & Co. succeed Thomas & Mullett in the drug, paint, oil and book business.

Grand Ledge—W. R. Clarke continues the hardware business formerly conducted by Kiser & Clarke.

Port Huron—The McCormick Harness Co. succeeds J. McCormick & Son in the wholesale harness business.

Detroit—Jos. Lathrop, Jr., is succeeded by Roberts & Smythe in the wholesale dental supply business.

Lake City—Gleason & Murray, grocers and meat dealers, have dissolved, E. W. Murray continuing the business.

Alpena—The Gately, Donovan Furniture Co. will remove its stock to the Johnson block, where it will occupy two stores.

Detroit—A. Barron & Co. succeed Metzger & Barron in the wholesale and retail crockery, glassware and tinware business.

Stetson—The Butters & Peters' Salt & Lumber Co. is starting a general store at this place, with Guy Vaughan as manager.

Grand Junction—W. H. Smith has sold his drug stock to Frank A. Moon, who was for several years in the employ of Mr. Smith.

Sturgis—Cary Daymon and Adam Longnecker have formed a copartnership to engage in the grocery and dry goods business.

Carson City—John W. Hallett, hardware dealer, has admitted his son, Roy, to partnership, the firm name being J. W. Hallett & Son.

Blissfield—P. A. Paul has purchased the interest of his partner, H. M. Collins, and will continue the shoe business in his own name.

Detroit—The German Grocery Co. has merged its business into a stock company under the style of the German Grocery Co., Limited.

Menominee—Guensburg & St. Peter, dry goods dealers, have dissolved partnership, Michael St. Peter retiring. Adolph E. Guesburg will continue the business.

Lansing—F. H. Holder has purchased the bazaar stock of R. B. Shank & Co., and will remove it to his store on Washington avenue south.

Lyons—S. W. Webber, Jr., has sold his general stock to M. A. Herrick, of Farwell, who has several other stores of similar character in the State.

Fowlerville—A. J. Hams has rented the north half of G. D. Hamilton & Co.'s furniture establishment and will put in a bazaar and notion stock.

Kalamazoo—E. E. Ford has resigned his position as Teller of the Kalamazoo National Bank to take the position of Secretary of the Wolverine Paper Co.

Menominee—The cigar firm of Jones & Maciukiewicz has dissolved, Geo. J. Jones retiring. John Maciukiewicz will continue the business in his own name.

Pontiac—F. E. Starker has retired from the clothing firm of Starker, Hammond & Judd. The business will be continued under the style of Hammond & Judd.

Ovid—A. C. Farmer, who has been engaged in business here for over thirty years, has removed his dry goods stock to Durand, where he will continue the business.

Onway—W. C. Sterling & Son, of Monroe, have opened yards here for the purchase of all kinds of cedar stock. They also contemplate opening a general store.

Lake Odessa—B. McKelvey has purchased the interest of his partner in the hardware firm of McKelvey & Townsend and will continue the business in his own name.

Muskegon—J. Hoogstraet and Niel & Alewines, flour and feed merchants, have combined their stocks and will continue the business under the style of Hoogstraet & Niel.

Benton Harbor—W. L. Hogue has sold his stock of shoes, men's furnishing goods, rubber goods and trunks to Dr. S. M. White, who will close out the stock at once.

Brookfield—Mrs. Sarah Williams, who has continued the general merchandise business since the death of her husband, is closing out her stock and will retire from trade.

Marquette—A. E. Archambeau and Louis Getz, dry goods dealers, have formed a copartnership under the style of Archambeau & Co. to engage in the clothing business.

Shelby—Caleb Cox has sold his meat market to his brother, W. F. Cox and will go to Interlochen, where he expects to open a meat market in partnership with Elijah Toner.

Escanaba—A new stock company has been organized at this place under the style of the Mead Drug Co., to succeed J. N. Mead. Mr. Mead will have the management of the business.

Holland—K. Schaddelee and John Vandersluis have purchased the east store building in the Kiekintveld block and Mr. Vandersluis will occupy the same with his dry goods stock.

Manistique—Baker & Bashford is the style of the new firm which will embark in the heavy hardware and tinware business at this place about Feb. 1. Both gentlemen are from Rapid River.

Bellaire—The general stock of J. E. McCutchan & Co., which was seized by Burnham, Stoepel & Co., of Detroit, a short time ago, was sold at mortgage sale to C. E. Densmore, who has been in charge of the stock for Burnham, Stoepel & Co., and who foreclosed their mortgage. Mr. McCutchan will remain in charge of the stock.

Negaunee—It is reported that B. Neeley will move his hardware stock to Calumet in the spring. Mr. Neeley has been located here for a number of years, but worked at the tinner's trade in Hancock twenty-five years ago.

Allegan—John C. Stein & Co., dry goods dealers, have leased the store building of H. Coykendall, who is closing out his stock of china, glassware, silverware and bazaar goods in order to make room for the new occupants.

Big Rapids—J. K. Sharpe & Co. have removed their grocery stock to the store building recently vacated by N. H. Beebe, who conducted a successful grocery and feed and hay business here for twenty years and who has now gone to Ann Arbor to reside. Big Rapids loses a respected citizen and a good business man. Sharpe & Co. will add to their grocery stock a line of feed and hay.

Hancock—In this part of the country, where Jack Frost holds forth nine months of the year, where sleighing is good for six months at a time, where snow is often five feet deep, and 20 degrees below zero is no uncommon thing, it is strange to see the hardware man, John Funkey, laying the tin roof of the Leibline block. This winter has been remarkable so far on account of its mildness.

Ypsilanti—C. W. Rogers, who has been engaged in the drug, book, paint and oil and wall paper business for the past twenty years, F. A. Boyce, who has been connected with Mr. Rogers during all this time as clerk, and Geo. C. Bradley, formerly Cashier of the First National Bank, have formed a partnership under the style of C. W. Rogers & Co. to continue the business. Mr. Rogers has also a branch store at Ann Arbor, to which he will give most of his attention.

Chester—The stock in the co-operative (Patrons of Industry) store has been purchased by A. L. Spafford, who has managed the business since its inception. The patrons invested \$600 in the concern and, although the goods on hand inventory only \$700, the indebtedness amounts to \$600, so that the original capital has been sunk. The store was conducted on the 5 per cent. basis, so dear to the hearts of the P. of I.'s, and has been a disturbing element in the retail trade of Eaton county.

Hancock—Appraisers Richardson and Emery estimate the total value of the clothing and furnishing goods of Herman Stark recently recovered at \$3,872.57. A large quantity of these goods have been identified by various creditors, who have filed a petition asking that these goods be returned to them. Of course, this will be opposed by other creditors, who think they are entitled to their proportion of assets, whether the goods are identified or not. The hearing for the disposition of the newly recovered goods will take place Jan. 20 in the Circuit Court.

Manufacturing Matters.

Royal Oak—G. A. Dewey and Jacob Lawson have formed a copartnership and will erect a store building which they will occupy with a hardware stock. They have also purchased the local lumber yard from the receiver.

Adrian—The Lamb Wire Fence Co. has increased its capital stock from \$50,000 to \$100,000 and elected the following officers: President, Charles G. Hart; Vice-President, J. V. Defoe; Secretary, H. R. Lamb; Treasurer and General Manager, W. H. Burnham.

Battle Creek—The firm name of the Hall-Jones Cycle Co. has been changed to the Battle Creek Cycle Co.

Port Huron—Adam L., Henry W. and Geo. P. Smith have purchased the Scofield Boiler Works and will continue the business under the style of Smith Bros.

Hastings—A change in the personnel of the lumber firm of Bentley, Rider & Co. has been made, Miss Gertrude Bentley being succeeded by H. G. Bentley.

Battle Creek—Perry Wolfe, who has been manager of the flouring mill of Wm. Merritt for a number of years, has leased the premises and will carry on the business himself.

Detroit—The capital stock of the Ideal Paint Co. has been increased from \$12,000 to \$19,000 by William Reid's subscribing for \$2,000 additional and R. C. Olin for \$5,000.

Jackson—The Avery Manufacturing Co. has been organized at this place, with a capital stock of \$5,000, for the manufacture of buggy bodies, surreys, phaetons and sleighs. The officers of the company are as follows: President, S. H. Carroll; Secretary and Treasurer, T. J. Birney; Manager, James Avery.

Muskegon—The F. Alberts Hardware Co. has purchased a controlling interest in the patent on the Elliott economy atomizer, a device for spraying plants with paris green or other exterminators, and will manufacture the goods at this place. H. E. Elliott, the patentee, will act as traveling agent for the company.

Menominee—A company will be organized at this place, with a capital stock of \$5,000, for the manufacture of a patent combination overall, shirt and jacket made of denim. The incorporators are N. Revish, Chicago; M. B. and R. Osbinsky, Marinette, and Dr. F. Gregory and C. A. McGinley, of this place.

Detroit—The Davidson Pipe & Novelty Co. has filed articles of incorporation. It will manufacture pipes and other articles from wood fiber, pulp chips and papier-mache in this city on a capital stock of \$15,000, of which \$9,000 has been paid in. The stockholders are: Wm. C. Anderson, 25 shares; Wm. C. Anderson, trustee, 275; John Kelsey, 300; George R. Davidson and Emma Davidson, Lenox, Mich., 150 shares each.

Detroit—Articles continuing the corporate existence of the C. E. Smith Shoe Co. for thirty years have been filed with the County Clerk. The capital stock is \$80,000, all paid in. Following are the stockholders: W. D. Brackett & Co., Boston, Mass., 3,000 shares; George G. Snow, Brockton, Mass., 2,500; Edwin S. Woodbury, Boston, Mass., 1,000; Charles E. Smith, Detroit, 1,275; Henry D. Menzies, Detroit, 200; Richard G. Elliott, Detroit, 25 shares.

A. R. Thayer, who traveled for John J. Dodds & Co., Detroit, seventeen years, and for the past eight years has represented Williams, Davis, Brooks & Co. on the road, has engaged with Morrison, Plummer & Co. to represent them in the eastern half of Michigan.

There were 1,251 locomotives built in this country last year, of which 386 were for foreign countries. When one European country wants to get ahead of another country she knows where to find the locomotion.

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

Grand Rapids Gossip

Robt. Bell has embarked in the butter, egg and vegetable business at 535 South Division street.

Jacob Van Palen has opened a grocery store at Oakdale Park. The Ball-Barnhart-Putman Co. furnished the stock.

Weatherly & Pulte have just finished putting in a complete system of ventilation in the Ithaca high school building.

Frank Corner has engaged in the grocery business at 22 Plainfield avenue. The Ball-Barnhart-Putman Co. furnished the stock.

L. J. Snyder & Son have embarked in the grocery business near Manton. The Ball-Barnhart-Putman Co. furnished the stock.

The failure of Geo. R. Mayhew, the Monroe street shoe dealer, is one of the most unfortunate affairs of the kind that has ever happened in the city. From the time Mr. Mayhew purchased the business from Mr. McCord, fifteen years ago, up to the time when he was compelled to relinquish the management of the business by illness, he made money every year, enjoyed a constantly increasing patronage, stood well with his creditors and was recognized by his acquaintances as an upright and progressive business man. In an unhappy moment he was stricken with locomotor ataxia and, for the past four years, he has been an invalid and, a portion of the time, confined to his bed. So severe has been the attack that, for several months at a time, he has not been able to give the business any attention whatever, and during this time its management lamentably devolved upon a relative who proved to be unequal to the occasion. Mr. Mayhew is now left practically penniless, without a dollar in the world, and is compelled to take up his abode at a hospital in order to reduce the expense of living to the lowest possible limits. While the failure is to be regretted because of the distressful position in which it places him and his family, Mr. Mayhew still retains the friendship of his acquaintances and the respect of his creditors, all of whom will join the Tradesman in the hope that he may ultimately recover his health and be able to regain the credit and prestige he so long enjoyed in this community.

More changes have been made among the officers of the local banks the past year than in many years before; in fact, the time cannot be recalled when so many and such radical changes have occurred. It began last summer, when Marsh H. Sorrick became Cashier of the State Bank, to succeed Charles F. Pike, who had been Cashier from the organization of the Bank. Then William A. Shinkman was chosen Cashier of the Fifth National, to succeed William H. Fowler, who had been behind the desk since the Bank began business a dozen years ago. The Fifth National also increased its directorate by electing three additional members. In the National City John C. Fitzgerald and Col. George G. Briggs, who had been members of the Board for years, the latter serving for a long time as Vice-President, resigned before the annual meeting and James R. Wiley and Walter C. Winchester were chosen as their successors. J. Frederick Baars, who

had been Cashier of the National City and its predecessor, the City National, from the organization of the former in 1865—covering a period of thirty-three years without a break—was elected to the Vice-Presidency and Mr. Wiley succeeded him as Cashier. The death of Enos Putman created a vacancy in the Presidency of the Grand Rapids National and also the Peninsular Trust Co. The Grand Rapids National has elected Edwin F. Uhl as his successor, an office he held before he resigned to become Assistant Secretary of State and, later, Ambassador to Berlin. In the reorganization of the Board, also, John E. Peck, who has been Vice-President for several years, resigned and Joseph Houseman was elected to the office, and hereafter the office will be made rotary, with the view of giving each of the members of the Board, in turn, a share of the vice-presidential honors. The Peninsular Trust Co. has not yet reorganized and Vice-President Charles W. Watkins is for the present filling the executive office. The names of Thomas M. Peck and Sidney F. Stevens are both mentioned as successors to the late Mr. Putman, and the Directors will find it a difficult matter to decide which to select when both gentlemen are so well qualified, by ability and experience, to discharge the duties of the position. D. A. Blodgett has resigned from the directorate of the Kent Savings Bank, with the view of severing his relations with all business cares and responsibilities, and the vacancy has not yet been filled. Mr. Blodgett is also a Director and President of the Fourth National and has earnestly requested that he be relieved from further duties in that institution. He was re-elected to the Board by the stockholders, however, and the Directors, in reorganizing Monday, re-elected him to the Presidency. This, however, is probably only a temporary arrangement, as it is believed Mr. Blodgett will in time insist upon being relieved. He has rounded out a full half century of hard work and feels that he is entitled to a rest and freedom from business cares. In the Old National, L. E. Hawkins requested that his name be left off the Board, owing to contemplated long absence from the city, and E. G. Studley was chosen to succeed him. There have been other minor changes in the various boards during the year but those mentioned above are the most important and interesting.

Will Resume Business with More Modern Machinery.

The Ideal Clothing Company met with a severe loss by fire last Saturday night, the cutting room and machine room being entirely destroyed. Enough made-up stock was saved to supply the immediate needs of their trade and their business will go ahead with but little detention. New and modern machines have already been purchased by the company and will be immediately put into operation. This company changed its general management about one year ago, since which time the general appreciation of the trade has been evident from the liberal patronage they have received and the rapid growth of the company's business.

A bill has been introduced in the Virginia Legislature to tax unmarried men over 30 years of age \$1 each per year. Up-to-date fellows on millinery bills will hardly be stamped by a dollar a year tax!

Why National Banks Do Not Use More Circulation.

The National banks have the privilege, under the national banking law, to issue bank notes, and these bank notes form a considerable portion of the country's circulating medium. Probably there is no other feature in the banking business that is so little understood as this matter of bank notes, or circulation, and it is also probable that no other feature in the business has been so roundly and thoroughly denounced. To the ordinary mind the circulation is a special privilege which gives the National bankers the opportunity of realizing inordinate profits. It is figured that the bankers get 4 per cent. on their Government bonds upon which the circulation is based, and then get 6 or 7 per cent. interest on the bank notes issued. The returns, according to the usual way of lay figuring, is 10 or 12 per cent. on the money really invested. The facts in the case are very different. The profits on the circulation are so small, even under the most favorable conditions, that scarcely a bank in the country has all the circulation that the law allows, and some of the largest banks in the country have no circulation at all.

The law allows banks with a capital of \$500,000 or less to issue circulation to the amount of 90 per cent. of its capital, upon depositing the amount of the capital in Government bonds with the Treasury Department in Washington. Banks with a capital above \$500,000 and up to \$1,000,000 can have 80 per cent. circulation; up to \$3,000,000 it is 75 per cent., and above \$3,000,000 it is 65 per cent. This city has four banks in the 90 per cent. class, with a total of \$1,400,000 capital, and one of the 80 per cent. class, with \$800,000 capital, and the total amount of circulation these banks could take out is \$1,900,000, and the amount actually carried, according to the last bank statements, is \$1,085,550, or a little more than 10 per cent. The amount each bank could carry and the amount really carried is as follows:

	Maximum	Actual
Old National.....	\$500,000	\$44,307
National City.....	450,000	44,340
Grand Rapids National.....	450,000	43,050
Fourth National.....	270,000	45,000
Fifth National.....	90,000	20,950
Total.....	\$1,900,000	\$198,550

The reason so little circulation is taken out is because there are so many charges and expenses incident to it that the profits are almost invisible. The banks must first buy Government bonds to deposit as security with the Treasurer in Washington. These bonds are at a premium and \$100,000 of the new 4's, according to present quotations, would cost \$120,250. Bonds of the issue of 1907—the kind of bonds most of the city banks hold—can be had at a lower figure, and \$111,500 can be taken as the cost of the bonds. Upon these bonds circulation to the amount of \$90,000 can be taken out. The profits on the circulation can be figured out as follows:

Interest on the bonds.....	\$4,000
Interest on circulation, 6 per cent.....	5,400
Total receipts.....	\$9,400
EXPENSES AND CHARGES	
Tax.....	\$900 00
Cost of redemption.....	45 00
Express charges.....	3 00
Plates.....	7 50
Agent's fee.....	7 00
Sinking fund.....	686 60
Total charges.....	\$1,649 10
Net return.....	7,750 90

The amount of money invested in the bonds is \$111,500, and the interest on this at 6 per cent. is \$6,690. Deducting this from the net returns leaves \$1,060.90 as the profits on the circulation, or less

than 1 per cent. This estimate is based on the assumption that the entire circulation is kept out, but when the bank's reserve runs up to 40 or 50 per cent., the circulation, instead of yielding a profit, results in an actual loss. That the circulation is not so highly profitable as is commonly imagined is pretty conclusively shown by the small amount of it taken out by the banks, not in this city alone but all over the country.

Hides, Tallow, Furs and Wool.

The hide market moved up a peg all around last week, buffs hitting the 100 mark with ease. As for some years past, tanners seem to get more anxious as stocks get poorer in quality. There are not enough hides on the market to meet the demand. Bids are being made for them up to the asking point of the dealer, who is not slow to profit thereby.

Tallow is in increased demand. Old stocks are held closer, in the belief that the speculation in which they have been engaged so long will prove profitable. Corn and cottonseed oil and other soapers' stocks are plenty and it does not seem possible for tallow stock to advance very rapidly. There are no new supplies of any magnitude on hand beyond immediate demands.

Furs are decidedly quiet at firm prices, all dealers awaiting the result of the opening sales in London. Offerings are not excessive in any lines and good prices are looked for. There is, however, an uncertainty of how the seal question will affect foreign sales of other furs.

Wools remain firm under lighter sales for the past week, and also those confined to foreign and territorial wools. The sales of London opened yesterday and manufacturers and dealers are anxious on this side. States wool is held at home as high or higher than quoted at the seaboard. There are no sales of fleece in Boston or Philadelphia to govern the market, as holders there do not let go freely. Eastern houses are making enquiries as to the holdings and prices West, and have their buyers on the field in readiness in case the opening sales in London are propitious.

WM T HESS

The Drug Market.

There are no changes of importance to note this week.

Opium—The market is quiet at unchanged prices. The primary market is very firm and there has been a decided advance there. It would now cost \$3 to import. It is reported that nearly all the sowings are ruined by excess of cold.

Morphine—This article is unchanged.

Quinine—The demand is very good for this season and prices are unchanged. An advance within ten days is quite probable.

German Green Soap—This article has advanced, on account of duty.

Balsam Tolu—This article has declined, on account of large stocks.

Essential Oils—Cajuput has advanced and will be much higher on account of small stocks. Lemon grass is very scarce and has again advanced. The import cost at present is said to be over \$3.

Buchu Leaves—Have advanced.

Golden Seal Root—On account of light demand and free offerings, the price has declined.

The St. Johns Gas Co. has declared a dividend of 5 per cent. on the business of 1897, after paying all expenses and taxes.

Commercial Travelers

Traveling Men Should Not Smoke in Stores.

Written for the TRADESMAN.

He was a traveling representative of the well-known firm of Gettum & Holdum. He was young, bright, intelligent, well-dressed, thoroughly posted on his line and enjoying a goodly portion of well deserved patronage. He was in the town for the first time and for a special purpose. If possible, he wished to add to the already long list of Gettum & Holdum's customers the name of a particular merchant. He had never met this man personally but had often heard him spoken of by other men on the road as somewhat of a "crank," very difficult to sell to and very fastidious about the quality of goods. But so prompt was he in the payment of all obligations, and so extensive was his business, that his patronage was eagerly sought after.

