

MICHIGAN TRADESMAN

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COMMERCIAL CREDIT CO., Ltd.

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Our Spring Line ready—Winter Line still complete. Best \$5.50 all wool Kersey Overcoat, and best \$5.50 Ulster in market. See balance of our Fall Line, and our entire Spring Line. Write our Michigan Agent, WILLIAM CONNOR, Box 346, Marshall, Mich. to call on you.

Mr. Connor will be at the Palmer House, Chicago, Room 612, from Tuesday, February 1 to Wednesday evening, February 9.

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.

COLD CASH.

How It Has Been Supplanted by the Check Book.

An abundance of money is looked upon in many quarters as a panacea for all the industrial and commercial ills which exist. Silver, greenbacks—anything, in fact, which can be called money—is demanded, and it is not quality but quantity that is wanted. It is not the purpose of this article to discuss the financial question from any point of view, nor to get mixed up in the war of the standards, but merely to call attention to a very simple fact in modern business methods which may not be generally known, or if known may not be fully appreciated. This fact is that comparatively little money, by which is meant currency and coin, enters into commercial transactions. It is safe to say that in fully three-quarters of the business done in this city not a dollar of money is used. If the modern business man has a few bills to pay, he does not go forth with a bag of coin in one hand and a wad of greenbacks in his pocket, but he carries the convenient little check book with him, and the bills are paid with checks on the bank, where, of course, he has a deposit. The extent to which business is done with checks, drafts, postal notes and similar evidences of credit, is surprising, and even the business men themselves have little idea of how the checks have supplanted currency and coin in the transactions of the day. At the Old National Bank it is estimated that not to exceed 20 per cent. of the daily deposits are in cash, while the remaining 80 per cent. is in checks, drafts and similar tokens. At the Fourth National the estimate is the same. At the People's Savings Bank it is estimated that a somewhat larger percentage is in cash, owing to the savings department. Among business men, the stories are the same. Foster, Stevens & Co. estimate that of their daily receipts not to exceed 5 per cent. is in money. The Lemon & Wheeler Company estimates 20 per cent. in cash, including the collections from the city trade, while from the outside trade the percentage is not above 10. Amos S. Musselman, of the Musselman Grocer Co., went over his deposit slips for sixty days to ascertain the exact proportion, and found that his receipts were a small fraction in excess of 17 per cent. cash, and the balance in checks, drafts and postal notes. The Putnam Candy Co.'s cash receipts are 20 per cent. of the total and the Hazeltine & Perkins Drug Co.'s are 15 per cent. In the retail trade the percentage of cash is naturally larger, but even here checks and drafts enter largely into the business transactions. The Houseman & Jones Co. estimates that its receipts are not above 50 per cent. cash. The smaller stores in the suburbs and the stores doing business in comparatively small things, like candy and notions, take in almost all cash, but the average Monroe street merchant receives as much or more in checks than in money. Among the manufacturers cash receipts are almost unknown, and

the larger the house and the more extended the business the smaller the proportion of money used. Scarcely a dollar is ever seen in the receipts of many of the manufacturing concerns, but their deposits will run up into the thousands of dollars daily—all in checks, drafts and postal notes. W. R. Shelby, of the Grand Rapids & Indiana Railroad, estimates that about half the business of that road, involving \$2,500,000 annually, is done in checks or drafts and the balance in cash. The use of money on this road includes the payment of \$100,000 monthly in money to the employees of the road. The percentage of money used by the Chicago & West Michigan Railway is much less, because the pay rolls are made up in the form of checks, which are distributed among the employees, instead of passing out the coin or currency. Even in the newspaper office the check system of doing business prevails. E. D. Conger, of the Herald, estimates, after examining his deposit slips for sixty days, that not to exceed 30 per cent. comes in in the form of cash, and this includes his collections on subscriptions as well as other receipts.

Taking the other side of the question—how much is paid out in money and how much in credit paper, the situation is equally interesting. Labor is paid for in ready money, but aside from the labor claims, not a tenth of the disbursements are in cash, all the remainder being paid by check or draft. The rent, lighting, heating and other local incidentals in doing business, even the advertising and charity contributions, are all paid by check, and in remitting for goods or supplies it is done with the ever-ready check book. The small suburban storekeepers and the merchants doing business in the small towns which have no banking facilities often pay their bills in money instead of keeping a bank account to check against, but frequently the latter carry balances in the nearest city bank, or when they remit for goods purchased they do so in postal or express orders. Not all labor is paid for in money. The city, county, government and school officials and employees all receive their stipends in checks and have to go to the bank for the cash.

Many of the professional men do almost their entire business in checks, receiving their income in that form and disbursing most of it in the same way, and there are some men in town with salaries that are very comfortable to have who scarcely see a real dollar from the end of one month to the end of the next.

In real estate transactions involving large amounts, it is rarely that a dollar in money changes hands. The parties get together and a few scratches of the pen does the business. The buyer draws his check on the bank and hands it over in exchange for the deed, and the seller deposits it to his credit, and although the transaction may involve a thousand dollars or a hundred thousand, nobody has seen any money. It is just as real a transaction, however, as though the hard dollars had been counted down on

the table. It is the modern way of doing business. It is a transfer of credit from one party to another and the banks keep the books.

The bank clearings show to what a small extent cash enters into business. For the week of January 3 the clearings were \$1,175,522.37, and the balances \$229,804.82, or only 19 per cent. For the week of January 10 the clearings were \$1,296,417.66 and the balances \$349,502.41, or about 24 per cent. The clearings and balances can be taken right through the year and it will be found that the latter rarely exceeds 25 per cent. and often run as low as 15 per cent. The balances represent the amount of money which actually changes hands from one bank to another in straightening out the checks and drafts which have been received. If one bank, for instance, holds checks payable at another to the amount of \$100 and the other holds checks against the first for only \$75, the \$25 difference is paid in cash and the credit paper is exchanged.

While the check book has a history that runs far back into the ages, in its extensive use it is a creature of comparatively recent years. It has many commendable features from the business man's point of view. It is handy, for one thing, as with it the exact amount of a bill can be paid without making change. It is convenient, because any amount can be transferred without danger of loss. It can be sent by mail or messenger, and it is a receipt for payment in itself, as the payee must endorse it before he can realize on it. It is something that has come to stay, and, instead of decreasing in use, it is probable that it will enter more and more into the business affairs of the world. The check or draft is not in any sense of the word money. It is nothing more than an evidence of credit, and in its use the entire transaction often involves merely a transfer of credit at the bank from one account to another. Laws have been enacted for the protection of these evidences of credit, but their greatest protection is commercial honor and integrity, and it is confidence that gives them life. No matter if the country were flooded with money, the check book would still be used and business would still be done with credit paper instead of cash.

The New York Times thinks the real prohibition movement that prohibits is the one inaugurated by business men. The business man does not waste much time in denouncing intoxicants, and none in threatening those who indulge in them with prison, he simply says, "if you drink you cannot work for me." This ultimatum has now been formulated by most of the great railways, other corporations are repeating it one after another, and private employers, commercial and professional, are fast joining in the enforcement of this great boycott against drunkards. The effects of the movement are to be seen in every line of industry. Whatever may be said about other sorts of prohibition, this sort certainly does prohibit.

Dry Goods

Good Window Displays and Full Stocks Essential to Success.
Written for the TRADESMAN.

During my travels through the State I have had occasion to meet with retail merchants almost exclusively, and, as a rule, of the smaller towns; and, from the standpoint of close observation, I would say that, generally, too little attention is paid to the stock. You will, nine times out of ten, and especially in the smaller towns, hear the plea that trade doesn't demand it so strictly as in the larger cities. "In the first place," say these dealers, "the people of the smaller towns have not been educated to that which pleases the eye, as have their city friends."

That is very true, but it is not just exactly what I mean. I have reference more to orderliness of the stock and a promptness to keep it up; or, in other words, don't let it diminish or run down. This may seem a minor point, but it is very essential to a thoroughly successful business.

I know this much to be a fact: I have been in places where a customer would come in and would fail to obtain over half the articles he or she desired. I can recall, at this time, two or three such instances—yes, half a dozen. I was witness of the following: A lady came into a grocery store and asked for a dollar's worth of granulated sugar. The grocer replied, "Well, now, I'm sorry, Mrs. M., about this. I ordered that sugar over a week ago and it ought to have been here Wednesday. I can't imagine why it hasn't come." "Well, have you any of that 35 cent tea?" questioned Mrs. M.; "it was so nice." "No, we haven't," was the answer; "we're just out of that, too; but we've got some here at 25 cents that is just as good." "No, I don't think I care for any of that," said Mrs. M. "I became attached to the other and don't like to change. Have you any of those seedless raisins—the 12-cent kind?" "Did those raisins come in this morning with that soap and stuff on the freight, John?" asked Mr. B., turning to his clerk. Of course, John has his cue and answers, "No." The fact of the matter is, they haven't, as yet, even been ordered, and Mr. B. well knows it, but, as a nice polite way of smoothing things over, asks his clerk. "I will take a sack of salt, Mr. B." "Just hand down one of those sacks of salt over there in the corner, John. Here you are, Mrs. M. Now will that be all?"

The salt was paid for and I suppose the grocer laughed in his sleeve at the "slick" way he got out of his embarrassment. I don't suppose it should be termed "embarrassment" in his case, however, for he was probably so used to such occurrences that they had become sort of second nature to him. But if he knew how this neglectful way of carrying on his business is hurting him, he would cease it at once. There is no need of it; it is merely negligence on his part. Of course, there are exceptions to the rule, it must be admitted, and no one knows the cause better than the ones concerned.

Neatness should not be overlooked as essential to a successful business, for what pleases one more, on entering a store, than to have a bright clean floor meet the eye, or a neat, tastefully-arranged stock? Why, it is really alluring; and the man who pays strict atten-

tion to the arrangement of his stock and its cleanliness, and has a hearty greeting for every one, is the man who will succeed.

Arrange your stock in a little different way occasionally and it will not look so monotonous to the customer; for what strikes and fascinates the eye so quickly as a different arrangement of things in a room every time you visit a friend?