Our young drummer had thought out carefully just how he should approach this man and just what arguments he should advance. He knew that his house was all right and his prices as low as anybody's, so it was with some degree of confidence that he entered the store. Unfortunately, as it proved, he was smoking. The proprietor was engaged when he entered, so he must wait a few moments. As he noticed a customer, evidently an old foreigner, puffing away at a big pipe, he continued to enjoy his fragrant cigar.

When he had gained a hearing with the proprietor and had begun to expatiate on the merits of his goods he was abruptly cut short by what seemed to him the most freezing tones he had ever listened to.

"Your house is all right; I don't doubt your goods are as you represent them, and that your prices are as low as I am getting these same goods for. However, I am now doing very well on the lines you carry.

"You entered my store smoking and have continued to puff away until the necessity of showing me your samples caused you to stop. Now, if I used tobacco in any form myself, I should not think of doing so in my store and in the presence of my customers. I should not put up for a single day with a clerk who insisted on chewing or smoking about the store. True, I have to tolerate these things in my customers. The peculiarities of my trade and location are such that I have never felt it best to put any restraint on a man's enjoying himself in his own way while pur-

chasing goods of me if he does nothing more heinous than indulge in the use of tobacco. But a long time ago I made up my mind that if I bought anything of a firm whose representative came into my store indulging in a custom which I will not tolerate in myself or my employees, it would be because I stood in terrible need of goods which could be obtained of that house and nowhere else; here the speaker gave the young traveling man a particularly cool look and added, "in which case I should send a mail order to the house."

The drummer stayed not on the order of his going. He left at once. It was the only thing to do. He murmured something about "being sorry for having caused annoyance" and bade the merchant a "Good morning."

Our friend, the commercial traveler, was disappointed and a trifle crestfallen; but, not being too old to learn, nor too dull nor too conceited, he took his lesson to heart and never again offended in the particular in which he had been so emphatically and embarrassingly "called down."

At his leisure he considered the matter carefully, and decided that the use of tobacco, while trying, in whatever capacity, to sell goods to another person, is discourteous and unbusinesslike, and therefore to be condemned. This from a purely business point of view, not taking aesthetic or economic or physiological or ethical arguments into consideration at all.

You go to a busy merchant. This man is obliged to make all manner of concessions, to take no end of pains, to put aside his own pleasures and inclinations, to toil early and late, in order to win and retain the favor of the ever-whimsical and ever-fickle public. But, when he is buying goods, then it is his turn to have his peculiarities humored and his opinions and preferences deferred to. And, if you would win his favor, it is not wise to do aught that will detract from the deferential courtesy with which you ought to treat him. To enter his store smoking, or munching apples, or chewing gum is very nearly equivalent to saying, "Mr. Buyer, while I should like to take an order from you, I do not consider your patronage of sufficient importance to put myself on my best behavior for the purpose of securing it. If you choose to buy of me while leaving me free to indulge in my own inclinations, well and good; but I do not propose to govern my conduct by a lot of antiquated Sunday school notions."

You would not say this in so many words; but it is but little better to convey a like impression by your actions. The really desirable customer, the man who can pay and does pay, is apt to be pretty independent. He can buy when and where he chooses. Perhaps several rival jobbing houses are seeking his patronage, no one of which can do materially better by him than any one of the others. Clearly, he will be most likely to buy of the one whose salesmen, by tact, by agreeable manners and businesslike address, have created the most favorable impression. QUILLO.

Out with the Old—In with the New.

Lansing, Jan. 17.—The regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing, Saturday, Jan. 15. Present—President Hammell, Secretary Saunders, Treasurer McNulty, Directors Peake, Wood, Tyler, Palmer and Stevens.

A letter was presented from Mrs. Ada L. Sheller, of Hart, thanking the Board for its promptness in paying the claim resulting from the death of her late husband. Adopted and placed on file.

Secretary Saunders reported receipts since the last Board meeting on Nov. 27 as follows:

Death fund, \$2,470; general fund, \$1,249; deposit fund, \$108—all of which had been remitted to Treasurer McNulty.

Treasurer McNulty presented his report as follows:

General fund:
Receipts, - - \$1,484.76
Disbursements, - - 284.10

Balance on hand, \$1,200.66

Death fund:
Receipts, - - \$3,431.59
Disbursements, - - 3,500.00

Overdrawn on death fund, \$68.41

Deposit fund:
Receipts, - - \$167.00
Disbursements, - - 59.00

Balance on hand, \$108.00

Total amount in deposit in Peoples' National Bank of Jackson, \$3,240.25, as per statement attached; four outstanding checks of \$500 each on death claims not yet returned. The report was approved by the Finance Committee and, on motion, was adopted and placed on file.

Warrants were ordered drawn for the following bills:

J. C. Saunders, postage,	\$ 20.00
J. C. Saunders supplies,	1.62
J. C. Saunders, printing,	1.00
John R. Wood, printing,	1.90
F. J. Pierson, printing,	3.00
C. McNulty, salary,	74.38
Mrs. D. C. Slaght,	290.50
J. C. Saunders,	145.25

Director Tyler moved that \$600 be borrowed from the general fund and placed to the credit of the death fund. Carried.

The Treasurer then reported a balance in the death fund of \$531.49 and all death claims paid in full.

Director Palmer presented the following resolution:

Whereas, It is with regret that we part with President Jas. F. Hammell, Directors A. F. Peake, John R. Wood and Frank R. Streat, whose terms of office now expire; therefore be it

Resolved, That we extend to them our heartfelt thanks for the prompt and efficient manner in which they have discharged every duty imposed upon them and for the interest they have taken in the welfare of this Association; and we wish them God speed, well done, good and faithful servants.

The resolution was adopted and or-

dered placed on file, the motion being put by President-elect Hoffman and carried unanimously.

The Board of Directors for 1897 then adjourned sine die.

MEETING OF THE NEW BOARD.

President Hoffman called the meeting to order with the following officers present: Secretary Saunders, Treasurer McNulty, Directors F. M. Tyler, B. D. Palmer, C. L. Stevens, E. M. Converse, J. W. Schram and Chas. H. Smith.

President Hoffman then announced the following standing committees:

Finance—F. M. Tyler, Grand Rapids; B. D. Palmer, St. Johns; C. L. Stevens, Ypsilanti.

Printing—J. W. Schram, Detroit; Chas. H. Smith, Saginaw; E. M. Converse, Jackson.

Legislative—N. B. Jones, Lansing; J. R. Root, Vassar; Sig. Folz, Kalamazoo.

Railroads—L. J. Koster, Grand Haven; L. C. Langdon, Detroit; A. C. Wetzel, Grand Rapids.

Hotels—M. Howarn, Detroit; Fred Greenleaf, Leonidas; A. E. Baker, Grand Rapids.

Bus and Baggage—Chas. J. Lewis, Flint; C. W. Gilkey, Lansing; A. F. Wixon, Marquette.

Employment and Relief—E. Starbuck, Kalamazoo; F. N. Mosher, Port Huron; A. A. Howard, Coldwater.

Chaplain—John M. Fitch, Durand. Sergeant-at-Arms—John Duncan, Pontiac.

Treasurer McNulty moved that the members of the Board of Directors be allowed actual expenses for attendance at Board meetings and 2 cents per mile railroad fare from and to their homes. Adopted.

Warrants were ordered drawn for the following bills:

F. M. Tyler—\$4.20
John R. Wood—\$5.02.
C. L. Stevens—\$5.11.
B. D. Palmer—\$4.66.
A. F. Peake—\$3.58.
E. M. Converse—\$2.12.
J. W. Schram—\$4.12.
Chas. H. Smith—\$3.06.
C. McNulty—\$2.12.
John A. Hoffman—\$4.78.

The bonds of the Secretary and Treasurer having been referred to the Finance Committee, Chairman Tyler recommended that Treasurer McNulty be requested to return his bond for correction in form, so as to include individual members of the Board, and that President Hoffman be authorized to accept same when returned; also that the bond of Secretary Saunders be accepted. Adopted.

Proofs of death of James Kelly were presented and the claim was ordered paid.

Director Tyler moved that the Printing Committee be instructed to have printed 2,000 copies of the amendments to the constitution adopted at Detroit and that the Secretary be requested to insert same in the proper place in all constitutions on hand. Adopted.

The Board then adjourned, to meet the first Saturday in March.

J. C. SAUNDERS, Sec'y.

THE "EUREKA"



RECORD:
4 ACRES AND 280 HILLS IN
10 HOURS ON SOO GROUND, MEDIUM
SOIL ON LIGHT SOIL

LIST PRICE:
"EUREKA" PLANTER, \$15.00 PER DOZ.
"PINGREE" PLANTER, 12.00 "
"EUREKA" SACK, 7.00 "
DISCOUNT
TERMS

**SELF-LOCKING HAND
POTATO PLANTERS**

SOLE MANUFACTURERS,
GREENVILLE PLANTER CO.
GREENVILLE, MICH.



**THE "EUREKA"
PATENT
SEED AND FRUIT
SACK**

THE "PINGREE"



RECORD:
4 ACRES IN 9 HOURS AND
48 MINUTES, 2106 HILLS IN 1 HOUR
BOTH ON SOO GROUND
HEAVY SOIL

For Sale by Jobbers. Liberal Discount to Dealers.

The "EUREKA" for 1898. With Improved Tube and "Stud" Lock. As the tube is largest at the bottom, perfectly round all the way down, and free from obstructing bolt or rivet heads, it cannot clog, and as the "Stud" Lock relieves all tension on the front jaw, it cannot pick up the seed.

The "EUREKA" is 20 per cent. faster in light or mellow soil than any Stick Handle Planter made.

The "PINGREE," with "Stud" lock. The handiest, best finished and most durable Stick Handle Planter on the market.

The "EUREKA" and the "PINGREE" are the only Hand Potato Planters with Self-Locking jaws or adjustable depth gauge. As the jaws lock automatically the instant the Planter is raised free from the ground, the potato cannot drop through, nor can it force the jaws apart so as to permit the earth to enter between them and thus crowd the seed to the surface as the beak enters the ground.

Every tool warranted to work perfectly.

GREENVILLE PLANTER CO., Sole Mfrs., Greenville, Mich.

Mysterious Marriage of a Store-keeper's Daughter.

Written for the TRADESMAN.

Fifty eight years ago, one summer morning, one of the best two horse carriages of that period might have been seen driven by a young and fashionably-dressed lady on a public road which crossed the State Line from Pennsylvania into Jefferson county, Ohio. There were comparatively few railroads in the country at that time and public highways were the main lines of travel. After crossing the State Line, the carriage turned southward, and it was near the noon hour when it entered a thriving village and halted in front of a hotel, from which a man with bared head quickly emerged, assisted the lady to alight and, after conversing with her a moment, indicated with a wave of the hand the parlor she was to enter; then, calling his hostler, the team was driven away. Ten minutes afterward, his lady guest had requested a private audience with him and was imploring his aid in a seemingly important business matter.

"I am 22 years old and an orphan," she was saying, "and these papers (depositing a package on the table) will prove my assertions and respectability. I desire to marry, within the next two hours, an honorable and fairly well-educated young man 25 to 28 years of age, and as I already know you well by reputation, I beg you will aid in my selection, for which you shall be well paid. I may be followed here, thus my haste in this matter. I will further say to you that my husband to be cannot return with me nor have my address, and I shall leave him within the hour of our marriage, and we may, or may not, ever meet again."

"I left my lady guest at the dinner table with a good appetite," said the host, "as I went forth through our village on my singular mission. I knew almost every young man in town of the age required. From the first three found and to whom I stated my errand, I received most decided refusals to 'walk into the trap,' as they expressed it. Money seemed to lose its value at the bare thought of taking the chances. My fourth and fifth victims were more ready to talk, and the last one, a really sensible and good-natured head clerk in a grocery store, said he doubted whether his prospects in life could be any worse if he married the girl—he had only himself, Jim Thompson, to look out for, and as the lady might never present herself for recognition, he might possibly sometime inherit a windfall as a result of the marriage. Said he regarded marriage as only one of the business partnerships of life, at the best."

"I took Jim home with me and introduced him to my guest, with whom he held an audience of just thirty minutes, and then I was summoned to go for the parson. The young couple were lawfully married and a certificate executed in duplicate was given to each, in the presence of several witnesses. I never knew what the parson's fee was, but I myself was the recipient of \$50 from the bride; and Jim said \$250 and an affectionate, hearty kiss were donated him for his part of the farce, and I noticed that the same evening he treated the crowd at my bar right royally on the strength of that marriage."

"The bride was in haste to leave town," continued the landlord, "and ordered her carriage to be in waiting at the door when the marriage ceremony should be over. Jim, who was attired

in his best suit, assisted his wife into the vehicle, and then, to the surprise of the spectators, seated himself by her side on the left, while she held the ribbons and drove rapidly away in exactly the contrary direction from which she had come!

"When I saw Jim again that evening, and enquired why he had returned, he said that, just at the border of the village, Mrs. Thompson had kindly asked him to leave her, she appearing in the best of spirits and saying that he would probably see or hear from her again in due time."

"Very early the following morning, news was brought to the village that a runaway of a span of dark bay horses attached to a carriage with only a lady occupant had occurred early the evening previous five miles north of our village, and that the left arm of the lady was broken and her skull fractured near the right temple. She was yet alive, but unconscious, and the physician called despaired of her recovery. I sent for Thompson at once," said the landlord of the "Southern Hotel," "and advised him to go immediately to the scene of the accident, as I felt certain, from the description, that his wife was the lady injured. It proved to be the case and the lady was brought to my house, where, for nearly three months, she lay unconscious; but at last, by raising a portion of bone which pressed upon the brain, her reason was restored and a complete recovery followed. In the meantime, her uncle, a merchant in a village in Pennsylvania, had learned of the accident to his niece and also of her marriage, and came to see her; but, believing she would not survive her injuries, he agreed with her husband that it was not wise to attempt her removal."

"From the day Jim had brought his injured wife to my hotel," he continued, "he had left his position at the store and devoted every hour to her care and comfort, sparing no expense for medical aid, and at the same time grieving over what he believed would be his irreparable loss. No husband could ever have been more faithful to a loved companion than was James Thompson to his stranger wife, and the scene when the young lady's reason first returned, and she realized the situation and the unexampled love and affection with which her husband regarded her, was truly pathetic and, without doubt, contributed to her recovery."

"What caused the hasty marriage of the girl to an entire stranger? Let her own recital to her husband be the answer:

"My father died," said she, "when I was 15 years old, leaving all his property, consisting of real estate, cash and merchandise, to me, his only heir at law. This entire property was placed in care of his only brother, who had been his faithful clerk and book-keeper for years previous, and was one of the executors of the will. In consideration of my uncle's labor and care of the property, he was to have \$1,500 a year for his services, he to continually keep the stock up to a certain limit, from the rents of lands, buildings and the profits accruing from annual sales, until my marriage. It was also stipulated that, on my sixteenth birthday, I was thenceforth to be the only book-keeper and cashier of the establishment while I remained single. Thus I might 'keep watch and ward' over my own. I was the last of my father's family, and my uncle, knowing this fact, and that the

legacy left me was worth in all nearly \$50,000, and still increasing, greatly desired it should be handed down in the family name, and to this end, for more than two years past, I have been constantly importuned to marry his eldest son, my own cousin, notwithstanding my protests and point blank refusals; and, as I knew the will placed me in full possession of the property the moment I married, even should I never live with my husband a day, such a marriage seemed my only source of relief, although exceedingly distasteful to me. I will admit that, when I parted from you, it was with the feeling of the probability that you would never be my husband except in name, but that I had well repaid you for your kindness, and would release you by divorce at my pleasure; but I now believe that an accident has fortunately bound us to each other for life, and I can only repay you by acting the part of a grateful and dutiful wife. As soon as I am able we will go home and you and I will manage my property together. And 'we'll live happy ever afterward,' as the story books say." FRANK A. HOWIG.

Only three states produce more butter each year than Wisconsin and but one more cheese. Its dairy products alone are worth over \$35,000,000 a year, and its dairy industry has been developed in the last twenty years. Prior to that time it was a grain-growing State. It has now 951 creameries and 1,570 cheese factories.

The most expensive carpet in the world is now on the shelves of the Gobelins factory. It is worth £10,000, and was made during the years 1869 and 1870. It was ordered for Napoleon III., but was unfinished when the Franco-Prussian war broke out. When that war was finished he had no use for it.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Tartarine Out of the Market

Michigan's Pure Food Commissioner has ruled that Tartarine is not salable, and we request that all persons in Michigan who have any in stock would return it to us or to the jobber of whom they bought it.

Wolverine Spice Co., Grand Rapids, Mich.

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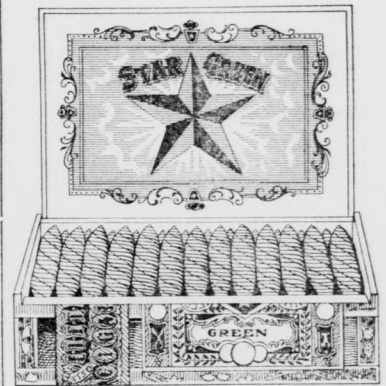
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For Sale by All Jobbers.

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.

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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 19, 1898.

THE UNSYMPATHETIC CLASS.

The development of a distinct class of professional politicians, devoted to the pursuit of office rather than to the defense of sound principles and the promotion of the general welfare, is a menace to popular liberty. It is true that even in a democratic republic only a comparatively small number of those who are legally qualified to exercise the right of suffrage have the leisure and ability requisite to the mastery of the more difficult questions of political philosophy, constitutional law and public policy, and where such questions are concerned the people generally would do well to follow the guidance of specially trained statesmen. There is a vast difference, however, between the patriotic citizen who gives his time and strength to the study of law, finance, diplomacy and practical administration, with a view to the service of the whole country, and the professional politician who seeks to advance his own personal interests by securing control of the machinery of party organization and management. A specious plea may, indeed, be made for the latter on the ground that, having fully accepted all the distinctive principles of his party as essential to the prosperity of the Nation, his party service is really an expression of patriotic devotion. On that ground a Democratic President has been denounced as undemocratic after his refusal to make what is called "a clean sweep." The inevitable tendency of a strictly partisan civil service is to build up a class of politicians who look upon office-holding as the proper incentive, reward and aim of political activity.

The advocates of the partisan system of appointments declare that they are opposed to the opposite system—based upon competitive examinations and sustained by the practice of making no promotions except for merit, and no removals except for cause—because they apprehend that it would foster the growth of a class of permanent office-holders not in sympathy with the masses and, therefore, unfit for public service. But, in reality, what they profess to fear is far more likely to be brought about by dealing with public offices as the legitimate spoils of partisan victory. In the first place, the class of professional politicians has been recruited and maintained for many years by the practical adoption of that low

and debasing view of the civil service, and no class could be more lacking in sympathy with those nobler popular aspirations which impart dignity to national life and afford the surest ground of national sanity. In the next place, the practice of removing indiscriminately all officers of the Government, from the highest to the lowest, who are not members of the party in power, deprives thousands of their only means of subsistence and leaves them without any definite prospect of other employment.

The ex-office-holder has to begin business anew; he has broken away from all his old professional or trade connections; somebody else has his former place in the counting-room or the store. He has saved very little, if any, money; for the people will not consent that their servants shall be paid for four years' work enough to support them through that term and four following years of enforced idleness. The classification of a great deal of the civil service has already very largely reduced that woe-begone multitude which goes out of office to hunt for private employment whenever a change of parties occurs in the administration of the General Government. It ought to be reduced at once to the lowest possible figure; for it is an unhappy, restless and dangerous class. It is often said, and it is probably true, that a man who has held a clerical position under the Government for four years is largely unfitted for service in any private business. Such a man is no longer one of the people. He has very naturally become an ardent politician, not because he is so much impressed with the superiority of his party's foreign or financial policy, but because he cannot hope that any other party will give him an office, and now he dreams of nothing else.

Whether it is best that any Government appointee should have a life tenure is a question that may be open to debate; but even if it could be shown that a life tenure is never in any case defensible, that demonstration would not in the least strengthen the argument against the policy of competitive examinations, or be used to prove that "the clean sweep" practice is otherwise than demoralizing both to the personnel of the civil service and to the organization of parties. Neither could anyone logically abandon the cause of civil service reform upon the clearest possible proof of the charge that the examinations to which applicants for appointments are subjected are not calculated to test their fitness for the positions they seek. If the examinations are not to the point, let other examiners be appointed, or let questions of a different nature be prescribed by law. But the arguments that the enemies of civil service reform make in Congress are intended to impress the people with the idea that the whole scheme is essentially absurd, and do not at all convey the reasons which really account for that opposition to the reform which is entertained by all professional politicians.

A large and influential class of American citizens will rise up and call Blanco blessed if he succeeds in getting tobacco over here in such quantities that it may again appear among the necessities of civilized life. We are all firm believers in patronizing home industry, but cabbages and corn husks seem to have been designed by Providence for some other purpose than cigars. If ever there was a friend in need, Blanco promises to be one to the downtrodden smokers of America.

AMERICAN PUSILLANIMITY.