If you see your stock is diminishing fast, and you have not, as yet, replaced it, it is a good plan to shove it to the front in the shelves and they will have the appearance of being full.

When you clean house, begin on the outside of the wall—that is, with the front of your store. Don't be afraid of spoiling the windows with water, for they are the searchlights for trade. Keep them clean, by all means; they are the first department that meets the trade, and do not repel it at first sight with dirty windows. Monopolize your windows to the best of your ability; they are your greatest drawers. Fix them up tastily. Do not throw goods into them at random, for that will reveal your ignorance more readily than anything else. Decorate your windows in harmony with the season and with public events; this will show your wise forethought and give you an advantage over your competitors who do not take these things into consideration. Change your windows as often as once a week; and be sure and make a clean sweep, for by so doing you will catch the same persons' attention twice.

Another very essential thing, but which many stores do not take advantage of and practice, is to place neat, not too large cards, bearing the price on most of the articles in the window display. This does away with any doubts that might linger in the minds of persons as to the cost and they will feel confidence to enter the store to purchase. If they did not know the price they would perhaps think to themselves, "Well, maybe I have not enough money with me to pay for that, so I will not go in." They would rather deny themselves than fail to have the price after asking it. And, therefore, you would be the loser when, at some future time, they would be positive of possessing the price but might go elsewhere to purchase.

Those who deviate the least from the following are the winners in the long run: That which you advertise in your display windows conform to in your store. And ever abide by "Honesty is the best policy." A little deception, or a little misrepresentation, may boom your business for a time; but if the saying, "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people all of the time," was true in Abraham Lincoln's time, it is surely the more so to-day; for, as years wear on, more schemes spring into project and in this age the people have kept abreast of the times. Last, but not least, employ good clerks. A clerk at \$5 a week is worth just that much and no more to an employer. A clerk at \$15 a week will work more for the store's interest, be less bother and sell more goods for his employer and be worth more than the three combined. Of course, there are clerks and clerks. Some clerks will take as much interest in your business as though it were their own. But these are few, and are getting fewer every year. Pick out such an one, and when you once get him, hang onto him. This clerk, I say, is worth \$15 where it would take a score of the other class to be of much value to you.

C. C. McKIBBIN.

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired.

OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.

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.

New arrivals of

Wash Goods

Prettier than silks.

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

Woman's World

The Envious Position of the American Wife.

The American woman has been praised more than enough in many directions. She has been extolled for her beauty and grace, for her wit and cleverness and for her adaptability, but in one relation, and that the most important in life, she has received far less than her just meed of appreciation. It has been felt that being married was not her forte. In whatever else she might excel she was not a conspicuous success or a shining example as a wife. When people talk about model wives we hear a great deal of the many and admirable virtues of the British matron, of the industry of the German housewife and the frugality of the French bourgeois woman. Nobody rises to say a word about the American woman, although nine times out of ten she could give any of them points in her specialty and beat her at her own game.

In one of his poems on America Kipling says that we are the jester and the jest. Nothing is too high, or too sacred, or too dear to us to escape being caricatured, and so it happens that the picture we oftenest give to the world of the American wife is a domestic burglar, who arises in the silent night to go through her husband's pockets, or else a shrieking new woman, who leaves her poor, down-trodden husband at home to evenings to rock the cradle while she lets herself out with a latch-key and goes off to harangue a meeting of other wives on the oppressed condition of their sex. It may be argued that no one takes these things seriously. It is a time-worn joke we revere for its antiquity and love for old acquaintance' sake, but, all the same, it has had its influence in cheapening the popular idea of the American wife.

In spite of all that has been said to the contrary, there is no other country in the world where the relations between husbands and wives is so nearly ideal as in this. The marriage of convenience, the marriage for money or position, is almost unknown among us except in that society which apes the customs of foreign lands. When an American man marries it is not to acquire a domestic servant, or a doll with which to amuse himself in his idle hours, but, at least, in the hope of perfect and equal companionship. Nearly always he gets it, and a shrewd business partner thrown into the bargain besides. You can always count on there being some sort of lagniappe given with the American woman, and under the frothiest and lightest exterior there is pretty apt to be a rock bottom of good, hard, practical sense.

It always seems to the American woman that the wives of other countries, who are held up for her admiration and imitation, have rather the easier time of it. It would be comparatively simple to make yourself a decorative object to adorn a man's house, if that were all that was expected of you. It would be simple enough to accomplish marvels of cooking and house-keeping if that were the chief end of life. It is when one attempts to combine the useful and the ornamental—to be a Dresden statuette in the parlor and a reliable range in the kitchen—that the situation becomes trying and calls for genuine ability. Yet this is what we expect of the average American wife, merely as a matter of course. She

must be a paragon of domesticity, an ornament to society, a wonder in finance and a light in the literary circle to which she belongs.

In our curious social system, many things are left to her that the men attend to in other countries. For one thing, her husband expects her to assume all authority and management of the home and family. He doesn't want to be bothered about it. When he makes the money he feels he has done his whole duty, and he leaves the rest to her. When he comes home, tired out, after a day's work, he wants rest, to read his paper, to think out some scheme in which he is interested. If his wife has any idea of leaning on his superior judgment and asking his advice about domestic problems she is very soon undeceived. "Great Scott, Mary!" is the impatient reply, "can't you manage your own affairs? I haven't got time to see about it. Settle it yourself."

It is the same way about the children. The American father is generally a devoted parent, but he wants his wife to do the managing and the training. In the brief hours he is at home, the little ones are his playthings, and he spoils them, and indulges them with a happy sense that he has no responsibility about it and that their mother will have to do the subsequent disciplining. She is responsible for their mental and physical well-being. She decides on the schools, and what they shall study, what colleges they shall attend, and all the rest of it. The average American John has a well-founded belief that his Mary is the smartest woman in the world, and knows what she is about, and so, at last, when she announces that the children need to go to Europe to study this or that, he consents through mere force of habit. He is so much in the way of letting her decide things it doesn't occur to him he could raise a dissenting voice.

To her, too, he leaves the matter of society. She dominates it, and runs it, and an American married man's social position depends entirely on his wife. If she is ambitious he climbs meekly up the social ladder in her wake; if she is not ambitious, they sit comfortably and contentedly down on the lower rungs, and stay there. He feels that he would be a bungler in the game of society, and he simply backs her hand for all it is worth. He pays for the house in the fashionable neighborhood of her choice, and for her entertainments, but he leaves all the rest to "mother and the girls." They must attend to the intricate social machinery, that he admits is a necessity, and is perfectly willing to support with anything but his own presence.

If the American wife is expected to superintend the education of the children, so, to a large extent, the literary life of the community is left to her. She has the time her busy husband cannot spare to read the magazines, and new books, and to belong to clubs that are studying everything under the sun. It is the greatest educational movement the world has ever seen that these quiet American wives are inaugurating. Not, perhaps, as critics say, that they are learning so much themselves from the course of study that may be superficial, but because the woman who studies will see to it that her children are educated. A woman's life is within her home. A man gets the wide, free education that toiling men and rough life teaches, and the reason American women are so often

able to retain their husbands' affection to the very end is because they keep step with them, and do not sink into household drudges or ugly and uninteresting dolls after the fresh bloom of youth has worn off. It takes work, it takes care and thinking, but it is worth it.

It is often said there is a woman behind the door of every man's success, and nowhere is that so true as of American men. American women have been dealt with hardly in fiction. They have been made fair barbarians and silly Daisy Millers; when they have been put into fashionable society they have aped the luxury and haughtiness without the dignity of the Lady Gwendolins and Intruders of the Old World, but when the great American novel is written it should show her in a kindlier light.

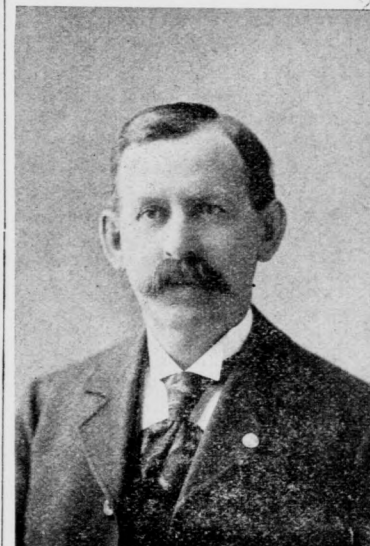
It should be a domestic story, for we are at heart a domestic people, and it should tell the great American story that we see every day, and whose fineness and humor, and tenderness, and pathos we only miss because it is so familiar. It is an idyl of love, where a poor young fellow marries a poor young girl, and they begin their life together. They have as their capital youth, and health, and ambition, and ability. They are comrades, and work, and save together. At first, their home is such a one as the swallows build, almost, for cheapness, but there is always love and the sweet smile of her dear face, and when his courage fails, as it must to everyone sometimes who is fighting the hard battle of life, it is her belief in him, her brave heart that nerves him for the struggle again. Sometimes it is the wife's subtle brain that sees, and her keen intuition that discerns points her husband misses; sometimes it is her pluck that takes risks he shrinks from; always, if he succeeds, it is her hand that helps. So the years go by, each one bringing some advancement until, at last, perhaps, we speak of the man as judge, as senator, or merchant prince, or even president. And the marvel of all is that the woman has nearly always kept pace with her husband in every way, and when he is called to his high place she, who has often known only calico gowns, and the cooking stove, and the washtub, is ready to take her place beside him in point lace and diamonds. That is the story of nearly every successful man in this country, and in the largest and fullest and truest sense it is the story of the American wife.

DOROTHY DIX.

A state monopoly of the liquor trade is shortly to be established in St. Petersburg, which will entail the closing of 353 restaurants and several hundred wineries, throwing 12,000 persons out of employment.

The bazaar held in the grounds of the Yildiz kiosk for the benefit of the Turkish soldiers wounded or disabled in the war with Greece has realized a sum of over \$200,000.

S. T. BOWEN

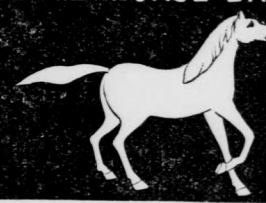


will be at Sweet's Hotel with Miller & Co.'s famous line of Men's and Boys' Clothing February 5, 6, 7 and 8 inclusive. All customers' expenses allowed. Come one, come all.