Late advices from Peru tell us that the life of Victor H. McCord, an American who has a claim pending against the Peruvian government, is momentarily in danger and that violence will certainly be offered him again unless an American warship enters a Peruvian port and notifies the government of that country that any injury inflicted upon McCord will be followed by a bombardment. Mr. McCord is still a resident of Peru.

Will this action be taken by the Government at Washington? Hardly, but we will have to wait and see. The past conduct of our Government with reference to this claim does not justify the expectation of any noticeable exhibition of vigor. McCord, an American citizen in Peru, was imprisoned in a foul dungeon and brutally treated by the local authorities of a Peruvian town in 1885 and was not released until \$10,000, the price demanded for his release, was made up by other foreign residents of the place and turned over to the prefect of the department. A claim for damages was lodged with our State Department immediately upon McCord's release, nearly thirteen years ago! First it was \$200,000, then scaled to \$100,000; now it is only \$50,000, but still unpaid after three or four American Secretaries of State have attempted to collect it! Peru has never denied the facts, but she has successfully procrastinated and put off settlement to the present time.

Is not this statement of the history of this claim a statement of another outrage against the claimant by his own Government? Contrast our weak and tortuous diplomacy with the recent action of Germany at Port au Prince, or of Austria against Turkey! The United States looks contemptible by comparison and American citizenship is degraded in foreign eyes.

We have such a way of allowing every man to shift for himself at home, such an every-man-for-himself-the-devil-take-the-hindmost policy, that we carry this indifference into our diplomacy. It is a humiliating fact that Americans abroad are the most poorly protected by their flag, citizenship or country of any representatives of any other respectable, first-class power on the earth. If we were deliberately pursuing a policy to keep Americans at home and prevent the extension of our commerce and influence, we could not hit upon a better one than this indifferent protection of Americans in other lands.

TO CHANGE INAUGURATION DAY.

Senator Hoar has presented to the Senate a constitutional amendment providing for the substitution of the 30th of April for the 4th of March as the date for the inauguration of the President and Vice President of the United States and beginning of the terms of congressmen. The 4th of March has long been considered an inopportune time for the inauguration ceremonies by reason of the raw and dangerous weather generally prevailing in Washington at that date.

A later season for the inauguration might be better than the present fixed date, from a standpoint of comfort and health; but from a practical consideration of the best interests of the country, if prompt action upon popular determinations of the will of the Nation be conducive to those interests, a different reform from that suggested by Senator Hoar is required. A new Congress under existing regulations does not meet

for more than a year after it is chosen, unless an extra session is called. The issues upon which the congressmen were elected may be of vast and immediate importance to the people. If the newly-elected representatives could meet at once they would probably address themselves with some degree of promptness and enthusiasm toward carrying out the will of the people. As it is, so much time intervenes before they take their seats that they grow lukewarm, possibly, or it may be that new issues have arisen about which they have no means for ascertaining their constituents' desires.

It is more than probable that Congress so often fails to meet the expectations of the country because of the long time intervening between its selection and its organization.

Instead, therefore, of postponing the possible meeting of a new Congress from the 4th of March to the 30th of April and leaving the usual time of organization as it is now, an amendment should be proposed securing, practically, the immediate assembling of the law-making houses of the Nation after they are chosen—as in the case of our state legislatures and of foreign parliamentary bodies. Propositions looking to this change have been presented to Congress repeatedly, but without accomplishing anything in the direction indicated.

GENERAL TRADE SITUATION.

With the exception of the unsatisfactory condition of the cotton industry in the New England States, where the contest of low prices of product with the relatively high wages of operatives is threatening and producing extensive strikes, the general situation is that of greater activity and a general advance in staple prices. In the iron industry, which was so slow in joining in the advance in both activity and prices, records of production are not only being broken, with scarcely increasing stocks, but there is no yielding of prices in manufactured forms.

During the week there was considerable speculative activity in the Wall Street markets, based on rumors of war, either in the political world, as in the Cuban question, or between corporations, which gave operators unusual opportunity. At the same time there has continued a steady activity and advance in bond investment and in many lines of stocks, indicating a generally improved feeling on the part of the public.

The textile situation, while unsatisfactory in the Eastern cotton mills, continues favorable in most lines of woollen manufacture, although the continued warm weather is likely to diminish sales of heavy goods in the hands of retailers. The mills are generally reported busy, with order books in a satisfactory condition.

Perhaps there is no more significant indication of the generally improved condition, not only here in Grand Rapids, but in all parts of the country, than the fact that the January sales for both local and foreign houses are unprecedentedly large, in some cases exceeding the capacity of the factories to fill the orders in a reasonable time.

Bank clearings continue very heavy, the amount, \$1,443,000,000, breaking all records for the corresponding week in past years. Failures are lessening in number, 323, against 353 for preceding week.

A cheap young man, with a cheap idea of honor, is not a good thing in a responsible position.

TRADE WITH JAPAN.

It was found, when Japan waked up to a realizing sense of what she must do if she was to take her place among the living nations of the earth, that Great Britain, always on the alert to anticipate and so to secure the lion's share in any plunder or profit which might accrue from being constantly on hand, had already the foremost place in the trade of that country. That place so far she has piously and determinedly maintained, but it is pleasing to note that this country is forging to the front with flattering prospects of gaining, if not of going beyond, the trade position in Japan which Great Britain now holds. In proof of this, statistics show that during the year 1896 the markets of the United States sold to Japan goods amounting to \$13,255,340, an amount almost twice as much as that country purchased in 1895, and more than four times the amount five years ago when the exports to Japan were \$3,290,111.

So firmly had Great Britain established her precedence with Japan in supplying machinery, rails, nails and pig iron, that for years it was considered impossible for other nations under the most favorable circumstance to change this condition of things; but times have changed and this country now holds the supremacy in the sale of these articles which England held so long.

Cotton adds its confirmation to the above statement. In '91, the sales of the raw material were valued at \$225,879. The next year they fell to nearly \$112,938, about one-half; and in '93 to \$68,423. Then manufactures in Japan began to develop and for the last four years the successive annual sales have been \$360,492, \$806,058, \$1,481,056 and \$2,259,209, amounts which, aside from the pleasing financial story, tell of the great relief the Japan market offers to the cotton planters of this country, who have been confronted for years by a demand insufficient to take up their whole supply. Another fact to be noted is that while this development of cotton manufacture has been going on in Japan, the sales of cotton cloth to the Japanese by the United States have increased from \$9,084 in '93, to \$92,830 in '96. That is not all. The increase of Japan manufactures has created a demand for machinery and other manufactures of iron and steel, demands which this country has supplied and received therefor \$1,250,719 for the years 1891, 1893 and 1896. Sales of refined oil during the same periods amount to \$7,969,076; and wheat flour, with sales amounting to \$286,111 in '96, shows a slight decrease as compared with those of '91 and an increase compared with the intermediate years. Since 1893, the total sales from this country to Japan show the increase for each succeeding year to be: \$791,321, \$647,902, \$3,054,968, and \$5,565,655, amounts that speak well for the enterprise of this country, which in the opinion of Great Britain does well enough so far as inventive genius is concerned, but is wholly lacking in those qualities which will make her an antagonist to be feared in commercial lines. These figures are calculated to change that opinion and it remains to be seen whether England will take with composure a second place in Japan where she has for so many years stood first.

STARVING THROUGH COLLEGE.

The recent statement by President Harper, of Chicago University, that three students had starved to death dur-

ing the year, seems to have aroused much indignation, chiefly, as it seems, because that university has been largely endowed by several very wealthy men.

But people ought to remember that colleges and universities, any more than the primary free public schools, are not carried on to feed and clothe the scholars. The entire object of the states and of the endowers of universities is to provide educational advantages. The scholars, be they young or old, are expected to feed themselves. The State does not undertake to support its children, but only to educate their minds. Universities do not engage to do any more for their students, and the starving of a student is no more to be charged to the managers of the university than if he had been run over in the streets.

The simple fact is, there are students who are poor, but ambitious, and they are determined to pass through a university. They live in private quarters as best they can, and not at a public university table. The university authorities do not know what their students eat, and have no concern about it. Without doubt, if they had an idea that any of their young men were starving they would prevent it by extending aid; but, since the business of schools, high and low, is to feed the mind, and not the body, the teachers and managers are not in a position to know anything about the private affairs of their pupils.

The Tradesman can admire the aspirations and the courage of a young man who strives, in spite of the greatest difficulties, to secure an education; but it cannot commend his common sense when he attempts to do so and subsist on nothing. The body has its urgent demands as does the mind, and they cannot be neglected nor ignored. Many able men have worked their way through college, performing bodily and even menial labor to secure the advantages of an education; but there is neither merit nor sense in trying to starve one's way into Latin, Greek and philosophy.

A new philanthropy has been started by some young women of New York for the assistance of shopgirls. They go to the noon rests and luncheon places frequented by shopgirls, and set up a little sewing and renovating room where stray stitches can be taken for the busy saleswomen and quick instruction given them in ways to freshen up and keep in order their wardrobes. The art of renovating a ribbon, of curling a feather, of sponging a dress, etc., is taught as the need suggests itself, and the girls thus receive valuable suggestions of thrift and economy. Some little cash-girls, similarly instructed, were asked recently to bring a pair of stockings that needed darning, in order that the useful office could be performed for them, and some teaching in the method could be given also. Four out of five thus spoken to were unable to make the simplest repairs, and seemed to be ignorant that there were any ways of fixing them except by filling up the holes with pieces of coarse muslin. Excellent results are looked for from this undertaking.

When a book agent rings your bell and asks who lives next door it is best to send him next door to find out. You have no right to give him the names of people he will try to worry on your introduction to them.

An old man has had experience with nearly everything, and there is probably nothing he is so tired of as good advice.

Tribute to the Memory of Benjamin Franklin.*

Early American history furnishes individual examples of men, the resplendent lustre of whose lives and characters the corroding inroads of time have failed to tarnish. Foremost among these is enrolled the name of Benjamin Franklin, whose memory we honor in our humble way to-night.

Contemporary with the names of the heroes and statesmen of that period in American history that gave birth to this great Republic, as statesman and diplomatist he was the equal of the ablest, as philosopher he was without a peer. Cradled in the lap of Liberty, he early learned her priceless value, and history has recorded how cheerfully and faithfully he gave to his country's councils the benefits of his wisdom.

It is not my intention, neither does it come within my limit to deal with the cold details of dates of birth and death and ancestry; these, together with a record of all his public acts and scientific researches, have been recounted by the ablest and most faithful of biographers that ever fell to the lot of any public man.

To the newspaper press published contemporary with the public career of Benjamin Franklin, we can safely look for truthful biography, and from this source I propose in this short sketch to show by a few quotations gathered from these far-off records the esteem in which he was held by those who knew him best in his private and public life.

His sojourn in France is frequently referred to in his letters as among the most pleasing in his public experience as a diplomatist. His admiration of the French character was born of his association with such illustrious patriot soldiers and statesmen as Lafayette and his compatriots, and it was in their society that his diversified knowledge shone brightest and was most appreciated.

He says in his letters that some of his warmest friendships were formed in Paris. Among his many intimate friends and admirers was the Marquis Chastelleux, who records among his writings the following eloquent eulogy upon his character, drawn from his personal acquaintance and official association with him, which, for your entertainment, I copy from an old volume of newspapers published while Franklin was a resident of France in an official capacity. Chastelleux writes:

"The illustrious and amiable character of Dr. Franklin is beyond my praise. To have known him; to have been a frequent witness to the distinguished acts of his great mind; to have been in a situation to learn, and to admire his comprehensive views and benevolent motives; to have heard the profound maxims of wise philosophy and sound politics drop from his lips with all the unaffected simplicity of the most common conversation; to have heard him deviate from the depths of reason, to adapt his discourse to the capacity of the young and gay; to have enjoyed, in short, the varied luxuries of his delightful society is a subject of triumph and consolation of which nothing can deprive me. He, too, as well as the envious and interested enemies of his transcendent merit, must drop from off the scene, but his name is inscribed in indelible characters on the immortal roll of philosophy and freedom. Few men in revolving ages can be found who dare oppose themselves as he has to the force of tyranny and in whose breast reposes the genius of nations."

This tribute is from the pen of one of the brightest French scholars, statesmen and historians of that day, the contemporary and friend of the Marquis de Lafayette. Where can we look for a more graceful tribute to the genius and the mental and moral worth of Franklin than has been recorded by this distinguished French writer.

While his foreign intercourse with the great and good men of other countries called forth praise akin to adoration, his genius and virtues were not lost sight of at home. Many and frequent are the

words in praise of his character and wisdom, both in prose and verse, that I could copy if time and my limit would permit. However, I cannot refrain from copying, for your entertainment, a quaint old poetic effusion published in the New Haven Gazette of April 19, 1787, and styled, "A Description of Dr. Franklin."

"See on yon darkening height bold Franklin tread,
Heaven's awful thunders rolling o'er his head;
Convolving clouds the billowy skies deform,
And forked flames emblaze the blackening storm.
And forked flames emblaze the blackening storm.
See the descending streams around him burn,
Glance on his rod and at his guidance turn.
He bids conflicting heavens their blasts expire,
Curbs the fierce blaze and holds the imprisoned fire.
No more when folding storms the vault o'erspread,
The livid glare shall strike thy race with dread;
Nor towers, nor temples, shuddering with the sound,
Sink in the flame that spreads destruction 'round.
His daring toils the threatening blasts that wait
Shall teach mankind to ward the bolts of fate;
The pointed steel o'erthrust the lofty spire,
And lead o'er trembling walls the harmless fire
In his glad fame, while distant worlds rejoice
Far as the lightnings blaze or thunders raise their voice."

Benjamin Franklin's life work as statesman, diplomat, philosopher, philanthropist, inventor or promoter of measures of public benevolence is secondary in value to the world's wealth and progress when compared with his researches in the field of electric science, in which his discoveries astonished mankind and left a legacy for the benefit of unborn generations.

Here I am reminded that my theme has no limit, and also that the patience of my listeners may have.

His experiments with his kite and keys were the starting point of every advancement in electric science that the genius of modern electricians has conceived up to the present time. The electric current, that once dreaded agent, has lost its terrors and become the pliant servant of man.

A century and a quarter has passed and these bright and gaudy lights that surround us to-night are only so many electric sparks struck off from the transcendent genius of Franklin.

List of Amsterdam Swindlers.

The Tradesman is frequently informed by some manufacturer that he has received an order for goods from an Amsterdam importer, over which he is naturally very much elated. Full investigation frequently discloses the fact that the order emanates from one of the numerous gang of swindlers which infest the Amsterdam market. The Tradesman has taken pains to secure a list of the swindlers who masquerade as importers and publishers it herewith for the guidance of its readers who are in the manufacturing business:

C. C. Demkes & J. Van den Bergh, A. Oosterwolf, Douwe Van der Kamp, Wesselink & Co., Cornelis Van den Bergh, A. Cordes & Co., Van Sleisdam & Co., Cornelis Van Os, C. F. Dejong & Co., Charles Manio & Co., Rembrand & Co., Fritz Winter, Jos. Hecker, Alfred Weinholdt, R. Knobbs & Co., F. H. Drabert & H. Schneiders, O. H. Kentsche, B. H. & A. Eernink, J. F. L. Muller & Co., Den Bruggen & Co., W. J. E. Havermans & Co., Hofstra & Co., Hollo & Co., Du Chatinier & Co., Teesink & Co., J. De Vries of J. Westerloek, Dominique Marchalle, Milbergh & Co., Michael van Berkel, Van den Bergh & Zwartjes, J. van der Markt & Co., Issers de Vries & Co., L. Casteleijn & Co., Hoen & Co., H. van den Nolen & Co., Ten Nave & Co., Latrine Stevens & Co., M. M. R. Greveling & Son, J. M. & T. M. S. Arntz, J. J. van Agglen, G. Rigberts, H. Schneiders & Co., J. la Brune Stevens & Co., J. Y. Rom, Hessel de Jong & Co., Louis Woudhuisen, E. J. d'Hont, H. F. Jansson, L. Beijersbergen & Co., Van Dormolen & Co., Van den Bergh & Co., E. Verkerk, of Verkerk & Co., Kempar Van Drielen & Co., Mouthaan & Co., C. M. Hanenewinkel, A. Kappee & Co., F. Nieuwenhuis & Co., Govers & Co., F. Fischer & Co., Van Kempen & Co., Schmidt & Son, A. P. Besoijn, N. A. Weatrik, Frederick Godard, Kaspers & Co., D. C. H. P. Van Kempen & J. E. Graux, J. A. Augustijn, Henri Averkamp, Frans Wouwenburg & Co., Kramer & Co., F. L. Heimel & Co.

*Paper read at annual supper of Tradesman Company by W. S. H. Welton, of Owosso.

DELIVERING GOODS.

Science Necessary to Accomplish the Work.

When one purchases a small article for a small price at the counter of a department store and orders it sent home, he gives himself no further thought of it and gaily goes his way, knowing that the parcel will be there before him. As to the processes by which that parcel ultimately reaches him he never bothers his head, any more than he tries to solve the phenomena of other ordinary occurrences in his life. He knows that a wagon brings it to his door and, if he thought about it at all, he would probably say that the clerk from whom he bought the article simply took it and threw it into the wagon and told the driver to take it to the address written thereon.

However, the handling and delivery of parcels is one of the greatest departments of all in a big department store, as it is the one never seen and least thought of by the public. The value of the system used is especially tested at Christmas time and the last three days of the holiday purchasing season particularly. Then the resources of the delivery department are taxed to the utmost to avoid vexatious delays and much of the popularity of the store depends upon its efficiency.

During the month of December one of the department stores in this town delivered about 150,000 packages. Nearly three-fourths of the number were Christmas purchases. On Monday following Christmas the delayed or detained counter at the enquiry desk contained about sixty packages which were not delivered because the wrong addresses had been given. For instance, a person had bought a book for a friend and ordered it sent to Miss Daisy Dean, 1321 High street. At that number Mr. John Jones lives and he, not knowing Miss Dean, refused to receive it. Miss Dean's address is not in the directory and the package is taken back to the store. The purchaser had probably given the wrong address, or the clerk had transposed the number and it should have been 3121 High street. The person who ordered the book will be surprised that no acknowledgment comes from Miss Dean and when she learns that the young lady has not received it she will go to the store and find it on the detained counter. On another counter are a number of articles that were not delivered because they became separated from their sales tickets or addresses. These were found wanting when the parcel was delivered at your door. They embrace toys and gift articles of every description. If you missed anything from your parcel it is probably there and your duplicate sales ticket presented to the person in charge will claim it for you.

But the mystery is, how were all those parcels delivered without delay and with such smoothness? The best way to describe it is to follow a purchase from the counter to the delivery wagon.

On Mrs. Henry Jones' shopping list are seven articles she desires to purchase, as follows:

- A pair of shoes,
- A pitcher,
- Six yards of flannel,
- A bonnet,
- Muslin underwear,
- A toy wagon,
- A small table.

In the department store she goes first to the shoe stock and buys her shoes.

"Anything else to-day, madam?" asks the clerk.

"Yes, I want a transfer to the china department," answers Mrs. Jones.

The clerk makes out a sales ticket for the shoes with the amount of the purchase and marks thereon "O. G.," which means "other goods." The parcel containing the shoes, together with the duplicate of this ticket, is sent to the inspector's station. The clerk then gives Mrs. Jones a transfer check. This is a long slip of paper on which are columns for the number of the clerk, the letter of his stock and the amount of the purchase. The clerk writes on it Mrs. Jones' name and address. His number is 721 in D stock; the amount of the purchase is \$3.50.

Armed with her transfer check, Mrs. Jones repairs to the china department and selects a pitcher. It is packed in a box in bay and with its sales ticket goes to the delivery department, while the clerk adds his number, stock letter and the amount of the purchase to the transfer check. Mrs. Jones then goes upstairs to the department in which flannel is sold, from there to the millinery department and so on until she has finished her purchases, without delay and without waiting seven times for her change. She takes her transfer check then to the transfer clerk, who adds up her purchases and finds that they amount to \$18.22. Mrs. Jones tenders a check for \$20 in payment thereof, which, together with the stub of the transfer check whereon is an epitomized record of all the purchases, is put into a small metal box and inserted into a pneumatic tube and shot up to the teller's station, where all cash is received and change made. The teller who receives it knows the check to be good and immediately sends back \$1.78 change by means of the metal box and the tube. If, however, he doesn't know anything about the check he puts it into another box and shoots it through a tube to the office, where the credit man takes a look at it, scribbles his initials on it and shoots it back, whereupon the teller sends the change to the transfer desk and Mrs. Jones, her arduous duties done, goes home or calling.

Now begins the career of her parcel in the delivery department. As each article was bought the clerk took it with the sales ticket to the inspector's station. The inspector looked at it, compared its price mark with that on the ticket, tore the sales ticket in two and wrapped up the duplicate sales ticket with the goods. At the bottom of the sales ticket was a stub on which was marked the name and address of Mrs. Jones, the amount of the sale and the talisman "O. G." This is torn off and sent with the original sales ticket to the teller. The teller retains the stub, stamps the check and sends it back to the inspector. When the transfer clerk sends the teller the transfer check showing the total amount of all the sales tickets and the amount paid, he knows that the transaction is complete, and the goods are passed.