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 \$3.00 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.

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.

Conklin—Amos Stockdale has opened a meat market here.

Morenci—Rorick & Lee have opened a grocery store at this place.

Manistee—Geo. Conway has taken the management of the City drug store.

Bay City—John G. Arnold succeeds Arnold Bros. in the bakery business.

Lansing—Breece & Swan succeed Fred Breece in the grocery business.

West Branch—White & Co. succeed White & Estey in the grocery business.

Grand Marais—R. M. Hewitt has purchased the grocery stock of Walter Bell.

Nashville—E. A. Turner, of Olivet, has embarked in the bakery business here.

Sault Ste. Marie—W. J. Freeborn has purchased the grocery stock of A. S. Case.

Marquette—Timothy Duquette succeeds Duquette & Metz in the clothing business.

Fairgrove—S. N. Aldrich succeeds Geo. N. Aldrich & Co. in the hardware business.

Detroit—Edwards, Briggs & Co. succeed Henry R. Edwards in the millinery business.

Thompsonville—M. Stockhill has purchased the grocery stock of Dyer & Drake.

Howard City—Pratt & Campbell, grocers, have dissolved, Mr. Campbell succeeding.

Yale—Fox & Rounds succeed A. W. Ferguson & Co. in the hardware, paint and oil business.

Shepherd—Hopkins & Stone, of Durand, have opened a general store in the Bigelow block.

Mosherville—F. M. Hodge has purchased the dry goods and grocery business of D. F. Culver.

Lake Odessa—McKelvey & Townsend, hardware dealers, have dissolved, B. McKelvey succeeding.

Alma—Chas. N. Gibson, of Chicago, has charge of the clothing department of Vermeulen's new store.

Manistee—Frank Jarka continues the clothing, furnishing and boot and shoe business of Jarka Bros.

Ludington—The dry goods and notion stock of I. Hamburger has been seized under chattel mortgage.

Greenville—W. J. Trude has embarked in the meat business under the style of the Model market.

Millford—H. J. Lee & Bro. succeed Harvey J. Lee in the hardware, paint, oil and implement business.

Springport—Judson Bancroft has purchased the store building and dry goods stock owned by Frank Oyer.

Mt. Pleasant—Jacob Ackerman succeeds Barber & Ackerman in the implement and carriage business.

Holland—H. E. Reyher, boot and shoe dealer, has removed to Geneva, Ind., where he will conduct a department store.

Marquette—Wm. Blackwood and Neil Deemer have formed a partnership and embarked in the plumbing and harness business.

Ionia—Mrs. Fred Sommers and Miss Carrie Stoddard have purchased the millinery stock of Mrs. J. A. Pickhaver. Mrs. Sommers and Miss Linnie Pullman have also purchased the ladies' furnishing goods stock of Miss Mattie Rutherford. The stocks will be consolidated under the style of Mrs. Fred Sommer & Co.

Grand Ledge—The jewelry firm of Shane & Taber has been dissolved, Delbert D. Shane purchasing the interest of his partner.

Adrian—John Davis has retired from the firm of Gimbert & Davis, dealers in fish and lime. Thos. Gimbert will continue the business.

Big Rapids—Mrs. Rolla Lincoln has sold her restaurant business to Mrs. Geo. Corneil, who will continue the business at the same location.

Sand Beach—A. Gourley has sold his hardware stock to H. W. Warnica, who will conduct same in connection with his furniture and undertaking business.

Battle Creek—Rogers & Son have sold their interest in the grocery stock at 334 West Main street, to Rollin and Frank Barnhart, who will continue the business under the style of Barnhart Bros.

Blissfield—Houghtby & Lane, furniture dealers and undertakers, have sold their stock to Palmer & Collins. John Houghtby will remove to Leipsic, Ohio, and engage in the furniture business there.

Vassar—Knowles & Peters have sold their meat market to Wm. Davies, who will continue the business at the same location. Knowles & Peters will remove to Flint and open the old Warren market.

Oxford—The copartnership existing between Irvin M. Bowers and E. N. Copeman, under the style of Bowers & Copeman, has been dissolved. Mr. Bowers will continue the meat business in his own name.

Morley—Frank Hamilton, who has for some time past been acting as manager of Wm. F. Nagler's drug store, has purchased the stock and will remove it to Stetson, where he will embark in the drug business.

Montrose—Haight Bros., who have been conducting a drug store here for the past three years, have decided to embark in the banking business and will form a limited copartnership with several local business men for that purpose.

Cadillac—P. W. Nichols has leased the Morris Black store building on South Mitchell street, occupied by the city bakery. Negotiations are pending by which he expects to purchase the stock of groceries and bakers' goods from the occupants, Mattoon & Letts.

Saginaw—Chris. Graebner, Chas. A. Oliver and G. Thos. Oliver, who have conducted the Graebner shoe house at 418 West Genesee avenue, have dissolved partnership. Mr. Graebner takes the Court street store, and Messrs. Oliver, under the style of Oliver Bros., will continue the business on Genesee avenue.

Ypsilanti—Several Ypsilanti ladies received letters from "E. J. Thorn & Co.," of New York, offering ten or twelve yards of pure silk for \$3 an end, \$2 to be paid down and the remainder upon receipt of the silk. A number invested. Someone wrote to the New York police, who replied that the concern had a little room, always locked, containing only four chairs and a table. The postoffice authorities have been notified.

Manufacturing Matters.

Shepherd—C. C. Field is putting in new elevators and making other needed improvements in his grist mill.

Brooklyn—Aylesworth Bros. are putting in the necessary machinery for a blast furnace to manufacture a patent fence post.

Hanover—The flouring mills here have again changed hands, A. M. Keeney, of Adrian, having purchased the property.

Big Beaver—Mason Leonard offers to erect and equip a factory here providing the farmers will pledge the requisite number of cows.

Reed City—The Welsh Manufacturing Co. succeeds the Welsh & Kerry Manufacturing Co. in the manufacture of maple flooring and boxes.

Jackson—W. A. Richard and F. B. King have formed a copartnership under the style of the Jackson Machine Co. and will embark in the manufacture and repairing of machinery.

Oxford—Jossman & Allen, who operated a grain elevator at this place, have dissolved partnership. The business will be continued by J. A. Jossman under the style of J. A. Jossman & Co.

Jackson—W. V. Parmalee is hauling the timber for his grist mill to be erected at the corner of Chicago and Mechanic streets. The machinery for the mill comes from the flouring mill at Napoleon.

Detroit—F. K. Stearns, David Meginnity and E. J. Booth have filed articles of association as the Michigan Contracting Co. The firm is capitalized at \$6,000, and the articles say the work to be done is to equip railways, steam and electric.

Saginaw—The Barrows Music Co., which until recently has conducted the retail business exclusively, will remove to larger quarters and engage extensively in the manufacture of mandolins, banjos, guitars and the Barrows patent musical cabinet.

Detroit—Thorpe, Conely & Co., drugs and chemicals, have filed articles of association. The capital stock is \$10,000, of which \$6,000 is paid in, and the 600 shares taken are held as follows: Clarence Conely, George W. Henry, W. W. Hannan and Frank E. Pilcher, 150 shares each.

Owosso—Eben F. Dudley, who has made a comfortable fortune through the manufacture of process butter, offers to establish a cheese factory here in the event of certain conditions being complied with. The proposition is under consideration by a committee of the Business Men's Association.

Detroit—Articles incorporating the cigar manufacturing firm of John P. Lieberman & Co. have been filed. The capital stock is \$10,000, all paid in, and held by John P. Lieberman, with the exception of two shares, of \$10 each, which are held by Wm. G. Hamburg and Harry Schratz, respectively.

Detroit—Articles of incorporation of the Michigan Heater Co. have been filed. The capital stock is \$15,000, of which \$2,500 is paid in. The stock is held as follows: Frank Zannoth, 50 shares; August Knebusch, 700; Henry Beehm, 100; John Rutkowski, 50; Edward Henike, 100; Herman D. Keller, 500.

Alpena—Robert McKinney, representing the Michigan Cheese Co., of Detroit, is in the city for the purpose of agitating the establishment of cheese factories in Long Rapids, Hillman and Posen. It is proposed to run the factories on the co-operative plan, charging a stated amount for manufacturing the cheese, and dividing the net proceeds among the patrons, according to the amount of milk furnished.

Sturgis—Negotiations which have been pending for some time between the Gullian Manufacturing Co., of Canton, Ohio, and D. J. Sell & Son, of this

city, for the consolidation of their factories for the manufacturing of horse boots, have been consummated. The terms of the contract are private, but they involve the closing of the plant here. W. E. Sell, who has had charge of making and selling the Kite Track boots will go with the new firm and will continue to superintend the making of the goods.

Hides, Tallow, Furs and Wool.

Hides remain firm at the 10c mark for buffs, with stocks sold ahead. Light stock does not accumulate or show any weakness in price from being on the free list—in fact all lines show a scarcity; and leather stocks are not shaded in price on a good demand.

Tallow shows a weakness and a decline of $\frac{1}{8}$ to $\frac{1}{4}$ c in soaper's stock, while the edible grades remain firm, with the asking price $\frac{1}{8}$ c above offers. Prices are still low, with no favorable outlook for an advance.

The London sales were a disappointment to fur exporters and, while prices showed an advance of 10@20c on various kinds, none secured the advance that had been anticipated in previous purchases. The home trade has been good in manufacturers' goods, which tends to keep prices firm.

The London wool sales showed 1c per pound advance at the beginning and held strong through the week, with a good demand for this side. This stimulates holders of fleece to "hang onto" their holdings by turning down purchasers. The numerous enquiries from manufacturers indicate that their stocks on hand are not excessive and they purchased at some advance more freely in the past week than previously. Manufacturers have been the buyers on the seaboard market during the past week. There are no weak spots and sales were made to cover present needs.

WM. T. HESS.

Flour and Feed.