Long before this Mrs. Jones' purchases have found their way to the delivery department. Every few minutes the wailing cry is heard in a big store: "O—Gee ee!" When heard for the first time it startles one as being out of place and as disrespectful and slangy. But it is only the call of the inspector for one of the small boys whose business it is to collect parcels from the inspector's station and send them to the delivery department. The boy has gathered up the parcels and at a point in the store opens a door in the wall and casts them

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.

therein. That is the last one sees of them on the sales floors.

On the lower floor, in one corner of the building, is a space about 20x40 feet, whence all the deliveries are made. At one end of a long counter is a chute coming from above. Behind the counter is a series of big pigeonholes or bins. When Mrs. Jones' pair of shoes, her first purchase, came down the chute and landed in the padded box at the bottom, a clerk took them out, looked at the sales ticket and saw that it was an "O. G." transaction. He therefore turned the ticket over to a young woman at a big register, who called out: "Forty-one." The clerk found bin forty-one empty and put the parcel containing the shoes therein. The young woman turned the big page of the register over until she came to a space marked "J." wherein she entered Mrs. Jones' name and address and the number "41." As the parcels containing Mrs. Jones' purchases arrived they all went into bin forty-one, until down came the transfer slip, showing that the quota was full. The duplicate sales ticket, the transfer check and the parcels were checked against each other and the tickets and check pinned together and sent to the wrapper's table.

Meantime other small parcels had come tumbling down the chute, those of a fragile nature being lowered by a rope and bulky parcels on a small elevator. These were single articles for delivery and did not go into bins, but directly to the wrapping tables, of which there were several. Each was accompanied by the sales ticket and send ticket, both bearing the address of the purchaser.

The wrappers are marvelously expert. It is their business to so wrap an article that it is safe and at the same time economize in paper and twine. As a parcel is wrapped it is thrown into a great tray at one side of the large table, whence it is taken by a girl, who pastes one-half of a duplicate send ticket upon it and files the other half as a record of the delivery. On the send ticket is the name and address to which the parcel is to be sent.

But to return to Mrs. Jones' purchase. When the wrapper comes to her papers he goes to bin 41 and takes out the armful of goods and carries them to his table. There being a bonnet in a box, a toy wagon, a pitcher and a table, it will make several parcels. He wraps the shoes, flannel and muslin into one parcel. A duplicate send ticket has been made and pasted to each article and all are sent in an elevator to the floor above, where the delivery wagons get them.

The town is divided into fourteen divisions or routes for delivery, for each of which is an enormous bin. As the parcels come up clerks take them, glance at the address on the slip pasted to them and assign them to their proper bins. Each package is then entered on a large sheet which shows the name and address, with a space for the signature of the person who will receive it. There are four deliveries every day—at 8, 11, 2 and 5 o'clock respectively. It takes thirty wagons, each with a crew of a driver and a boy, to carry the parcels to the door, to deliver the goods, and they are kept constantly going. To each route are apportioned two or more wagons, according as the business on it is heavy or otherwise.

When the hour for delivery comes, the drivers of the wagons come in, go to the bins assigned to their various

routes and check the goods therein against the sheet on which they are entered. If they check properly the driver signs the duplicate sheet in receipt and loads his wagon, putting the goods for first delivery nearest to his hand. Some routes are so long that another delivery is on the way and following it before the first is finished.

This account of the delivery of the parcels of a great department store has not taken into consideration such goods as are taken away by the purchasers, nor the exact science necessary to the keeping of accurate account of a myriad of small sales, for, as Mr. Kipling says, "that is another story."—Kansas City Star.

Preliminary Preparations for Business Success.

Written for the TRADESMAN.

Business is a wide term, comprehending nearly every avocation in which man is engaged. A man's business is his occupation. Commercially, it is applied to all men engaged in supplying the wants of their fellowmen, from the merchant prince, importing and exporting all products, to the costermonger.

To commercial men knowledge is power. The men who read and reflect must be better informed, and more fitted to climb upward, as chances offer, than their competitors or fellow workers who do not. Books, magazines and trade journals pertaining to their work should be read, more especially by those commencing in business life. By these words I do not mean in the least to bar out the old heads in business, because they are needed as well.

There is, perhaps, nothing more painful in business than the number of failures we become acquainted with, owing entirely to starting with an imperfect knowledge of how to get or manage the business undertaken; for, as the stern, inexorable decree of Nature seems to be that we must eat or be eaten, so equally inflexible and unyielding are the laws of Commerce, the one line of conduct as certainly ensuring success as deviation therefrom, whether from willfulness or ignorance, ends in failure, for, just so surely as water seeks its level, any one who embarks in trade with insufficient knowledge or capital will lose his money and his business reputation.

But do not, for a moment, imagine you will become a thorough business man by reading books or following any set plan of action laid down therein. All that study can do is to prove to you the importance of pursuing a certain policy; so that, in practice, if you fail or your business does not pay when you have been expecting the reverse, a knowledge of the laws of trade will enable you to trace the failure generally to your own errors, and thereby you may remedy the same in the future.

Do not think from the preceding that books and journals play no part in business; they on the contrary are most essential to its thoroughness. But remember,

"A little learning is a dangerous thing;
Drink deep, or taste not the Pierian spring."

It seems to me advisable that we should pick up every crumb of knowledge that falls in our way. "Many mickles make a muckle;" and, when we consider the immense number of human beings who daily rise, each one struggling to get foothold on the ladder, to keep his position thereon, or to push himself higher up, even if he knock his neighbor down, we must admit the necessity of the aid of every tiny bit of knowledge.

After reading every available book on the subject, and reflecting carefully on my own experience, I am convinced that, although success and fortune may seem at times accidental, yet they are invariably due to industry, perseverance, wise forethought and a prudent reserve against being led away by the temporary excitement of speculation, which seems periodically to make sad havoc with the accumulation of equally industrious but less careful men. As a rule, the man who honestly and exactly describes the process by which the sound fortunes in any city have been made would detail a story of thrift and prudence, good judgment and wise reserve; and also the lasting fortunes are those that have been made in regular, straightforward business, by cautious investments and not by hazardous speculations or a system of sharp practices bordering upon actual dishonesty.

Study and observation will also convince one that all natural operations are based upon a strict, although at times a seemingly stern, justice; for, "Whatever a man soweth, that shall he also reap."

C. C. McKIBBIN.

Some men have a distressing habit of carrying their business home with them in the evening and lying awake at night to think about it. This is a bad habit which anyone with any sort of control over himself can break up. The conclusion of the whole matter is that man waleth in a vain shadow and disquieteth himself in vain, and the most unhappy man is the one who thinks everything is wrong, and it is his especial calling to set it right. Fretting causes our food to remain undigested; it whitens our locks and makes wrinkles and imparts the bicycle face.

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. BOCK, 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 KLAIP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

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

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.

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 bygone 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

Shoes and Leather

Shoes and Shoemakers in Spanish America.

To be able to make good shoes is an art in the American tropics, and the proprietor of a successful shop is called "maestro," especially in the small country towns. In larger cities it is different, but the Spanish-American has a reverence for fine shoes, and a man who turns out good work is always a person of consideration. Just now the shoemakers are busy. The master sits in his shop surrounded by perhaps a score of apprentices and workmen. The boys are doing repairing, of which there is always an abundance, because shoes are expensive and must last a long time in Spanish America. The men are cutting out the uppers and soles, while two or three of the best workmen are putting them together. The master sits in an easy chair, occupied with an important piece of work for some great person. As the day passes interested patrons drop in to see how their shoes are coming on, politics and general news are discussed, while at intervals the apprentices and workmen come to the master to show what they have done and to receive instructions. There are many shoemakers, but not all are masters of the art, to whose shops apprentices are clamoring for admittance, and where high dignitaries can be seen giving their orders and discussing the affairs of the day. The poorer workmen are of all grades, from those who turn out ordinary footwear, to those who cannot make shoes at all, but who confine their efforts to cutting out the rough sandals from rawhide, which are used by most of the laboring people throughout the American tropics. These sandals are cut very broad and are something the shape of a slipper sole. Two little slits are made on each side and through these narrow thongs are passed, which are then bound about the foot. They are easy to make and cost about ten cents a pair.

In some places, especially among the Indians, hides are scarce, and to make sandals a soft rope twisted from sisal hemp is laid round and round in an elongated oval, and then stitched together and drawn in at the center to something the shape of a sole. It is then ready to be bound on the foot with cords, or cloth uppers are sewed on, making a very comfortable slipper, which is used freely about the house even by the wealthiest people. The Indians do quite a business making these fiber slippers for traders and peddlers, who carry them to the towns and cities, where they have a ready sale.

My own experiences with the Spanish-American shoemakers have at times been amusing. I was once at a little city overhauling my kit, and proposed to throw away an old pair of shoes, but was earnestly advised that a master shoemaker, whose shop was nearby, could make them over, and that they would do good service. So I went around to see about it. The shoes were old when I left the States, and one had a cemented patch on the side. The master shoemaker looked at them gravely, and said they were far too good to throw away. Then he noticed the cemented patch and with an exclamation of surprise called two of his best men, saying:

"See! Look at this; notice what a wonderful thing. Here is the work of a true master. Actually the shoe has been mended without a stitch." Then

it was passed all around the shop while the master explained what wonderful workmen the Americans were, and finally he said to the younger apprentices that they might live to do such work, but for himself he feared it could never be.

A few days later my shoes were sent home mended with a reverent care that made them useful for a long exploration, lasting several weeks.

I had a peculiar experience once because of a pair of yellow cowhide boots made tough and strong to stand the roughest usage. They were very bright and shiny when I first put them on and the natives admired them beyond anything.

I was examining some coal deposits and had five or six men working for me. The tropical sun was unusually hot that day and the men all threw off their clothes and worked entirely naked, although one would have thought that the sun would have blistered the skin off their backs, but they were used to it and did not seem to mind at all. I set them at work cleaning away a lot of brush and old logs that were piled in front of an outcropping of coal. Presently they disturbed a big poisonous snake and the next moment it came angrily out from its hiding-place and with open mouth twisted itself in and out among the bare legs of the frightened men and made a savage rush at my yellow boots, but luckily it was killed before any damage was done, and now they say in that country that new yellow American leather will attract snakes and is consequently dangerous.

Once near Christmas time I was at an interior city of Central America, well off the beaten track. The shoemakers were busy, and as the "Feast Days" drew nearer, the masters became more and more important. There was a shoemaker who lived near me to whom I gave a little repairing. He was not a remarkable workman and he had no apprentices. At home he would scarcely have ranked as a cobbler's assistant, but by doing a little at saddlery as well as shoemaking, he managed to live.

One pleasant evening, while the full moon was just rising above the mountains, I happened past his house, and was immediately invited to take a chair and sit with him in front of his door. It seemed a little strange, but not wishing to be impolite, I accepted his invitation, and was soon interested hearing about his customers, and sundry small gossip of the city.

Presently the Senator representing the Department came along. Another chair was immediately brought, and the statesman, the shoemaker and the humble explorer began at once to have a pleasant time together, all as a matter of course. A little later the Governor of the State, a man of great wealth and fame in that country, came by the house. The shoemaker invited him to a seat, which he took without any ceremony, and the little company became more interesting.

Our host was a poor shoemaker, yet the Governor of the State was his guest, a man who had been entertained at more than one distinguished nobleman's house in Europe. During that whole evening our host never for an instant forgot his respect for those who were certainly his superiors, yet it did not seem that it even occurred to him that he was not good enough to pay such respect; and this recognition of position with unreserved intercourse among all classes is the basis of a very pleasant condition

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.



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.

of society in Spanish America, and it is under these customs that the comfortable workshop of a master shoemaker becomes a convenient place where politics and business can be discussed informally, especially at Christmas time, when everyone who can must have new shoes, and all the important people are apt to stop at their shoemaker's each day, just for a few minutes, to see how their work is coming on.—Francis C. Nicholas in Boots and Shoes Weekly.

Personal Experience as Store Boy.

I never told you that the first work I ever did was working as a boy in a country grocery store, did I? It's not a part of my life I like to bring forward, not because I'm ashamed of it at all, but because I didn't have a very good time. The man I worked for wasn't an angel, exactly.

I was paid 30 cents a day for my valuable services, which were supposed to continue from 7 o'clock in the morning until 9 at night. I worked—that is, I called it work; my employer didn't seem to be too sure—on Saturdays only. While on duty I acted as errand boy, clerk, collector, barrel hustler, oil pumper, sugar carrier and general medium for working off the chronic ill-humor of my employer. How's that for 30 cents?

I suppose there are other grocers in the country like the man I worked for, yet I hate to think so, for the sake of the poor devils who may be working for them. Never in all the several years through whose weary length I dragged my services in that grocery store did that grocer ever say: "Well done, my boy." If he ever said anything it was simply to grunt, which has its limitations somehow when a fellow has worked hard.

I remember particularly one day when I was ordered—he never requested me—to clean up the cellar. It was a hot Saturday afternoon in summer time, and the cellar was boiling. It was altogether the meanest hole I ever stepped into. It had only one window and was all twisted up, and piled up with stuff of several years' accumulating. Besides this, the floor was damp and often mushy.

To take a stroll about this cellar was warranted to take the shine off a pair of patent leathers every time. There were always a score or so of sociable nails waiting for your coat tails, and besides all of this, the grocer had a pleasant habit of heaving every decayed orange or lemon he found in his boxes as far down the cellar as he could. No matter where it went; it could land where it would; he didn't want it any more.

I would often "find" these defunct oranges and lemons on my trips about the cellar. Once I caught one just as I was starting up the stairs with a crate of eggs. The grocer was very wrath, but when I explained that one of his oranges caused it he didn't say much.

One day I was ordered to clean this dainty little boudoir. I had long been disgusted with it, and I made up my mind to put it in as good shape as I possibly could. So I worked and perspired, and lifted and swept, until at 5 o'clock the place was thoroughly transformed. It was cleaner than it had ever been before in my time, and I was proud of it. The fact that I looked like a man just through a job on the sewer didn't cut any figure. I had done a good piece of work, and I naturally expected appreciation.

I called my employer down, and stood back with my mucky hands on my hips, while he surveyed it. He looked it over casually and then said:

"Humph!"

Quite a compliment, wasn't it? I felt flattered. Just then the grocer caught sight of the empty space where the orange box had been accustomed to stand. I had removed it further toward the front of the store, so it would get more light.

"Where in thunder is them oranges?"

he howled, loud enough to be heard way upstairs.

I explained.

"Well, you leave things where I put 'em!" he shouted. "You don't seem to be able to learn that somehow! By goodness, ain't there a boy in the place that's got any brains?"

Then he went politely and snatched up the box to cart it back to its place. Incidentally, I had let the bottom out of it when I moved it, but the grocer didn't know that. He did when he saw the trail of oranges it left, though, and I had to listen to his flattering opinion of me again. I really knew what he thought of me before, so it wasn't news to me.

That experience made me so hot that if I'd been able I believe I'd have slapped his mouth. But I didn't, because he was bigger than I was, and would have probably washed my face with bad oranges.

That was the way I was treated all the time. I could work like a Trojan, do my level best, labor honestly and conscientiously, and after it all would be found fault with for some little thing that nobody but a dog would have noticed. One day I had a barrel of oil to pump into the tank and because everybody in the store was busy I hustled and got it all in in about half the usual time. The grocer came down stairs when I had finished it. He knew perfectly well the good time I had made, but he nearly kicked me because I had spilt about a thimbleful of oil on the cellar floor. I thought that oil rather improved the floor than otherwise.

It is an easy thing to size up the result of this sort of thing. As a boy, too young to be bound very closely by any conventions of business honor, I would have done anything I could to injure that grocer, and would have slept over it that night with the sweet realization of a good deed well done. And the fact that I didn't do anything to injure him was simply because nothing came my way. I'm not attempting to justify this feeling. I'm simply saying that as a boy I felt that way, which was perfectly natural.

How the Salesman Overdid It.

From the Chicago Record.

A young man in Chicago had been out of employment for many months. He was capable enough and anxious to work, but it seemed simply impossible for him to "catch on." He was in debt and well-nigh discouraged when a friend came to him and offered him a job as traveling salesman for an Eastern firm engaged in the manufacture of an improved monkey-wrench. The young man went into an agreement with the firm. He was to receive a monthly salary and have all expenses paid.

The position was attractive, for the reason that he was to "make" only the large towns and deal with the jobbers.

He was given full information as to prices and learned his little speech in praise of the improved monkey-wrench. St. Louis was his first stop.

He went to the biggest jobbing house in that city of immense wholesale establishments, and he was determined to capture a big order. He felt that he had to hold his job at all hazards.

The buyer of the jobbing house listened to the young man's convincing talk and examined the new monkey-wrench with care. He seemed impressed and asked the price per dozen gross. It was given to him, and he figured on a desk pad for a while and then asked: "What kind of a price could you give us if we took a hundred dozen gross?"

The young man came very near having heart failure, but he figured for a few moments and made a price.

"Come back to-morrow," said the buyer.

The salesman was elated, for he felt sure that he would make a sale.

Next day when he went back to the wholesale house the buyer said: "We have been figuring and we believe we can handle this wrench to advantage. Of course, if we take hold of it we want the closest price you can make, and we will be willing to give you a big order.

What is the output of the factory?"

The salesman did not know.

"You find out what your output for the next five years will be and make us a price on the whole thing."

The young man telegraphed his house and received the information. The price was satisfactory. The buyer gave the immense order and the salesman wired it to his house. In a few hours he received the following message from his employers:

"Congratulations. Having sold output for five years, services no longer required."

Next day he was back in Chicago looking for another job.

Coffee-Growing in Ohio.

A number of Ohio families will this winter use coffee which they have raised from the seed. The experiment of raising coffee was begun in Chillicothe some years ago, and has now reached that point where it is no longer an experiment. This season's crop has just been gathered, and is pronounced satisfactory in every way. Seed has been distributed among a large number of persons, and in almost every case the crop has been satisfactory, both in size and quality. From thirty plants one woman secured enough coffee to last her nearly a year, and the other crops were in proportion. The grains are brown and hard, and, when roasted and ground, make an excellent coffee. In fact the families who used the coffee last year state that after they had used up their supply they were at a loss to find any on the market that was as good.

The business that does not gain is on the wane.

American Pluck Wins.

From the Paint, Oil and Drug Review.

The European borax situation has undergone a great change since the advent of the Pacific Borax Company in the foreign market. A London correspondent states that the American company has been found the most formidable rival continental borax producers ever had in the British metropolis. A leading financial paper declares that the undertaking was stupendous, but thus far American pluck and keen business foresight have made it win. Competition has grown so fierce as to bring about the breaking up of the International Borax Union. Borax, which in 1888 was 30 pounds sterling a ton, is now only 14 pounds sterling a ton. Immediately prior to the collapse of the union it was 20 pounds sterling a ton.

Another Freak.

"That young man of yours," said the observing parent, as his daughter came down to breakfast, "should apply for a job in a dime museum."

"Why, father," exclaimed the young lady in tones of indignation, "what do you mean?"

"I noticed when I passed through the hall late last night," answered the old man, "that he had two heads upon his shoulders."

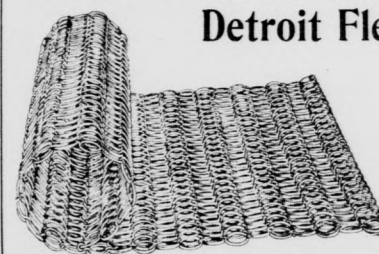
An Apt Pupil.

Teacher—What is this letter?

Pupil—I don't know.

Teacher—What is it that makes honey?

Small boy (son of a manufacturer)—Glucose.



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 Foster, Stevens & Co.

and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,

67-85 East Fort Street, Detroit, Mich.

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.

Write us for BARGAINS in

Rubber Boots and Shoes

Studley & Barclay,

Grand Rapids, Mich.

Monroe Street.

Fruits and Produce.

Tendency Toward Lighter Salted Butter.

From the New York Produce Trade Review.

More frequent complaints have been made of late of too light salted butter in this market, and it would seem as if buttermakers were making the same mistake that they did regarding color.

For the past two years there has been a steady trend toward lighter salted goods for home consumption, as well as to meet the needs of foreign markets. People have grown tired of eating butter that was heavily loaded with salt, and there came such a reversion of sentiment in favor of using less salt, that buttermakers were forced to recognize and supply that need. In the effort to meet the changing requirements, however, they are going to the extreme, and considerable of the butter received here during the past month has been entirely too fresh in the sense that it lacked salt.

Whatever may be the need of foreign markets in the way of sweet butter, or that which contains a very little salt, it should be remembered that the American trade demands moderately well-salted goods, and for a large part of the year the product of this country is consumed at home.

There are to-day in this market numerous shipments of fresh creamery that have been so lightly salted as to be practically sweet butter. Outside of the Hebrew trade very few buyers can use this butter, and it hangs about the market regardless of the fact that sellers are willing to accept a less price for it.

No definite rule can be laid down as to the amount of salt to be used. The quantity must be varied at different seasons of the year, more being used during the winter. Much depends upon the conditions affecting the product. It is a known fact that some butters will take on more salt than others; and if washing is practiced one-eighth to one-quarter of an ounce more of salt should be used. In the absence of a rule that may be followed at all times and under all circumstances, the matter must be left to the skill and knowledge of the buttermaker; but by careful attention to the subject, with frequent information from the selling agents in the markets to which the goods are shipped, the present difficulty regarding too light salted butter may be quickly corrected.

Steady Decline in Production of Oleo.

The report of the National Commissioner of Internal Revenue, issued recently, shows that the production of oleo is diminishing every year, as the result of the prohibitory laws which are being passed in several states. From the report in question, we take the figures showing the average monthly production of oleo during the last ten years, the computations being made on the basis of the fiscal year, which ends June 30, instead of December 31. Following are the figures:

1888	-	-	-	-	2,860,460
1889	-	-	-	-	2,972,002
1890	-	-	-	-	2,693,669
1891	-	-	-	-	3,690,367
1892	-	-	-	-	4,030,346
1893	-	-	-	-	5,602,024
1894	-	-	-	-	5,801,853
1895	-	-	-	-	4,746,508
1896	-	-	-	-	4,237,769
1897	-	-	-	-	3,794,267

This shows that the average monthly production of oleo in 1897 was nearly one million pounds more than in 1888, although considerably less than for the five years preceding. There has been a steady falling off since 1894, when the production reached its highest point—5,801,853 pounds per month. The total production for the fiscal year of 1897 was 45,531,207 pounds.

The report also shows that there was a decrease in the number of persons engaged in the sale of oleomargarine during the fiscal year ended June 30, 1897, as well as a decrease in the production of the article.

The report also gives the production of filled cheese under the filled-cheese law. It shows that the total production

of filled cheese, for the nine months ending June 30, 1897, was 1,663,067 pounds. The special tax of 1 cent per pound was paid on all of this. In New Jersey two retail establishments took out a license to sell filled cheese. In other states, those who paid the license to sell were as follows: Illinois, seven manufacturers; four retailers. Indiana, three retailers. Louisiana, twenty-nine retailers. Maryland, one wholesaler; nineteen retailers. Missouri, two retailers. Virginia, two retailers. West Virginia, one retailer.

Causes of the Spring Wheat Belt.

From Harper's Magazine.

The spring wheat of the Northwest owes its superior nutritious qualities to a law which governs the whole procession of commercial flora, of which it is the leading representative—that the cultivated plants reach their highest perfection in food qualities near the northernmost limits of their growth—a law to which the bright summer sun, the clear, dry atmosphere and the pure waters of this inland region lend additional force.

The cattle which become skeletons on the plains of Texas are driven north to grow fat on the grasses of the Montana and Dakota ranges, or the pastures of Minnesota, twice as rich in albuminoids as even those of Illinois. The fruits of these northern altitudes are juicier, the potatoes more farinaceous, the melons more luscious. The strawberries, the tomatoes, the butter, the whole series of field, garden and dairy products, tell the same story.

This hard wheat belt following the curves of mean summer temperature, extends far north of the international boundary line, through Manitoba and the Canadian Northwest, traversed by the Canadian Pacific and tapped by several American lines. Within the United States it embraces the broad prairies of Minnesota and the two Dakotas.

Suit Over an Evaporated Apple Deal.

New York, Jan. 17—Leggerman Bros., of 165 Duane street, have brought suit against C. R. Sworts, of Dundee, N. Y., for \$1,875 damages for violation of contract. The brief for the plaintiff alleges that on July 2, 1897, the defendant signed a contract to deliver to Hartwig & Bennett 1,500 cases of strictly prime evaporated apples, to be made of winter fruit of 1897 crop, at 5½ cents per pound, to be delivered between Oct. 1 and Nov. 15, 1897. It alleges further that Hartwig & Bennett assigned the contract in writing to the plaintiffs, notified the defendant thereof, and that the delivery of the goods was demanded and refused.

On Nov. 15 Leggerman Bros. purchased of other parties 1,500 cases of apples paying the full market price of 8 cents, the total cost of which was \$6,000. The suit was brought to recover the difference between 1,500 cases of apples at 8 cents and 5½ cents, which amounts to \$1,875. For answer the plaintiff denies that the contract was signed by him.

Believes in the 10 Per Cent. Theory.

Saginaw, E. S., Jan. 17—I note with pleasure the communication of Hermann C. Naumann on the subject of the proper percentage for the commission dealer to exact. I have conducted a commission business thirteen years in Saginaw, and always on the 10 per cent. plan. I do not believe that any honest man can handle butter, eggs, poultry or general produce upon less than 10 per cent. commission. Goods in carlots and pork might afford a profit upon 5 per cent.

A. ALLEN.

Senator Mason will soon prepare and introduce a bill in the Senate providing for a special appropriation for a corn meal exhibit at the Paris exposition. He hopes by this means to second the efforts of our representatives in Europe in widening the markets for the abundant corn crop of the United States.

In only three cases out of ten the sight is equally good in each eye.

Big Red Apples

From Arkansas, furnished by the barrel or carlot.

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

BUNTING & CO., Jobbers,
GRAND RAPIDS, MICH.

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.

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 Commission Merchants

CHEESE, BUTTER and EGGS. Consignments Solicited.

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

GOTHAM GOSSIP.

News from the Metropolis---Index to the Market.

Special Correspondence.

New York, Jan. 15—As time goes on it becomes more and more apparent that we are going to have a banner year for general trade. In the dry goods district and along the streets given over to boots and shoes, the walks are piled high with cases going to every part of the country. Grocery jobbing houses, without exception, give encouraging statements. Prices, except for some canned goods, have not advanced perceptibly, but are generally firm.

Coffee is the weakest thing on the list. With the huge supplies here and afloat and the tremendous crops almost certain next harvest, the consumer is destined to have mighty cheap coffee for the next few years. And to think that parched rye sells for 25 cents! Liquid rye not quoted. The amount of coffee here and afloat reaches the total of 1,154,338 bags, against 746,486 bags at the same time last year. Rio No. 7 is hardly firm at 6 1/4c. For mild sorts there is about the usual enquiry and quotations are practically unchanged.

The tea outlook is still encouraging. Some very good orders have been received for the better grades of China and Japan and, altogether, dealers have felt more encouragement than for a year at least. The quality of teas is certainly greatly improved under the new regulations, and as the old stuff is largely worked off by this time, the supplies arriving stand a better show.

Nothing especially interesting has transpired in the sugar market during the week. Orders have been of the usual character and quotations have remained unchanged. It is thought that the Arbuckle refinery will be in operation by May 1 and another "independent" one during the summer. We shall then, perhaps, see a battle of the giants, as interesting as the Ohio senatorial conflict has been—only in the former case money will largely enter into the operation. Raw sugars during the week have remained without particular change. Refiners seem to have all they need and matters are quiet.

Canned goods are firm. While there is a feeling of quietude, the market is firm and prices are "solid." Tomatoes are especially well held and offerings are light. No. 3 Marylands are worth 97 1/2c@1 here and this is a bottom figure. New Jersey tomatoes at 1 are not plenty and it is said that sales have been made at 31.05. New York State corn commands 70@85c, the latter for fancy stock. Letters from California indicate that an enormous amount of canned stuff will be taken from the Coast when the spring rush to Alaska begins. Examination of a good many of the goods for sale here shows inferior stuff which sells for almost nothing.

Lemons and oranges have met with a fair demand and prices have kept about as usual, although the tendency is hardly in the direction of an advance. Other fruits, such as pineapples and bananas, are selling fairly well.

Dried fruits have shown wonderful improvement and the outlook is very encouraging. This is especially true of California fruits, but domestic goods as well have felt the influence of a rising market. Raisins, currants, prunes, apples and the smaller fruits as well have all moved along merrily.

Foreign sorts of rice have been most in evidence during the week and the demand for the better sorts of Javas has been excellent. Domestic sorts are in somewhat limited supply. Japan grades are worth 5 1/2@5 3/4c or almost 1c higher than a year ago.

In spices, there is little doing in the way of invoices, and the jobbing trade, too, is rather shrinking.

Fancy grades of molasses sell well, but other sorts move with the proverbial slowness of molasses in January. Syrups are rather quiet.

The butter market has been dull and best Western creamery cannot be quoted above 20c. Buyers are very conservative. The cheese market has been im-

proving right along since the first of the year and there is plenty of room for the same. Full cream, of course, sells better than other grades.

Eggs are dull and lower, owing to larger supplies. Best Western, 21c.

Jackson on Record on the Trading Stamp Fraud.

Jackson, Jan. 15—A mass meeting of the business men of the city pursuant to a call that had been circulated, was held at Forester Hall on Friday evening, Jan. 14.

D. J. Riley, of the firm of Riley & Harrison, was called to the chair and W. H. Porter, Secretary of the Retail Grocers' Association, was appointed Secretary. The chairman stated the object of the meeting and the Secretary read the following paper in regard to the trading stamp scheme as it exists:

Many and grievous complaints have been made to me, as Secretary of the Jackson Retail Grocers' Association, in regard to the trading stamp scheme now in use in this city and, at the request of several of the members of our Association, I have circulated a call for this meeting. Upon the advice of some of those who signed the call, I have sent copies of the letter which you have received to all who are handling the stamps and to others who might be interested. This subject was taken up by our Association for the reason that there was a larger percentage of grocers handling the stamps than merchants in any other branch of trade, and there did not seem to be any other organization to take hold of the matter.

The Chairman then called upon representatives of the different branches of trade to express their opinions as to the effect of the trading stamp on business, which, when summarized, seemed to be universal that the trading stamp, as a factor in business, is a good thing to let alone. After a general expression had been taken on the subject by those present, a Committee on Resolutions was appointed, which presented the following report, which was unanimously adopted:

Whereas, We, the merchants of Jackson, in convention assembled, believe that the trading stamp scheme in use in this city is a detriment to the business of the whole trade of the city, therefore be it

Resolved, That we pledge ourselves to discontinue the use of the trading stamps, and all other trading schemes, such as books, silverware, bicycles, and all schemes of whatsoever kind that are given out as premiums for drawing trade, and

Resolved, That these resolutions shall go into effect on the first day of February, 1898.

Resolved, That we endorse the action of merchants in Grand Rapids and Ypsilanti in their movement to stop the use of the trading stamps.

Committees of the different trades were appointed to call on the merchants and request them to pledge themselves to discontinue the use of trading stamps.

W. H. PORTER, Sec'y.

Cecil Rhodes, it is said, frequently dictates for eleven hours at a time, completely breaking down three typewriters. During this time he paces his office and the alcohol necessary to keep him going would set three men drunk. Under this great strain he is aging rapidly and his health is much impaired.

W. C. McDonald, the millionaire tobacco manufacturer, who has already given McGill University, in Canada, \$3,000,000, has made another gift of \$250,000 to the institution. Fifty thousand of it is to be used in strengthening the law faculty, while the remaining \$200,000 goes to the scientific department.

The Avondale cotton mills, in Birmingham, Ala., are rapidly nearing completion and will be in operation within a couple of months. The mills will cost about \$700,000, and when finished will be the fourth largest plant of its kind in the South.

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.



Paraffined Parchment-Lined Butter Packages

Light, neat and strong. Try them.

Michigan Package Co., Owosso, Mich.



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.

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

W. R. Brice & Co.

Butter and Eggs on Commission

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.

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.

Clerks' Corner

Old Customer Lost Through Rudeness of a Clerk.

Written for the TRADESMAN.

The front door closed with an angry little slam, there was an ominous clicking of little French bicycle heels across the polished hardwood floor of the roomy old hall, to be buried in the deep softness of the large Persian rug, and followed by a quick turn of the telephone crank.

"Hello! Central! Say, Central! give me 2190—an' I'm in an awful hurry, too."

There was something that sounded suspiciously like a sob, which, if it was, was resolutely repressed, for the voice went on:

"Hello! Hello? Who is this?—Will you please let me talk with Mary—the Mary that waited on Miss Klyde this morning for woolen underwear? What's my number? Number 59."

The receiver was hung up with a vehemence that threw it off the hook and caused it to wildly describe the arc of a large circle and end with a bang against the nearby hall chair. This evidently did not materially improve the state of affairs, and by this time the sobs had developed into a certainty. Scurrying footsteps crossed the intervening space and a small bundle of disturbed femininity threw itself, face downward, into the pile of parti-colored down pillows on the luxurious couch that boasted a width equal to Du Maurier's famous one in Little Billee's studio, and gave vent to a torrent of tears that shook the small form like a reed. Kitty is an emotional creature, entirely governed by impulse, and never does things by halves; and, when she is living through one of her Black Mondays, it is just as well for the relatives under the same roof to take a vacation.

The sobs in the depths of the big ruby-red pillow increased in passion. At this juncture the door of "Forty Winks" opened—that was the name Miss Kitty had given the cosy little smoking den—and her big athletic brother, in handsome velvet jacket and beslippered feet, appeared on the stormy scene, and at his heels a jolly specimen of the Genus Drummer—Bob's chummiest chum.

"Why, Kitty, Kitty! Katherine! What's all this about? Sit up, Kitty! Don't cry so—you'll be sick!" and Bob lifted her in his strong arms as he would her namesake, and dropped her as gently into the big armchair in front of the glowing grate.

But voiceless Kitty, her face still buried in her hands, sprang up from the chair's embrace and again flung herself despairingly among the cushions that were her solace in woe and her delight when in her proper senses.

"Now, Kitty, see here! You really must let up on this cyclone business, or it'll blow you away," and Bob picked her up again, and this time held her two little hands gently but firmly and forced her to "stay where she was put."

"Now tell me what's happened and perhaps I can remedy it." (This with a superior, purely masculine air which said as plainly as words, "Behold in me the panacea for all ills!")

"It's those dreadful boxes," wailed Kitty, and fresh tears brimmed in her glorious eyes.

"What boxes? Where?" demanded Bob, awful visions rising before him of

gruesome coffin boxes falling from a high-piled wagon onto his darling sister and her beloved wheel.

"Those pasteboard boxes—and—and that—that miserable little clerk," moaned Kitty from behind outspread hands.

"Tell me where he holds forth, that I may go fight a duel with him!" tragically exclaimed the drummer friend, gallantly coming to the rescue of Fair Woman in Distress, true to the traditions of his clan.

"He's in So-and-So's store. He's one of the fellows that just walks around and sticks his finger into the clerks' pies," explained Kitty, a smile breaking through the tears.

"Tell us all about it, Dearie," urged Bob, sitting down on the arm of her chair and affectionately rocking her to and fro.

"And put your little feet on this," suggested Mr. Drummer, bringing forward a floor cushion with a diplomacy calculated to win favor in the eyes of the fair Miss Katherine, while a bright spot slowly gathered in the middle of each pretty round cheek.

Thus comforted and coddled, she began the role of "Calamity Howler," which was the name bestowed on her by privileged brotherhood whenever she aired a grievance.

"It was just this away," as they say down South, and she looked reminiscently at the red flames crackling and flashing in the crevices of the big chunk of coal the drummer had just knocked apart. "You know, when Christmas comes, it's just next to impossible to get hold of an empty box in the stores to put your presents in for your friends?" Kitty's dark eyes rested meditatively on the handsome drummer stretched lazily at her feet—"talking eyes," he called them to himself, "regular fjords"—and he nodded affirmatively. Not that he knew anything about the subject, but for the purpose in hand it was just as well to pretend that he did. "Well," she went on, the tempest by this time having entirely subsided, "I had made my purchases and was standing at the parcel counter giving the address to my nice Mary that I always like to have wait on me there. The bundle boy was about to put my things into a box. Remembering my bother to get boxes just before the holidays, and that the proprietors themselves had always been so kind to me whenever I had asked for any, even offering—of their own accord, mind you—more than I requested, and also conscious of the fact that I had been a steady patron of that store for almost a score of years, I ventured to ask my favorite clerk 'if I might have more than one,' at the same time telling her what I wanted them for. She pleasantly said 'Yes,' and all would have gone well, and I would still be among their steady customers as in the past, if that officious—I don't know his title—perhaps 'head clerk'—hadn't come along and poked his meddling old finger into my Mary's culinary concoction! And he wasn't content with mere poking—he cut a quarter right out and lugged it away with him! There I had asked, and Mary had said 'Yes' (here a roguish side glance from under long lashes set the drummer's pulses aflutter and he wondered if the time would ever come when Mistress Kitty would say 'Yes' to a certain question of his!) "And," she continued, with apparent oblivion, "that detestable fellow pawed those boxes over and then sneeringly

observed, to nobody in particular but he meant it for the benefit of the embarrassed clerk and her abashed vis-a-vis, 'I wouldn't give all the boxes to one customer,' with the most crushing emphasis you could imagine on the 'all!'

Here the lachrymal duct again got the better of the speaker and she dropped her face on her knees and swayed herself in an agony of wrathful tears.

"I hope, Katherine," said Bob, gravely, "that you didn't make a scene and spoil my pleasant relations with the house I've had business dealings with for so many years."

"Don't you worry about that, Bobby dear. 'What did I say then,' Mr. Drummer Man? I just didn't say one word to that mean pie sampler. I simply ignored his presence, and pretty soon he took his hateful self off."

"Mary," said I, quietly, "if it is too much to ask for these boxes, don't give them to me. I don't want to go against any of your rules." I lingered a few moments after this, trying to chat pleasantly with my good clerk, but feeling the lump rising higher and higher in my throat and threatening to suffocate me every minute.—There's the telephone—let me answer it," and she bounded out of her chair and rushed into the hall.

"Hello! Who's talking? Oh, Mary, at So-and-So's? Say, Mary! You know that underwear you sold me this morning—this is Miss Kitty Klyde talking? Well, say! Mary! You needn't mind to send the goods home in those boxes we were looking at. I've changed my mind about the boxes—I don't care for them," and the way the receiver was hung in its place would have alarmed the Citizens Telephone Company.

"There!" and the little heels walked

back to the chair and calmly and complacently tilted their pretty nothingness on the gay floor cushion. "There!" and Miss Katherine put on her most severe look and most dignified manner; "that ends my transactions with that store forever and evermore. I have traded with that house ever since I was a little girl; but I have set my foot" (here she suited the action to the word and brought it down emphatically on the floor)"inside their doors for the last time in my life. And nothing on earth can alter my decision!" and her black eyebrows scowled until they almost came together.

"Now, Kitty," said Bob, in a decidedly remonstrative tone, "don't you think you'd be doing a mean thing to stop trading at that store, when, according to your own statement, the proprietors have always 'treated you white,' as the saying is, and all for the sake of an uncivil remark dropped by an underling?" and Bob turned her indignant, flushed face toward him and made her look him straight in the eye.

"And that's just where it hurts—that he was an underling!" said the incensed Kitty. "And I wouldn't have felt so bad about it, either, if there had been only a few boxes; but there was a whole stack of 'em! No, I have spent hundreds of dollars in that establishment, but," very positively, "I shall never darken its doors again as long as I live and breathe!"

And, from what I know of Miss Kitty Klyde—and we grew up children together—she never will.

POLLY PEPPER.

When a rich man realizes that money has not brought him happiness he promptly turns his attention to doubling his supply of it.

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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

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

John McBurney, formerly with the Musselman Grocer Co., has resumed his old position with J. Cornwell & Sons, of Cadillac, covering the same territory as formerly.

Geo. A. Newhall (Clark-Jewell-Wells Co.), who has been confined to his house for the past five weeks, will resume his regular visits next week. His territory has been covered in the meantime by Fred E. Morley.

Frank N. Davis, formerly with the W. T. Lamoreaux Co., has engaged to travel for the M. S. Benedict Manufacturing Co., of Syracuse, N. Y., in Minnesota and the Dakotas. He will continue to reside in Minneapolis.

An Upper Peninsula correspondent writes as follows: A traveling man tells that he stopped at a hotel in Ishpeming not long ago, and being shown the bill of fare, he wrote upon a slip of paper, "Heb. 13, 8." The girl who was waiting on the table thought he was trying to guy her, and took the paper to the proprietor. Upon looking up the reference in a Bible the latter read: "Jesus Christ, the same yesterday, to-day and forever."

J. B. Evans has evidently abandoned the idea of practicing medicine, judging by the following circular letter from the Ball-Barnhart-Putman Co.: "Mr. J. B. Evans, who has represented us for the past fifteen years in territory tributary to Grand Rapids, has accepted a position in our office and will be glad to see any of his old friends whom he has visited so regularly in the past, at any time when they are in the city, and trust you will not hesitate to call upon him for favors, as he will be more than willing to accommodate you. His long experience with the trade and traveling will enable him to be of invaluable service in the house and we feel confident that all of his friends will be glad to learn that he has accepted the position."