During the past two weeks the demand for flour has been of a hand-to-mouth character, the trade manifesting a disposition to wait until the market takes a decided turn one way or the other. The city mills are running steadily but not to their fullest capacity, being content to care for the needs of regular trade. Within the past few days enquiries have been more frequent and, as the market strengthens, there is an inclination to invest. From the conditions which now exist, it would not be at all surprising if, within a short time, present values would look very cheap; in other words, present values are reasonable, with the chances largely in favor of higher prices.

Mill stuffs are in unusually good demand at prices ranging from \$1.50@2.25 per ton higher. Feed and meal are moving quite freely and with prices well sustained.

WM. N. ROWE.

Ex-Senator Tabor, chiefly of \$300 nightshirts fame, has been appointed postmaster at Denver. He has been long poor, however, and Mr. McKinley was doubtless moved by charity to make the appointment. Three hundred dollar nightshirt fads are on a par with too great fondness for "nightcaps" and naturally lead to ruin.

While Great Britain stands ready to loan China \$80,000,000, she might throw a few crumbs of comfort to her naked and starving subjects in Nova Scotia. The Americans just now are burdened with Spain's starving subjects.

Grand Rapids Gossip

Powell Bros. have removed their drug stock from 317 to 33 South Division street.

C. H. Catlin has removed his grocery stock from 20 Plainfield avenue to 403 Ottawa street.

Gerrit Demmink has purchased the meat business of T. Mull & Son, at 423 East Bridge street.

Lindemulder, DeBoer & Co. succeed R. Lindemulder in the grocery business at 105 Alpine avenue.

L. Murray has opened a grocery store at White Cloud. The Clark-Jewell-Wells Co. furnished the stock.

Mrs. Mary S. Tschauner has sold her grocery stock and bakery business at 97 Canal street to Felix Young.

Irving DeHart has embarked in the grocery business at Vickeryville. The Musselman Grocer Co. furnished the stock.

Lester & Co. have purchased the grocery stock of A. W. Rush & Co., at 217 East Bridge street, and will continue the business at the same location.

Chas. H. Bagley has engaged in the grocery business at Adar, an embryo town located six miles west of Honor. The Worden Grocer Co. furnished the stock.

Exports of American furniture for 1897 will aggregate very close to \$4,000,000, a larger amount by more than half a million dollars than in any former year. Our furniture goes to more than twenty different countries, the United Kingdom taking the largest quantity—one million dollars—last year. Canada, Africa and Australia are also good customers of American furniture houses, mainly for chairs. France and Germany buy more than half a million dollars' worth between them.

Moseley Bros., who have been operating three refrigerator cars of their own for several years past, have decided to make practically all their shipments in that way and have contracted for twenty cars of the latest and most approved pattern, ten of which have already been delivered and are in actual service. The cars are much larger than the ordinary refrigerator car, besides having a patent extension arrangement at the end, by means of which the space occupied by the ice in warm weather can be utilized at other times during the year. The undertaking is certainly a very formidable one and the experiment will be watched with interest by the trade at large.

The local Bell telephone exchange is again in mourning, on account of the receipt of a letter signed by the agents of the four local express companies, requesting the Bell Co. to remove its phones from the express offices on Feb. 1. All of the agents recently received letters from headquarters requesting them to curtail expenses by discontinuing the use of one telephone. On looking over the ground and canvassing the situation, the agents found that every business man in town but one who had a Bell phone also had a Citizen phone, while hundreds of business men have Citizen telephones who threw out the Bell months ago. It was, therefore, unanimously decided to request the Bell to discontinue its service, and although the Bell manager is making a

desperate effort to keep his phones in the express offices, by promising free service, the edict has gone forth and the Bell must take its medicine. This is about the bitterest dose the Bell concern has ever had to take in this community, although it has had a continuous succession of bad-tasting doses ever since the advent of local competition.

Some Grand Rapids grocers, laboring under the impression that competition is the life of trade recently started to compete with each other on an article which is a daily necessity by retailing compressed yeast put up in tin foil at cost, and it went so far that others began to retail it below cost. The dealers thought to use it as a drawing card against their neighbors, but before many weeks had elapsed about 50 per cent of the grocers were losing money on the sale of compressed yeast. They thereupon invited the manufacturers to assist them to solve the problem, suggesting that a cut in the wholesale price would remedy the prevailing evil. The manufacturers insisted that they could not reduce their price, as the manufacture of the article in itself is expensive, it being superior in every respect to bulk yeast, while the expense of maintaining the agencies and delivering fresh goods daily to the trade would not justify a reduction in the wholesale price. Failing to secure a lower wholesale price, the retail grocers decided to restore the retail price to 2 cents per cake or 3 cents for two cakes, and from present indications the uniform price will be in effect in every store in the city before the end of the week.

The Tradesman has said a good many hard things about the trading stamp swindle, but nothing it could say would bring the institution into greater discredit than the action of the local agent of the swindle in shipping his goods out during the night and leaving the city clandestinely. The name of the man who is guilty of such a breach of good faith is J. W. Tibbits, who is alleged to represent men who are financially responsible at Syracuse, N. Y. He came here some months ago, rented a store at 7 South Division street, and flourished for a time under the style of the Premium Business Exchange. Several good merchants were inveigled into the scheme by false representations, but they soon saw their mistake and discontinued all connection with the institution, although their names were still used on the stationery and printed matter of the concern. Finding the business unprofitable, and also smarting under the criticisms of the Tradesman, the manager did what any other swindler would do under the circumstances—stole away like a thief by night, leaving numerous creditors in the shape of holders of stamp books to mourn his departure. It is believed that there must somewhere be some responsibility back of even so irresponsible an individual as Tibbits has proved himself to be, and a firm of local attorneys is looking up his antecedents and backing, with a view to instituting criminal proceedings in case adequate grounds can be found therefor.