A certain traveling man, who is new to the Michigan territory, recently discovered that he had overlooked a customer of the house in an obscure country crossroads and made haste to call on the merchant the next time he was in that part of the State. As is usual with the "angels of commerce," the first thing he did on entering the store, after the usual salutations and enquiries as to the rush of business, was to size up "the new found" and mentally make an estimate of its worth—in other words, he "snapped his kodak" on the scene. As he entered the door he caromed on a coil of rope, and only the finest "English" brought him into an opening again. As a "running mate" to the

coil of rope, he discovered an open keg of nails, the two being surmounted by a well bucket, while a little higher up and resting upon the counter was a show case, somewhat the worse for wear and strongly suggesting the thought that the proprietor had abolished the use of a duster. Within the case was a limited supply of ladies' hats, both trimmed and otherwise, some of them up-to-date, while the others were rather prehistoric in appearance and interspersed with sundry bolts of ribbon, a few packs of cigarettes and a monkey wrench. Back of this extraordinary pyramid, and sitting at random on the shelves, was a varied assortment for "the ills of life," both patent and household remedies, and here again the companionship strikes the same peculiar gait, for he found Mrs. Winslow's soothing syrup doing a double with Lyons' screw worm ointment, while a few boxes of Ayers' pills, seemingly afraid of being lost, were hugging closely to a bottle of "Mother's Friend." Across the narrow pathway that "ye angel" had just worked through were two more kegs of nails, braced up on one side by a sack of coffee, on the other side by something done up in bagging, while back to them was a large bacon box, long since emptied, and the whole topped off with John L. Boland's immense catalogue, Webster's Unabridged Dictionary and an old edition of the United States Dispensary. Behind this scene were numerous boot and shoe boxes, arranged at every conceivable angle, and scattered over the tops of all a collection of hats, trace chains, boots, ropes, caps, gloves and axes, making in all what could well be called a gumbo of merchandise. This was certainly one establishment which hadn't a single article that was "out of sight," for every item was in evidence. There were empty boxes galore, but not for the lack of goods, for there they were in endless profusion and confusion, in fact it was "confusion worse confounded," and the thought occurred to "ye angel," Suppose the proprietor in a moment of abstraction, should decide to clean up this wonderful aggregation and put it in shape, he would discover more goods than he could use, and the result be a wrecked business from the effort to unload, and one more would be added to that great majority who imagined they were born merchants, when Nature designed them for the plow.

The frequent accidents to elevators that have occurred of late are, unless some efficient safety device can be provided, a menace to our whole system of skeleton building construction, and through them to the growth of business centers in our great cities, says Architecture and Building. The tall office building, factory and hotel are only possible with the elevator, and depend absolutely for their usefulness on the speed and safety of this device. The whole building community are therefore most intensely interested in providing absolute security in their use. If the matter is with their construction the manufacturers need call to their aid the best inventive and engineering talents to be obtained; if it is a matter of handling, both owners and city authorities must require more capable attendants for their use. These accidents cannot be but regarded as a most serious menace to business centralization, for to it tall buildings are a necessity, and these can only be used under conditions of absolute safety in elevator service.

Yonie Yonson on the New Mileage Book.

Traverse Caity, Jan. 15—Aie skal tank yo gude manie time for printang ma lettat. Aie bane bae das place livang hare now gude many yar aie lave bae Mill Iron; vorkang bae das lumbar vood but aie kan gat no yob das vintar lumbar vood gon away; battar place bar now for Swinskie man; I tank so; aie vant to tal yo gude yoke; whan aie com har las weak aie com baie das C. & W. M. R. R. Co. cars; hae make mae laf gude many taime, aie bat yo; aie com bae Dapo an by mae takat an tank aie skal com bae tha cars fallar tal mae he skal sae mae takat; aie tank das fallar bane confadance man an vant to skin mae; aie yust bustal baie masalf an com bae under end of car to yump on, but yumping Yerusalam das cars got fance round hole business; aie com bae das fallar hae punch mae takat an aie yump on cars an when das cars go away from das Dapo das fallar putang up da bars bae gol aie bat mae tan Dollar texas stare not yump ovar das gate; Lot of Drumer fallar; bae das car; gude many aie saebae Yonie Dehaas Dutch tavarn, gude many yars ago; one fallar sae Yonie how go like ridany on kattal tran with de bars up; bae gol das fallar was hot; one fallar sae; das lattle son of gun battar run an under penny nuse-papar in Chicago for tree mont more on bar vill kno less dan hae dos das taime; under fallar sai; O, he is great; den fallar sae aie seen Nuting Greater; som fallar sae; has skal not thank hae bane da only close pin cause hae got wooden head; bae gol aie skal almost die bae laffang; aie har das Drumer fallar sae; aie vil com back bae G. R. & I. aie bat yo aie skal go gude many mile out mie vay to comidate das R. R. Co.; aie pay tan Dollar extra for privilage of buying mallage buk; den fenced in like hog; aie tank das Rode gattang lot freight bae mae; dan hae vinked has under eye.

Som fallar hae sae; das smart Alex bane gude one; hae got op check for Conductor von taime; hae must take pasangers padigree evray taime; das not lastang long; R. R. Co. loosang too many fares; hae try an under vay to got evan; hae fence in de passangers so das conductor an Braksman skal not fall off das cars.

Yo bat yo aie skal laff gude many taime bout das ride an harring das lot Drumer gavaing das R. R. manager Hal Columba.

Skal tal yo somtang about das place whan aie findaig at out.

YONIE YONSON.

The Only Hope for Improvement.

Chicago, Jan. 17—The condition of the retail drug trade in Chicago is even worse than at the close of last year. While perhaps a few of the downtown stores may have experienced a slight improvement during the last few months, the druggists in the outlying portions of the city almost unanimously complain of extreme dullness of business.

Part of the explanation of this condition of affairs is to be found in the fact that there are vastly too many drug stores. Many of these open up without the slightest prospect or even possibility of success, and lack of business has a tendency to cause their proprietors to cheapen prices and substitute poor materials.

Much might be done by the wholesale houses to remedy this by using their influence to dissuade men from entering the drug business under such depressing conditions as prevail at present.

The day is coming—and the sale of drugs by the department stores is hastening it—when the druggist will confine himself strictly and exclusively to his own line of business, leaving the sale of all other articles that encumber the trade to the merchants that should properly handle them. In connection with such a reform a rigid system of inspection of drugs ought to be instituted that would compel, under severe penalties, all druggists to keep for sale only such drugs as are up to grade in every respect.

There seems little hope for any radical improvement over existing conditions in the retail drug trade except by the inauguration of some such reforms as have been suggested.

WALTER M. SEMPILL.

Movements of Lake Superior Travelers.

W. J. Crane carries a brand new grip. It belongs to Lord, Owen & Co., Chicago. Mr. Crane severed his connection with the Fuller & Fuller Co. Jan. 1.

E. M. Smith, erstwhile buyer for the Menominee Iron Works, is now in the employ of Buhl Sons & Co.'s branch at Menominee.

E. E. Emmons, formerly manager of the Carlton Hardware Co.'s branch at Houghton, will represent the Geo. Worthington Co., Cleveland, in the copper country.

J. A. Fuller (Jewett & Sherman) is in this territory now, looking for business and his lost voice.

The well-known and respected (?) grocery traveler who has been used to one good meal a day and cheese and crackers for the other meals, is non est. It is hoped that a gentleman will fill his place.

Where is W. R. Smith? is an unanswered question so often asked. At last accounts he had gone to Florida on his wedding tour. Early married life and the balmy breezes of a tropical clime are so enchanting that one accustomed to winter weather on Lake Superior may be excused for prolonging his stay.

A Queer Cucumber.

From the Harrodsburg (Ky.) Sayings.

Mrs. Rose Marimon found in her garden the middle of last July a cucumber eleven inches long and twelve inches in circumference which she left for seed, but looked in vain for the vegetable to ripen and turn yellow. The first week in September it was discovered to be loose from the vine, and was taken in the house and put away. Today it is as green and firm as it was in July, and there is no indication that it will ever change its state. Mrs. Marimon has been gardening for forty years, and never observed the like of this cucumber before.

Value of Chicken Crop.

From the Indiana Farmer.

An estimate of some of the principal agricultural products recently published shows that chickens and eggs rank above the wheat crop in value. Here are a few items from the list: Value of poultry products, \$200,000,000; value of the cotton crop, \$260,000,000; value of the wheat crop, \$238,000,000; value of the swine crop, \$187,000,000; value of the potato crop, \$70,000,000.

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

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Drugs==Chemicals

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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.

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Employment of Aromatics in Pharmacy.

From the pharmacal standpoint, in most cases the active aromatics, as well as the milder ones, are exhibited for at least six reasons:

1. To contribute a pleasant taste.
2. To induce an agreeable odor.
3. To produce a desirable color.
4. To conceal the identity of drugs.
5. To prevent change or decomposition.
6. To enhance, harmonize or modify the action of certain drugs.

Cinnamon as an aromatic is largely employed in pharmacy. We find it as an ingredient of the aromatic sulphuric acid. It enters here in combination with the ginger to produce flavor and a slight coloration; also to increase the astringency of the compound. It is exhibited for the same reason in the aromatic fluid extract, tincture and syrup of rhubarb; it forms a valuable addition to aromatic powder, compound tincture of lavender and compound tincture of cardamom. Cinnamon in the form of the aromatic powder enters into pills of aloes and iron, and of aloes and myrrh.

Cloves, along with cinnamon, are an aromatic agent in the aromatic tincture and syrup of rhubarb.

Nutmeg also enters into these, but its chief use seems to be in the form of a flavor for the troches of chalk, magnesia, bicarbonate of sodium, etc. Anise, orange, ginger and saffrafrs also find great favor as aromatizing substances in official troches, and many other popular confections, syrups, and cordials.

Red rose is added to pill of aloes and mastic not only to give aroma, but also a slight astringency to modify the action of the aloes on the intestinal canal.

Aromatic powder and the confection of rose enter for the same reason into the pill of aloes and iron and aloes and myrrh.

Lavender in the form of oil is used in aromatic wine and Griffiths' mixture, and forms an important ingredient of the compound tincture of lavender, colognes, toilet waters, smelling salts, etc. While in itself not a fascinating odor, yet it blends with other oils to form agreeable ones. The same can be said of the oil of rosemary.

Cardamom is a mild and most agreeable aromatic; it could be used in many instances to good advantage in place of something else. Its principal employment is in the compound powder of colocynth and the plain and sweet tinctures of rhubarb to prevent griping.

The oils of wintergreen and saffrafrs are very popular aromatics; very few

individuals dislike them, no matter in what form they are given. Wintergreen supplies some of the aromatic qualities to the compound syrup of sarsaparilla; and the compound fluid extract of the same drug, combined with simple syrup, furnishes a vehicle appropriate for the administration of many bitter and saline remedies.

Regarding the medical utility of aromatics, considerable of interest can be said. The physician of long ago had great respect for them; the one of today likewise regards them with high esteem, as they assist him in hundreds of ways to fight disease and stay the hand of death. The good effects of the aromatics were certainly recognized some time ago. We find them in the confectio damocratis 1746, which was once an ingredient of the well-known and popular Warburg's tincture. We note it in the cinnamon, ginger, mace, pepper, aniseed, red rose, and many other aromatics. In this preparation the aromatic principles enhance the effect of the other ingredients.

Nearly all bitter principles seem to act more harmoniously when conjoined with one or more of the aromatics. Strychnine, along with iron and quinine, will be better borne by the stomach and exert more tonic action when dissolved in an aromatic elixir than otherwise.

The employment of an aromatic vehicle for the administration of the iodide of potassium or bromides of sodium, potassium or ammonium prevents gastric disturbance and lessens in a great measure the production of either iodism or bromism.

Other salines, like salicylate of sodium acetate, citrate and bicarbonate of potassium, are found to be agreeable and certain in their action when exhibited along with an aromatic cordial.

A good place for the aromatics is in connection with the administration of laxatives, cathartics, and purgatives. Here we find the active and usually irritating principles of rhubarb, aloes, senna, colocynth and mandrake are easily overcome, and the patient pleasantly relieved.

The astringency of certain galenicals is increased by aromatics, as preparations of chalk, bismuth, catechu, opium, kino, logwood, blackberry, galls, and dilute mineral acids.

As agreeable flavoring adjuncts few better can be found than the fragrant orange and lemon peel, also the cardamom, cinnamon, aniseed, fennel, and rose.

Most of these are the ingredients of the usual aromatic elixirs and cordials which have done so much towards annihilating the bitter and nauseous medicines of the materia medica.—Prof. P. E. Hommel in Druggists' Circular.

Cut in Capsules.

The United States Capsules Company have sent out a notice stating that henceforth they will market their capsules direct to the jobbing trade. Previously most of their goods have been sold through Parke, Davis & Co. A new wholesale and retail price list is adopted at a considerable reduction from previous figures. The jobbing price is now \$5.50 per gross. It is the intention of this company to advertise largely, and to create a demand for their goods direct through the retail trade.

The price of game in France is alleged to depend principally upon the state of the moon. When the moon is dark and poachers cannot see to set their snares at night game is scarce. When the moon is full there is plenty of light and the poachers get lots of game.

Pharmaceutical Education and Legislation.

In the department of pharmacy to which I have devoted most attention—pharmaceutical education and legislation—there has been no single great advance during the past year, but there has been a very general progress in the right direction along all lines.

Some of the schools of pharmacy have lengthened their courses of study, while nearly all have announced increased courses of laboratory work, and other improvements in their curricula. It is moreover gratifying to notice less of the antagonism which existed between certain classes of schools several years ago. It seems to have become generally recognized that no single school or set of schools can have a monopoly of methods, and that the people with whom we totally disagree may nevertheless possess some very good ideas which it would be well for us to study.

In the methods of examining boards there is a noticeable improvement. The standard of admission required by some boards is, I should say, a hundred per cent. above what it was several years ago. Others have made less progress, while a few have unfortunately shown no advancement whatever. In the case of some of the latter class we are at least assured against any further depreciation, for the reason that their methods and standards are already so abominably poor that retrogression is not possible.

In several states some important amendatory legislation has been adopted, while the list of judicial decisions affecting the interests of pharmacists is unusually large and important.

In the matter of legislation it will be well for pharmacists to bear in mind that attempts to totally repeal the pharmacy laws, or to permit physicians to register as pharmacists without examination, are still being made, and are likely to prove successful where pharmacists are not alert and well organized.

The legal decisions of the year have, in general, been consonant with both reason and justice, although two of them are remarkable for being just the contrary, and from the profundity of ignorance which they display, recall the unique decisions of the sapient Van Twiller, the Dutch Governor of New Amsterdam who, when he had a cause which he was unable to understand, was wont to discharge the principals to the suit, fine the witnesses and make the constables pay the costs.

One of the remarkable decisions was that rendered by a Supreme Court to the effect that a grocer was not liable for the sale of Beef, Iron and Wine, on the very singular ground that the particular article sold was too poor to be considered as a medicine! We do not doubt the poverty of the article, but it is something new to learn that a grocer who wishes to practice pharmacy without the necessity of registration may safely do so, providing the goods he sells are sufficiently adulterated. The accidental sale of a pure article, however, would immediately render him liable for practicing pharmacy without registration.

The other decision referred to is of a more serious nature, as its impropriety is not so readily apparent to the general public. In this instance a Supreme Court judge takes the extraordinary position that the preparation by one physician of medicines prescribed by another is not the practice of pharmacy within the meaning of the pharmacy act, and further, that by reason of his medical education, the physician is perfectly qualified to perform such a service.

The grain of consolation which pharmacists may find in these two decisions is that their absurdity is such that they are not likely to be generally followed by the courts of other states.

In conclusion it may be said that there has never been as much interest manifested in the execution and revision of the pharmacy laws as at present and it is a safe prediction that the next decade will witness a greater advance in the development of a rational system of pharmaceutical jurisprudence than has occurred in all of our previous history.—Prof. J. H. Beal in American Druggist.

Slot Telephones Accepted by Cleveland Druggists.

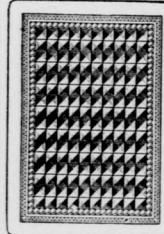
Cleveland druggists are debating whether they will keep the old-fashioned single line, the metallic circuit, or the slot telephones. The first costs \$72 per annum, the second \$120 and the third, the slot machine, costs \$140 per year for 3,040 calls, each call to be paid for. The druggist is to receive all the tolls for all calls up to 3,940 and to pay \$140 per year for the 'phone and to give the company one-half the tolls received for calls in excess of 3,940. Forty-four druggists have accepted this proposition and more are falling in line.

Maine factories sold \$250,000 worth of wood shoe pegs last year.

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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.

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The best 5 cent cigars ever made. Sold by

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Acidum					
Aceticum.....	60 3	Conium Mac.....	35 50	Sellae Co.....	50
Benzoleum, German	70 75	Copaiba.....	1 10 20	Tolutan.....	50
Boric.....	15	Cubebe.....	90 1 00	Prunus virg.....	50
Carbolicum.....	20 41	Exechthitis.....	1 00 1 10	Tinctures	
Citricum.....	40 42	Erigeron.....	1 00 1 10	Aconitum Napellis R.....	50
Hydrochlor.....	30 5	Gaultheria.....	1 50 1 60	Aconitum Napellis F.....	50
Nitrosum.....	80 10	Geranum, ounce.....	50 60	Aloes.....	60
Oxalicum.....	130 14	Hedeoma.....	1 00 1 10	Aloes and Myrrh.....	60
Phosphoricum, dil.....	15 15	Juniper.....	1 50 2 00	Arnica.....	50
Salicylicum.....	60 65	Lavandula.....	1 20 1 40	Assafoetida.....	50
Sulphuricum.....	1 25 1 40	Limonis.....	1 50 2 00	Atrope Belladonna.....	50
Tannicum.....	38 40	Mentha Piper.....	1 60 2 20	Aurant Cortex.....	50
Tartaricum.....	38 40	Mentha Verid.....	1 50 1 60	Benzoin.....	50
Ammonia		Morruhae, gal.....	1 00 1 10	Barosma.....	50
Aqua, 16 deg.....	40 6	Myrcia.....	4 00 4 50	Cantharides.....	75
Aqua, 20 deg.....	60 8	Olive.....	75 3 00	Capsicum.....	50
Carbonas.....	130 14	Pisic Liquida.....	10 12	Cardamon.....	75
Chloridum.....	120 14	Pisic Liquida, gal.....	38 35	Cardamon Co.....	75
Aniline		Rosmarin.....	38 1 10	Castor.....	1 00
Black.....	2 00 2 25	Rose, ounce.....	6 50 8 50	Catechu.....	50
Brown.....	80 1 00	Succin.....	40 45	Cinchona.....	50
Red.....	45 50	Sabina.....	90 1 00	Cinchona Co.....	50
Yellow.....	2 50 3 00	Santal.....	2 50 7 00	Cinchona.....	50
Baccæ		Sassafras.....	55 60	Cassia.....	50
Cubæe..... po. 18	130 15	Sinapis, ess., ounce.....	65	Cassia Acutifol Co.....	50
Juniperus.....	60 8	Tigil.....	1 40 1 50	Digitalis.....	50
Xanthoxylum.....	25 30	Thyme.....	40 50	Ergot.....	50
Balsamum		Thyme, opt.....	1 60	Ferri Chloridum.....	35
Copaiba.....	55 60	Theobromas.....	15 20	Gentian.....	50
Peru.....	2 40	Potassium		Gentian Co.....	50
Terabin, Canada.....	45 50	Bi-Carb.....	15 18	Gulaca.....	50
Tolutan.....	50 60	Bichromate.....	130 15	Gulaca ammon.....	50
Cortex		Bromide.....	50 55	Hrosyamus.....	75
Abies, Canadian.....	18	Carb.....	12 15	Iodine.....	75
Cassia.....	18	Chlorate, po. 17@19c	16 18	Iodine colorless.....	75
Cinchona Flava.....	12	Cyanide.....	35 40	Kino.....	50
Euonymus atropurp.....	30	Iodide.....	2 00 2 35	Lobelia.....	50
Myrica Cerifera, po.....	20	Potassa, Bitart, pure	28 30	Myrrh.....	50
Prunus Virgin.....	12	Potassa, Bitart, com	15 15	Nux Vomica.....	50
Quillaja, gr'd.....	14	Potass Nitras, opt.....	8 10	Opil.....	75
Sassafras..... po. 18	12	Potass Nitras.....	7 9	Opil, camphorated.....	50
Ulmus..... po. 15, gr'd	15	Prussiate.....	20 25	Opil, deodorized.....	1 50
Extractum		Sulphate po.....	15 18	Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Radix		Rhatany.....	50
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Rhel.....	50
Hæmatox, 15 lb box.....	11 12	Althe.....	22 25	Sanguinaria.....	50
Hæmatox, 1s.....	13 14	Anchusa.....	10 12	Serpentaria.....	50
Hæmatox, 1/2s.....	14 15	Arum po.....	25 25	Stromonium.....	60
Hæmatox, 1/4s.....	16 17	Calamus.....	20 40	Tolutan.....	60
Ferru		Gentiana..... po. 15	12 15	Valerian.....	50
Carbonate Precip.....	15	Glycyrrhiza, pv. 15	16 18	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canaden.....	55	Zingiber.....	20
Citrate Soluble.....	75	Hydrastis Canaden.....	60	Miscellaneous	
Ferrocyanidum Sol.....	40	Heliolebo, Alba, po.....	15 20	Ether, Spts. Nit. 3 F.....	30 35
Solut. Chloride.....	15	Inula, po.....	15 20	Ether, Spts. Nit. 4 F.....	34 38
Sulphate, com'l, by	2	Ipecac, po.....	2 10 2 25	Alumen.....	24 3
Sulphate, pure.....	50	Iris plox..... po. 35@38	35 40	Alumen, gro'd..... po. 7	40 50
Flora		Jalapa, pr.....	25 30	Annatto.....	40 50
Arnica.....	120 14	Maranta, 1/2s.....	35 40	Antimoni, po.....	40 5
Antemis.....	18 25	Podophyllum, po.....	22 25	Antimoni et PotassT.....	40 50
Matricaria.....	30 35	Rhel.....	75 1 00	Antipyrin.....	40 1 40
Folia		Rhel, cut.....	75 1 25	Antifebrin.....	15
Barosma.....	23 28	Rhel, pv.....	75 1 35	Argenti Nitras, oz.....	50
Cassia Acutifol, Tin.....	18 25	Spigelia.....	35 38	Arsenicum.....	10 12
Cassia Acutifol, Alx.....	25 30	Sanguinaria..... po. 15	35 38	Balm Gilead Bud.....	38 40
Salvia officinalis, 1/2s	120 20	Serpentaria.....	30 35	Bismuth S. N.....	1 40 1 50
Ura Ursi.....	80 10	Senega.....	40 45	Calcium Chlor, 1s.....	9
Gummi		Similax, officinalis H	40 45	Calcium Chlor, 1/2s.....	10 12
Acacia, 1st picked.....	65	Smilax, M.....	10 12	Cantharides, Rus, po.....	75
Acacia, 2d picked.....	60 80	Scilla..... po. 35	10 12	Capsici Fructus, af.....	15
Acacia, sifted sorts.....	60 80	Symplocarpus, Foti.....	25	Capsici Fructus, po.....	15
Aloe, Barb. po. 18@20	12 14	Valeriana, Eng. po. 30	25	Capsici Fructus B, po.....	15
Aloe, Cape..... po. 15	12 14	Zingiber a.....	15 20	Caryophyllus..... po. 15	10 12
Aloe, Socotri..... po. 40	30 35	Zingiber j.....	25 27	Carmin, No. 40.....	3 00
Ammoniac.....	55 60	Semen		Cera Alba, S. & F.....	50 55
Assafoetida..... po. 30	25 28	Anisum..... po. 15	12 12	Cera Flava.....	40 42
Benzoinum.....	50 55	Apium (graveleons)	13 15	Coccus.....	40
Catechu, 1s.....	16	Bird.....	10 12	Cassia Fructus.....	30 33
Catechu, 1/2s.....	16	Carul..... po. 18	10 12	Centraria.....	10
Catechu, 1/4s.....	40 42	Cardamon..... po. 18	1 25 1 75	Cetaceum.....	45
Camphore.....	40 42	Coriandrum.....	8 10	Chloroform.....	60 63
Euphorbium..... po. 35	1 00	Cannabis Sativa.....	4 44	Chloroform, squibbs	1 25
Galbanum.....	65 70	Cydonium.....	75 1 00	Chloral Hyd Crst.....	1 50 1 60
Gamboge po.....	65 70	Chenopodium.....	10 12	Chondrus.....	20 25
Gualacum..... po. 25	30 35	Dipterix Odorate.....	2 00 2 20	Cinchonidine, P. & W.....	25 35
Kino..... po. \$3.00	3 00	Foeniculum.....	10 10	Cinchonidine, Germ.....	25 30
Mastic.....	60	Fenugreek, po.....	7 9	Cocaine.....	3 80 4 00
Myrrh..... po. 45	40 45	Lini.....	3 4	Corks, list, dis. pr. ct.	70
Opil..... po. \$1.10@1.30	3 00 3 10	Lini, gr'd..... bbl. 3	4 44	Creatum.....	2 35
Shellac.....	40 45	Lobelia.....	35 40	Creta, prep.....	5 11
Shellac, bleached.....	40 45	Pharlaris Canarian.....	4 44	Creta, preclp.....	8
Tragacanth.....	50 60	Rapa.....	4 44	Creta, Rubra.....	18 20
Herba		Sinapis Albu.....	7 8	Cudbear.....	24
Absinthium..... oz. pkg	25	Sinapis Nigra.....	11 12	Cupri Sulph.....	5 6
Eupatorium..... oz. pkg	20	Spiritus		Dextrine.....	10 12
Lobelia..... oz. pkg	20	Frumenti, W. D. Co.....	2 00 2 50	Ether Sulph.....	75 80
Majorum..... oz. pkg	20	Frumenti, D. F. R.....	2 00 2 25	Emery, all numbers.....	8
Mentha Pip..... oz. pkg	25	Frumenti.....	1 25 1 50	Emery, po.....	6
Mentha Vir..... oz. pkg	25	Juniperis Co. O. T.....	1 65 2 00	Ergota..... po. 40	30 35
Rue..... oz. pkg	38	Juniperis Co.....	1 75 3 50	Flake White.....	12 15
Tanacetum Voz. pkg	22	Saacharum N. E.....	1 90 2 10	Galla.....	23
Thymus, V. oz. pkg	25	Spt. Vini Gall.....	1 75 6 50	Gambier.....	8 9
Flagnesia		Vini Oport.....	1 25 2 00	Gelatine, French.....	35 60
Calcined, Pat.....	55 60	Vini Alba.....	1 25 2 00	Glassware, flint, box	70
Carbonate, Pat.....	20 22	Sponges		Less than box.....	60
Carbonate, K. & M.....	20 25	Florida sheeps' wool	2 50 2 75	Glue, brown.....	9 12
Carbonate, Jennings	35 36	Nassau sheeps' wool	2 00	Glue, white.....	13 25
Oleum		Velvet extra sheeps'	2 1 25	Glycerina.....	13 20
Absinthium..... 3 25 3 50		wool, carriage.....	2 1 25	Grana Paradisi.....	15
Amygdale, Dulc.....	30 50	Extra yellow sheeps'	2 1 25	Humulus.....	25 55
Amygdale, Amare.....	8 00 8 25	wool, carriage.....	2 1 25	Hydraag Chlor Mite	80
Anisi.....	2 25 2 30	Grass sheeps' wool,	2 1 00	Hydraag Chlor Cor.....	70
Aurant Cortex.....	2 25 2 40	carriage.....	2 1 00	Hydraag Ox Rub'm.....	90
Bergami.....	2 40 2 50	Hard, for slate use.....	2 1 00	Hydraag Ammoniat.....	1 00
Cajiputi.....	85 90	Yellow Reef, for	2 1 40	Hydraag Argentum.....	45 55
Caryophylli.....	65 70	slate use.....	2 1 40	Hydrargyrum.....	65 75
Cedar.....	35 65	Syrups		Ichthyobolla, Am.....	75
Chenopadi.....	2 75	Acacia.....	50	Indigo.....	75 1 00
Cinamonil.....	1 80 1 90	Aurant Cortex.....	50	Iodine, Resubi.....	2 60 3 70
Citrouella.....	45 50	Zingiber.....	50	Iodoform.....	4 20
		Ipecac.....	50	Lupulin.....	2 25
		Ferri Iod.....	50	Lycopodium.....	40 45
		Rhel Arom.....	50	Macle.....	65 75
		Smilax Officialis.....	50 60	Liquor Arsen et Hy.....	25
		Senega.....	50 60	Liquor Potass Arsenit.....	12
		Scilla.....	50	Magnesia, Sulph.....	3
				Magnesia, Sulph, bbl	14
				Mannia, S. F.....	50 60
				Menthol.....	2 75

PAINT
BRUSHES

We shall display Sample Lines
of a complete assortment of Brushes
January 1, 1898, consisting of

Whitewash Heads,
Kalsomine, Wall,
Oval and Round
Paint and Varnish.

Flat, Square and
Chiseled Varnish,
Sash Tools,
Painters' Dusters,
Artists' Materials.

and invite your inspection and or-
ders. Quality and Prices are right.

HAZELTINE
& PERKINS
DRUG CO.

Grand Rapids, Mich.

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.

Aurora	doz.	gross
Castrol	doz.	6 00
Diamond	doz.	7 00
Prazer's	doz.	4 00
IXL Golden	tin boxes	75 00
Nica	tin boxes	75 00
Paragon	doz.	55 00

BAKING POWDER.

Absolute.

1 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50

Acme.

1 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00

El Purity.

1 lb cans per doz	75
1 lb cans per doz	1 20
1 lb cans per doz	2 00

Home.

1 lb cans 4 doz case	35
1 lb cans 4 doz case	85
1 lb cans 2 doz case	1 60

JAXON

1 lb cans, 4 doz case. 45
1 lb cans, 4 doz case. 85
1 lb cans, 2 doz case. 1 60

Jersey Cream.

1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85

Our Leader.

1 lb cans	45
1 lb cans	75
1 lb cans	1 50

Peerless.

1 lb. cans	85
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BATH BRICK.

American	70
English	80

BLUING.

CONDENSED PEARL BLUING

1 doz. pasteboard Boxes... 40
3 doz. wooden boxes... 1 20

BROOMS.

No. 1 Carpet	1 60
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Perlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25

CANDLES.

8s	7
16s	8
Paraffine	8

CANNED GOODS.

Manitowoc Peas.

Lakeside Marrowfat	95
Lakeside E. J.	1 15
Lakeside, Cham. of Eng.	1 20
Lakeside, Gem. Ex. Sifted	1 45
Extra Sifted Early June	1 75

CATSUP.

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

CHEESE.

Acme	@ 11 1/2
Amboy	@ 12
Byron	@ 11 1/2
Elsie	@ 12 1/2
Gem	@ 12 1/2
Gold Medal	@ 11
Herkimer	@ 11 1/2
Ideal	@ 11 1/2
Jersey	@ 12
Lenawee	@ 11 1/2
Riverside	@ 12
Springdale	@ 11 1/2
Sparta	@ 11
Brick	@ 10
Edam	@ 75
Leiden	@ 75
Limbarger	@ 10
Pineapple	@ 43
Sap Sago	@ 18

Chicory.

Bulk	5
Red	7

CHOCOLATE.

Walter Baker & Co.'s.

German Sweet	23
French	25
Breakfast Cocoa	45

CLOTHES LINES.

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

COCOA SHELLS.

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

CREAM TARTAR.

5 and 10 lb. wooden boxes... 30-35

COFFEE.

Green.

Rio.

Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15

Santos.

Fair	14
Good	15
Prime	16
Peaberry	17

Mexican and Guatemala.

Fair	16
Good	17
Fancy	18

Maracaibo.

Prime	30
Milled	21

Java.

Interior	20
Private Growth	22
Mandehling	24

Mocha.

Imitation	22
Arabian	24

Roasted.

Clark-Jewell-Well's Co.'s Brands

Fifth Avenue	28
Jewell's Arabian Mocha	28
Wells' Mocha and Java	24
Wells' Perfection Java	24
Sancaho	23
Breakfast Blend	20
Valley City Maracaibo	18 1/2
Ideal Blend	14
Leader Blend	12

Package.

Below are given New York prices on package coffees, 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 weight of package, also 1c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Extract.

Valley City 1/4 gross	75
Felix 1/4 gross	1 15
Hummel's foil 1/4 gross	85
Hummel's tin 1/4 gross	1 48

CLOTHES PINS.

5 gross boxes	40
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COUGH DROPS.

C. B. Brand.

40 1/2 cent packages	1 00
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CONDENSED MILK.

4 doz in case.

Gail Borden Eagle	8 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 35
Dime	3 35

COUPON BOOKS.

Trade-man 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

Economic 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

ONE CENT COUPON

Universal Grade.

50 books, any denom.	1 50
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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
128 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 1/2

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
Barrels 2 1/2

STOVE POLISH.



No. 4 3 doz in case, gross 4 1/2
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.

Domino 5 75
Cut Loaf 5 75
Crushed 5 75
Cubes 5 44
Powdered 5 44
XXXX Powdered 5 50
Granulated in bbls 5 25
Granulated in bags 5 25
Fine Granulated 5 25
Extra Fine Granulated 5 38
Extra Coarse Granulated 5 38
Mould A 5 50
Diamond Confection A 5 25
Confection Standard A 5 13
No. 1 4 83
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 3 75
Halford, large 3 75
Halford, small 2 25
Salad Dressing, large 4 55
Salad Dressing, small 2 65

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand.
New Brick 33.00
H. & P. Drug Co.'s brand.
Quintette 35.00
G. J. Johnson Cigar Co.'s brand.



S. C. W. 33.00
H. Van Tongeren's Brand.
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
Halibut 15
Ciscos or Herring 4
Bluefish 10
Live Lobster 10
Boiled Lobster 20
Cod 10
Haddock 8
No. 1 Pickerel 7
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 22
Selects 22
F. J. D. Standards 20
Anchors 18
Standards 16
Favorites 14

Oysters in Bulk

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

Shell Goods.

Oysters, per 100 1 25
Clams, per 100 1 00

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.

Green 7 @ 8
Part cured 8 @ 8
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 9 @ 10 1/2
Deerskins 25 @ 30

Pelts.

Shearlings 50 @ 30
Lambs 40 @ 10
Old Wool 60 @ 1 25

Furs.

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

Wool.

Washed 14 @ 23
Unwashed 17 @ 27

Miscellaneous.

Tallow 2 1/2 @ 3 1/2
Grease Butter 1 @ 2
Switches 1 1/2 @ 2
Singseng 2 @ 3 1/2

Candies.

Stick Candy.

bbls. pails
Standard 6 1/2 @ 7
Standard H. H. 6 1/2 @ 7
Standard Twist 6 @ 8
Cut Loaf 6 @ 8 1/2
Jumbo, 32 lb 6 @ 8 1/2
Extra H. H. 6 @ 8 1/2
Boston Cream 6 @ 8 1/2

Mixed Candy.

Competition 6 @ 6
Standard 7 @ 7
Conserve 7 @ 7 1/2
Royal 7 @ 7 1/2
Ribbon 7 @ 7 1/2
Broken 8 @ 8
Cut Loaf 8 @ 8 1/2
Quaker, 1/2s 8 @ 8 1/2
Kindergarten 8 @ 8 1/2
French Cream 8 @ 8 1/2
Dandy Pan 10 @ 10
Valley Cream 12 @ 12

Fancy-In Bulk.

Lozenges, plain 8 @ 8 1/2
Lozenges, printed 8 @ 8 1/2
Choc. Drops 10 @ 14
Choc. Monumentals 11 @ 11
Gum Drops 6 @ 6
Moss Drops 8 @ 8
Sour Drops 8 @ 8
Imperial 8 @ 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 50 @ 50
Gum Drops 50 @ 50
Cream Bar 50 @ 50
Licorice Drops 50 @ 50
A. B. Licorice Drops 50 @ 50
Lozenges, plain 50 @ 50
Lozenges, printed 50 @ 50
Imperial 50 @ 50
Molasses Bar 50 @ 50
Hand Made Creams 80 @ 1 00
Plain Creams 60 @ 90
Decorated Creams 90 @ 90
String Rock 60 @ 60
Burnt Almonds 1 25 @ 25
Wintergreen Berries 60 @ 60

Caramels.

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

Fruits.

Oranges.

Mexicans 150 176-200 23 @ 25
Cal. Seedlings 23 @ 25
Fancy Navel 112 23 @ 25
126 to 216 23 @ 25
Choice 23 @ 30

Lemons.

Strictly choice 300s 23 @ 25
Strictly choice 300s 23 @ 25
Fancy 300s 23 @ 30
Ex. Fancy 300s 23 @ 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 6 @ 6
Persians, G. M.'s 5 1/2 @ 5 1/2
1 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 9 @ 9
Filberts 10 @ 10
Walnuts, Grenoble's 12 @ 12
Walnuts, Calif No. 1 10 @ 10
Walnuts, soft shelled 9 @ 9
Calif. 9 @ 9
Table Nuts, fancy 11 @ 11
Table Nuts, choice 10 @ 10
Pecans, Med. 8 @ 8
Pecans, Ex. Large 10 @ 10
Pecans, Jumbos 12 @ 12
Hickory Nuts per bu., Ohio, new 1 60 @ 1 60
Cocoanuts, full sacks 4 50 @ 4 50

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat 88
Winter Wheat Flour.
Local Brands.

Patents 5 50
Second Patent 5 50
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.

Wardens Grocer Co.'s Brand.

Quaker, 1/2s 4 60
Quaker, 1/4s 4 60
Quaker, 1/8s 4 60
Guard, Fairfield & Co.'s Brand 5 20
Whole Wheat 1-16s 5 20

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.
Pillsbury's Best 1/2s 5 50
Pillsbury's Best 1/4s 5 50
Pillsbury's Best 1/8s 5 30
Pillsbury's Best 1/16s 5 30
Pillsbury's Best 1/32s 5 30
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s 5 40
Grand Republic, 1/4s 5 30
Grand Republic, 1/8s 5 20
Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s 5 50
Gold Medal 1/4s 5 40
Gold Medal 1/8s 5 30
Parisian, 1/2s 5 40
Parisian, 1/4s 5 40
Parisian, 1/8s 5 30

Olney & Judson's Brand.

Ceresota, 1/2s 5 50
Ceresota, 1/4s 5 40
Ceresota, 1/8s 5 30
Wardens Grocer Co.'s Brand.
Laurel, 1/2s 5 50
Laurel, 1/4s 5 40
Laurel, 1/8s 5 30

Meal.

Bolton 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 30 1/2
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, 3 lb. carton 6
Salted XXX, 3 lb. carton 6 1/2

Soda.

Soda XXX 7
Soda XXX, 3 lb. carton 7 1/2
Soda, City 10
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 home made 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, Honey 11 1/2
Molasses Cakes 8
Marshmallow 15
Marshmallow Creams 16
Pretzels, hand made 9
Pretzettes, Little German 7
Sugar Cake 8
Sultanas 12 1/2
Sears' Lunch 8
Vanilla Square 8 1/2
Vanilla Wafers 14
Pecan Wafers 15 1/2
Mixed Picnic 12 1/2
Cream Jumbles 12
Boston Ginger Nuts 8 1/2
Chimnie Fadden 10
Peanut Butter 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
Acorn, clear 7
California hams 5 1/2
Boneless hams 8 1/2
Cooked ham 11

Lards. In Tierces.

Compound 4
Kettie 5 1/2
55 lb Tubs 3 1/2
80 lb Tubs 3 1/2
50 lb Tins 3 1/2
20 lb Pails 3 1/2
10 lb Pails 3 1/2
5 lb Pails 3 1/2
3 lb Pails 3 1/2

Sausages.

Bologna 5
Liver 5 1/2
Frankfort 7
Pork 6 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 1 00
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
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 @ 3

Pork.

Dressed 4 @ 4
Loins 6 1/2 @ 5
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 Mich. Hdt 8 1/2 @ 8 1/2
W W Michigan 8 @ 8
Diamond White 8 @ 8
D. S. Gas 8 @ 8
Deo. Naptha 7 1/2 @ 7 1/2
Cylinder 25 @ 26
Engine 11 @ 21
B'ack, 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. 8
25 gal. meat-tubs, per gal. 10
30 gal. meat-tubs, per gal. 10

Churns.

2 to 6 gal., per doz 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, ball, doz 85
1 gal. fireproof, ball, 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
Tubular 50
Security, No. 1 65
Security, No. 2 85
Nutmeg 50
Climate 1 50

LAMP CHIMNEYS-Common.

Per box of 6 doz.

No

Hardware

Result of the Cheapening Process in Stove Polish.

Ante Lucem in American Artisan.

The beginning of the year 1898 might be a good time for a short chapter on stoveblackening and stove arrangement. During the year many dealers have plied me with questions as to where could they find the very best stove polish, and many have registered complaints that for the last year or two the blacking they were using did not appear to be as good as in former years, being thick, muddy and devoid of that black luster so desirable to make a stove show up; besides, there were apparently no wearing qualities to it, and in a few days, at most, the stoves grew dingy.

I sought information from a large dealer in stove sundries and from him learned that the probable cause lies in the cheapening process that has been going on for the last year or two. Manufacturers of benzine polish have been trying to see how cheap (not how good) they could make that class of goods, and have sought business largely upon the score of price alone. This may be the cause for complaints.

Other information disclosed the fact that a high grade polish has been quite unsalable, as against low priced, cheap grades. The price for 1898 has been considerably advanced, and it is to be hoped the grade has been correspondingly advanced. The mere cost of a little blacking for a stove or several stoves is not such a great item, and a good polish on a stove will, in looks, add from \$1 to \$3 in selling points.

Dealers, as a rule, give too little attention to this single feature, inexpensive as it is. A man took me around to a stove on his sample floor and said: "Why can't I get a polish, surface and shine like that? Where can I buy the blacking to do it with?" Why, my dear fellow, that stove has done sample service on the maker's floor for perhaps three or four years, and has been polished and repolished times without number, and the blacking rubbed down like hard-baked Japan, that's the secret of it. It's not in the blacking. Put some labor on your samples, keep your small line unbroken, year in and year out, go over each stove once or twice a week, and see what you have at the end of two years."

Arrangement of sample stoves is also an important feature of the business, and should be done with some idea of convenience in showing up, symmetry in appearance, and it is not a poor idea to shift the positions of stoves from time to time. It is a change to the eye of your patron, and often results in bringing to his attention just the article he wants.

In lieu of suitable platforms, good convenient stove-trucks are not so expensive. To place a good, nice-heating stove, cook or range upon an ill-looking box or makeshift truck detracts from its value and sale. In the smaller country stores where room is limited, good suitable trucks are preferable, as it aids in economizing space, exhibition and sale work. I hope 1898 will see many changes in these things which will materially add to an increase of business and help prosperity.

The months of January and February are usually dull months in the hardware business. It is the usual season for inventory, and when going through with this part of the work a most opportune time is offered to re-arrange stock, make additional shelf room, tool racks and clean up generally. Within the last twelve or eighteen months many dealers made greater or less alterations in their business buildings, all of which bespeaks a healthy tone. May prosperity for the year 1898 be so great as to enable still larger improvements. To forecast probable results would be impossible, but there is a buoyant hope.

The Inventory Bogy.

Sidney Arnold in American Artisan.

"Did any of you gentlemen ever hear of a business bogy?" queried the paint

salesman. "Well, I have, and its name is inventory. The other day I was talking with a hard-working, energetic retailer who carries on a large business and isn't afraid of work by any means, and you ought to see how frightened he looked when I casually asked how soon he intended to take stock. 'Why,' he said, 'I am so busy that I can't spend the time necessary to take an inventory, although I know it's a good idea to have one occasionally. In a few months I expect to take on an extra clerk and then, perhaps, I can do it.' Now this sort of talk is rank foolishness. I make this assertion boldly and without fear of contradiction, that there is not a single wholesale or retail house in this country whose supply of clerks is adequate for the successful management of their business, and whose system of keeping stock is up-to-date, who cannot take a complete inventory of their goods in one working day. Lots of retailers seem to have a notion that an inventory takes anywhere from a week to a month, to hear them talk about it, but this is rank nonsense. If there is one thing every merchant should do, that is to see where he stands. It is idiocy to delude yourself into a notion you are making money when you are not, and every man should know once a year where he is 'at.'"

Some Things Which Business Men Should Not Do.

Do not forget that good address is as important as it is pleasant to customers and associates.

Don't look for success until you can command the respect of employers, associates and customers.

Don't be discouraged when you make a mistake; the man does not live who never made one.

Do not spread out too much, for you may spread very thin.

Don't trust a man simply because he is honest; honesty does not supply ability.

Do not count your credit so good that you can afford to abuse it.

Don't make a credit without first considering what proportion of assets are available to meet liabilities.

Do not be so anxious to sell goods on credit that you fail to ascertain your debtor's worth.

Did you ever realize that the average cash discount will amount to nearly double the interest you are obliged to pay for money borrowed for the purpose.

Don't overlook the fact in granting a credit that the all-important questions are: How much is your applicant for credit actually worth; in what shape is he worth it and what proportion of his assets is readily convertible to meet his liabilities?

Don't be deceived by the extra profit you may obtain on a sale to a slow-paying customer; as a rule, the slow-paying customer is unprofitable.

Does your indebtedness nearly equal the liquidating values of your assets? You are in danger.

Don't trust a man with your goods to whom you would not make a cash loan.

Do not discontinue your research until you feel assured that you know all you possibly can about your particular trade.

Do not overbuy, even if price offered is low; interest on money invested in unnecessary stock rapidly eliminates profits.

Don't neglect to take an annual invoice, all prudent merchants want to know exactly where they stand.

Don't expect your best salesman to be a good collector.

Doing business in an over-cautious manner is more profitable than to be too credulous.

Don't endorse an accommodation note; if you can afford to lose the money loan it to your friend who asks the favor.

Don't buy of many houses in same line; you will have better prices if trade is confined to few houses and trade is sufficient to warrant.

Do not allow a loss to cause unnecessary worry, but consider errors in handling the account and place cautionary signals.

Acetylene Gas Destined to Come Into General Use.

From the Dry Goods Reporter.

A great deal has been said about acetylene gas and its practical use for illuminating purposes, and yet the general public has but a vague and oftentimes erroneous idea concerning it. This is due, perhaps, to the fact that much of the publicity given to acetylene has been through unreliable sources. Parties with none too great knowledge of this new gas and with imperfect apparatus for using it have preyed on the curiosity and gullibility of the public to an extent that not a few people have come to believe that there is a good deal of "fake" about it. Nevertheless this new gas, for it is yet comparatively new, being first discovered in 1836, is destined to come into quite general usage for illumination. One has only to see the strong, clear light that the gas gives, when properly generated, to be forced to this conclusion.

The impression has been given out on unreliable authority that acetylene is exceedingly cheap, considerably cheaper than city gas. This is not wholly true. It is economical from the standpoint of the volume and the quality of the light given, and the expense is not greater than the average cost of the city gas, but it cannot be said to be the cheapest means of illumination. Theoretical candle power, as developed in the laboratory, and applied illumination are not always to be classed as the same thing. The cost of a foot of acetylene is ten times that of ordinary coal gas, but on the other hand it goes ten times as far, making the expense about the same.

Acetylene was first discovered by the English chemist, Edmund Davy, in 1836, and introduced to the notice of the British Association. It is lighter than air and has a distinct odor. Its specific gravity so nearly approximates that of air, that any leakage from pipes or fixtures diffuses and is quickly ignited. Pure acetylene will not explode but, mixed with air in proportions

forms an explosive mixture, as does every illuminating gas. It is commercially produced by treating calcic carbide with water, in apparatus designed to automatically control and adapt production to consumption. Carbide is made by mixing finely ground coke (about 40 per cent.) and lime (about 60 per cent.), and fusing in an electric furnace. Each pound of good carbide will produce five feet of gas, equal in illuminating value to 60 to 75 feet of ordinary city gas.

In suitable burners, a beautiful, steady, pure white flame is produced, burning without odor or smoke, so nearly resembling sunlight that all shades of colors are readily distinguishable. The relatively small amount of gas consumed reduce, heat and air vitiation to the minimum.

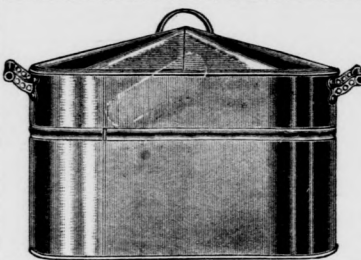
Output of Pennsylvania Oil.

From the Oil City Derrick.

While no field of extraordinary magnitude was discovered during the year just closed, and while prices continued steadily downward, yet the aggregate output of Pennsylvania oil was greater by over a million and a quarter barrels than the year preceding. This increase in production was accomplished with the drilling of 1,731 fewer wells than in 1896, and under circumstances that exercised a depressing influence upon field activity. A single well, that of Elk Fork, in Tyler county, West Virginia, monopolized the attention of the trade, and proved by far the most remarkable development of the year. There was likewise a considerable increase in the new production from various other sections of West Virginia. The Gordon sand territory furnished most of the gusher strikes, but there was also a large yield from the shallow sand wells of the same State.

In judging another's honor we often place a valuation upon our own.

If you wish to know a man's character, learn his thoughts.



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.

How the Trading Stamp Scheme Works in Jackson.

The trading stamp scheme is one of the many evils that burden the retail dealer of to-day. While there are a great many other schemes that are a detriment to trade, the trading stamp is the worst. It stalks in the land, causes vexation of spirit, hard words and the useless expenditure of hard cash for which we get no profit or even value received.

The other schemes are evils in their way, but necessary evils. Some of our merchants, foreseeing the future of the trading stamps, and being satisfied that by their very nature they must prove unsatisfactory, have purchased the material with which to handle schemes of their own, which have been handled entirely by themselves, they receiving the profits there were in the business. This kind of a scheme is preferable to the trading stamp, for the reason that the dealer keeps the premium goods in stock, where they may be inspected by the customers, and the merchant, of necessity, must furnish the goods as he represents them or he will be dishonest and lose the faith of his patrons. These individual schemes should not be favored, for they are a close second to the trading stamp and are only used as a means to meet the scheme of some other dealer. There is one thing which can be said for the individual scheme that cannot be advocated for the trading stamps; that is, the merchant has control of his individual scheme and must, of necessity, make it honorable, which he has not the power to do with the trading stamp. It would be useless for us to ask or give a reason why so many have gone to the expense of purchasing these stamps. After finding how much of a detriment they are to us, and realizing that there is no possible chance for us to get value received for the money we put into them—not to mention the profits that are promised us by the stamp company—it is our duty to take steps to get rid of them and drive them out of use.

The Merchants' Supply Co., which furnishes these stamps, agrees to double, or very materially increase, the cash trade of the dealer if he will handle them. I have found only one man in over two hundred with whom I have talked who is satisfied with the stamps. All of the rest say that they are injurious to trade and a serious loss to the dealer, without any valuable return. This company agrees to advertise for those who handle the stamps sufficient to increase the trade of the dealer one-half, but we who have watched its methods can testify that its style of advertising would not attract custom to anyone or anything.

In discussing this question with merchants in the city, I find that the almost universal opinion is that no merchant can afford to pay out 5 per cent. in addition to the regular current expenses for the purpose of increasing trade unless he is sure of the result. In the case of buying trading stamps it is simply betting 5 per cent. of your business on another man's game, and the other fellow has figured so that there is no chance for him to lose.

The merchant, when he hands out the trading stamps, virtually recommends the goods and the methods of the Supply Co. It they do not act honorably, then the merchant is blamed for misleading his customers. The Supply Co. puts a value on its goods that gives it an enormous profit on its premiums.

This, with the loss of stamps by customers and the non-presentation of books, filled or partly filled, makes an immensely profitable business for it; but the dealers who give out the stamps have to pay for everything, as they get nothing back on account of stamps that are lost or not presented. (See Michigan Tradesman of January 12.)

Since the trading stamps have been in use here, many of our grocers have asked me what my opinion is regarding them. I have invariably told them that the plan is not a right principle in business and should be let alone. Some have taken my advice—and some have taken the stamps; but there is not one who has not had great cause to regret it after having tried the stamp scheme for a time. Complaints without number have come to me that the Supply Co. did not furnish the articles as they had agreed, either in quality or quantity.

These stamps might be used to advantage, perhaps, if they could be given strictly with spot cash trade; but this is an impossibility. The weekly or monthly customer has to have the stamps and the merchant has to give them or lose that customer. Many instances of this kind have happened.

The stamp scheme is a positive injury to the customer as well as to the dealer, as it creates extravagance, causes the purchaser to buy more than he is able to pay for and, in many cases, will cause the merchant to lose his customers, also his accounts, because more has been purchased than can be paid for.

Now, a word in regard to what has been done in other places to get rid of this trading stamp scheme. In looking over the trade journals, we find that the stamps are condemned everywhere and steps have been taken, or are being taken, to do away with the handling of them. In Ypsilanti, Ann Arbor, Grand Rapids and other places I do not call to mind, meetings have been held and resolutions adopted to discontinue their use. (See Michigan Tradesman of January 5.) In Detroit and other places the merchants have organized schemes of their own to offset the scheme of the supply companies' trading stamps. In making a canvass of the city I find that the general opinion is that reliable, first-class tradesmen do not need any scheme with which to purchase customers.

W. H. PORTER.

Hardware in Germany.

From the Philadelphia Record.

General hardware and housefurnishing hardware, which comprises table, kitchen and laundry goods of all kinds, are not sold in the same stores in Germany. Stoves also (except gas and oil stoves, which fall under the head of housefurnishings) require separate establishments, as do also the pewter goods, which are made in immense quantities, and which include the wonderfully carved and ornamented covers which adorn the German beer mugs. Locks are handmade from wrought iron, and are made to the architect's order to fit the doors. Of course, such locks are far more expensive than American goods made by thousands in factories, and the idea is slowly finding its way to the Teutonic brain, but the German has a great deal of English conservatism in his makeup, and the locksmith's reign promises to be long in the land.

The really remarkable things of life are seldom heard about; people do not talk about them.

Do not own property you cannot afford to insure.

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
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 80
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, \$26.....	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.....	25
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
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
90 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	35
Casing 6 advance.....	45
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s, fancy.....	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 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 7/8
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lbs.
Blacksmith's Solid Cast Steel Hand 30c lbs. 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&1
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
ROPES	
Sisal, 1/2 inch and larger.....	6
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	2 80 2 45
Nos. 25 to 26.....	3 00 2 55
Nos. 27.....	3 40 2 65
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	3 20 2 75
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida 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.....	62 1/2
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, Clister.....	80
Screws, New List.....	85
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
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
20x14 IX, 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 IX, Charcoal.....	6 00
14x20 IX, 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
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	9

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The Grocery Market.

Sugar—The raw sugar situation is unchanged. The refiners reduced cut loaf and crushed $\frac{1}{8}$ c on Monday.

Tea—No change is to be noted in the call for the better grades, and the total of trade is but a fair movement for immediate wants. No changes are reported in prices.

Coffee—Package goods have been marked down another $\frac{1}{8}$ c. The war between package coffee houses is still on and the rebates for case lots are still offered. In some instances bulk coffee men have refused to reduce prices in competition with the package goods. The movement of package goods is large, consumption being unusually good, probably because of low prices. Nothing new is learned from foreign coffee fields, except that the prospect is for large supplies of Brazils the coming year.

Canned Goods—Tomatoes are still the most active line on the list, although further advances have considerably reduced the movement. There has been a further advance of $\frac{1}{8}$ c per dozen, and with every succeeding advance the trade seems to fall off somewhat. Early in the week, before the advance occurred, there was a good trade in tomatoes at the prices ruling the week before. Corn is strong, and an advance of $\frac{1}{8}$ c has occurred on most grades. The demand is fair. Peas are very dull, and rule at unchanged prices. Peaches are almost as dull as peas, although there is an occasional enquiry for California brands in small lots.

Dried Fruits—The general situation in dried fruits is favorable to holders. The consumption is steady and large all over the country. Stocks on the California coast are very light, while those in dealers' hands throughout the country are thought not to be excessive. The export demand has not only been unusually good thus far but it is holding up well, and the expectation is that this will much affect the stocks on hand, and, consequently, strengthen the market. The shortage of evaporated and dried apples this year has made the demand for California dried fruits unusually good, better in fact than has ever before been known. The export demand for apricots has been larger than that for any other line of fruit, while the home demand has been larger than that of last year. Although the crop of 1897 was about double that of 1896, yet the increased demand seems to have absorbed the surplus without trouble. The demand for seeded raisins this year is due largely to the scarcity of currants and their comparatively high price. But the demand for the raisins has caused an excess of brands, and a competition that has depressed the market, and caused some irregularity in prices. The situation in prunes is said to be better than ever for holders.

Rice—The demand runs chiefly to foreign, owing to the better assortment offered in those grades, as compared with the assortment of domestic grades. Stocks at primary points are light for both rough and clean.

Spices—The jobbing demand is fair to good, and this gets a good many orders on the books at top prices. Mail advices from abroad confirm previous cables of a strong market there, with holders having everything pretty much their own way at the same time. Two thousand bags of cloves were sold in New York Monday, causing a slight advance in price.

Provisions—The market has notice-

ably improved during the last two weeks. The holiday demand for poultry is entirely over, and a good, lively trade in provisions has now developed. The business in provisions has, in fact, about doubled in the last two weeks. Prices have advanced considerably, and at the present writing are very strong. Lard is stiff, but no further advance is expected.

Fish—Mackerel are selling right along, and prices are steadily advancing. While the prices from first hands have advanced several notches in the last few weeks, the jobbing prices have been untouched, but sooner or later an advance must come. Mackerel at present are undoubtedly good property. Cod is selling better, but is still rather quiet. The weather has been too warm. Prices are unchanged. Salmon are in much better demand, and larger orders are forthcoming. Prices are still unchanged, but advances are likely to come eventually. Sardines are very strong, and are held at the advance noted some time ago.

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—There is no change in the market, but the movement and the supply are both good. The weather is favorable for the good movement of the fruit.

Beets—25c per doz.

Butter—There has been a good trade in dairy grades during the past week. The market is in a healthy condition, but has declined somewhat during the past week. Fancy grades are selling as fast as they come in on the basis of 14@15c. Factory creamery is in fair demand at 18@19c.

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

Carrots—25c per bu

Celery—15@18c per bunch. The higher range of values is due to a marked improvement in the quality of the offerings.

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

Eggs—There is a general scarcity of fresh eggs, caused either by an actual shortage in the lay, or the fact that farmers are holding stock back. At present there are really not enough fresh eggs to supply the demand, but this is largely the normal shortage which occurs at this season. Refrigerator eggs are about cleaned up, and those which are still available are bringing close to the price of the fresh, which easily command 20c for carefully candled stock.

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

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

Lemons—There is but a light movement, the market remaining steady under light receipts of both Californias and Messinas.

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

Onions—The market is weaker and lower, so far as home grown stock is concerned, both yellow and red varieties being held at 70@75c. Spanish remain the same, \$1.75 per crate, but the demand is not large.

Oranges—The market is weaker. Outside prices of last week cannot be obtained, and inside quotations are the best that can be had. This is true of all the stocks, seedlings, navels, and Mexicans. The decline is about 25c per box. The stock arriving is very good, and is plentiful. The movement is large, and will be larger as the season advances. The promise is of the largest crop the West Coast has ever seen.

Potatoes—The market is without particular change. Buying is brisk at most points in Northern Michigan on

the basis of about 45c and shipments are going forward rapidly at fairly remunerative prices. Most of the Michigan crop is finding an outlet in the Eastern and Central States, the Southern demand being met by Wisconsin and Minnesota shippers, who have a more favorable rate into Texas than Michigan shippers can succeed in obtaining.

Sweet Potatoes—Kiln dried Illinois Jerseys are in good demand and ample supply at \$3.50@3.75 per bbl.

Proposed Macaroni Trust.

A meeting of importers, manufacturers and brokers in macaroni was held last week in New York to bring about, if possible, some concerted action in the future method of handling this product. Present prices of macaroni, it is claimed, are unfairly low, and the ultimate object of the current negotiations, it is understood, is to secure the maintenance of higher figures. After some discussion a committee was appointed, executive in its nature, to devise means for bringing about the ends desired. The committee will confer with members of the trade.

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TO EXCHANGE—DOUBLE FLAT HOUSE in Grand Rapids for stock of dry goods; property worth \$5,000. Address Lock Box 157, Grand Rapids, Mich. 482

FOR SALE AT A SACRIFICE—STOCK OF boots and shoes, invoicing about \$1,200. Address Wm. H. Gardner, Greenville, Mich. 480

FOR SALE—A GOOD CLEAN DRUG STOCK in one of the best locations in Grand Rapids. Reason for selling, proprietor not registered pharmacist. Address S, care Michigan Tradesman. 477

WANTED—SALESMAN TO SELL SHOES and rubbers; territory, Michigan, north of Grand Rapids. Must have an acquaintance and good references. Address Jobber, care Michigan Tradesman. 483

FOR SALE, CHEAP FOR CASH—52 ACRE farm with orchard and buildings, one mile from Clio; or can use as bazaar, book or stationery stock as part or whole payment. F. J. Kelsey, Saginaw, E. S. Mich. 478

WANT ALL KINDS OF GRAIN IN CAR lots. Name price or ask for bids. Rhodes Co., Grain Brokers, Granger, Ind. 479

FOR SALE—STOCK DRUGS AND FIXTURES in a town of 500 population with only four drug stores. Terms to suit, with a small payment down. Address W. W. Hunt, under City National Bank, Grand Rapids, Mich. 476

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

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

TO EXCHANGE—900 ACRES OF GILT-EDGE white and red oak timber, only three miles from railroad, for stock of 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 \$2,000 nor more than \$5,000. Address Shoes, care Michigan Tradesman. 475

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

BEST LOCATION FOR GRIST MILL IN THE State. Good grain region. Location and building will be given outright to man with \$4,000 capital. Address for particulars, J. C. Neuman, Dorr, Mich. 763

FOR SALE—OLD-ESTABLISHED MEAT business, located at 253 Jefferson avenue. Smoke house and all modern conveniences. Present owner soon leaves city. Enquire on premises. 464

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

WANTED—A GOOD FLOURING MILL, best location in the State; also good planing mill. Address F. Salisbury, Middleton, Mich. 471

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. 449

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. Welling & 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

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

MISCELLANEOUS.

BOOK-KEEPER—A YOUNG MAN WITH SEV- eral years' experience would like a situation as book-keeper and general hustler. Best of references furnished. Address 481, care Michigan Tradesman. 481

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