A statesman who may think he is a watch dog of the treasury is as apt to growl and defeat the appropriation most needed as he is to reduce the wasteful and illegal one.

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

The Grocery Market.

Sugar—All grades were marked down $\frac{1}{8}$ c on Monday. This decline was anticipated by many sugar people, and buyers held off lately in the expectation of being able to buy sugar at lower prices. This resulted in the sending in of liberal orders at the lower prices, so that a very good business was booked and a few grades were slightly oversold.

Tea—Everything sold has brought full prices, and concessions on anything whatever seem as unattainable as ever. Prices will in all probability be higher during the next few weeks. The tea commissioners are still in session, but their deliberations have as yet had no effect upon the market. When the new standards are announced they will probably have somewhat of a stiffening effect. It is generally understood that the standards will be raised.

Coffee—There is little change in the market situation. The stocks of coffees in sight are large enough to preclude a considerable advance in Brazils for the next few months.

Canned Goods—Holders of tomatoes are holding for a still further advance of $2\frac{1}{2}$ c per dozen, but there are some lots still available at the old price. There is no reason to abate the expectation of even higher prices. The demand for tomatoes is not so good as it has been. Corn is in fair demand, but prices are unchanged. It is not unlikely that prices may advance in the near future, in sympathy with tomatoes. Peas are very dull. Some Baltimore packers are anxious to sell, but nobody is interested. Very little is doing in peaches, and prices are unchanged.

Rice—Advices from the South note increasing hardness of tone, with an advancing tendency in values, while available supplies of both rough and cleaned are not at all large. Buyers in the local section are for the most part keeping purchases down to moderate limits, but dealers say that quite a number of duplicate orders are coming in, and that business is apparently shaping itself for a steady run.

Crackers—The new U. S. Biscuit Co. has evidently played a winning card by securing control of nearly all the cracker-making machinery and a large part of the skilled labor on this side of the Atlantic, so that all the new firms that throw down the gauntlet and start to fight the combination will have to import machinery as well as obtain workmen from abroad.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The catch of fish kinds by the Gloucester fleet for 1897, as near as can be ascertained, foots up about 135,000,000 pounds. This is nearly 15,000,000 pounds less than the catch of 1896, owing principally to the light mackerel. With our usual catch of mackerel before the dearth, Gloucester's receipts would amount to 200,000,000 pounds or more. There has been no material change in the price of codfish since our last report. The stock of Georges and Bank codfish is unusually light, and with a fair demand they will be no lower in price for some time. The stock of pollock is light. Mackerel have advanced a dollar or two per barrel on No. 2's within the past few weeks and will probably all go into consumption at high prices. We shall have no new mackerel until next May or June. We look for an improvement in the fish business this year.

Dried Fruits—An advance in currants is noted, the market here being still below that of Eastern markets. Reports

from the East show that the demand for loose Muscatel raisins is increasing. Seeded raisins have to a large extent taken the place of the usual loose goods with the consuming trade. The seeded raisin industry has had good business this year and promises to grow. Currants are being to some extent replaced by seeded raisins. The industry in these raisins has suffered to some extent this season by certain seeders putting inferior goods on the market, but although this had the effect to demoralize the market to some extent, and to turn the trade to the cheaper goods, the better grades have held up well in price. Three crown raisins are showing a better feeling under increased demand from Eastern buyers. The prune market has held up remarkably well considering that the crop of the past year was the largest in the history of the fruit business on the Coast. The demand both for home and export has seemed to increase with equal pace with the increase in product.

Syrups and Molasses—The demand for compound syrup has been fairly active at unchanged prices. There will probably be no fluctuation in mixed syrup until glucose either advances or declines. Sugar syrup is in fairly good demand, and medium grades are somewhat lower. Molasses is in fair demand, and fancy open kettle continues to get scarcer and scarcer. There is still some in first hands, and prices will be a little higher. Aside from this, no particular change in the molasses market is expected.

Provisions—The poultry season being about over, the demand for the ordinary provisions is increasing. During the past week the Western market has been very firm, even more so than the Eastern, which is usually slow to follow firmer conditions. Sellers are trying to obtain an advance on both s. p. and smoked meats, also on pure lard. Prices on compound lard show an advance of $\frac{1}{8}$ @ $\frac{1}{4}$ c, in sympathy with the advance in pure.

The Grain Market.

The past week has been a very unsatisfactory one with the short sellers. It did not matter what they sold—they were unable to buy it back except at an advance. Notwithstanding the advance was fought very stubbornly, wheat is fully $2\frac{1}{2}$ c per bushel higher than it was one week ago. Some are looking for lower prices, but just at this moment the market is in a stronger position than ever before. The receipts in the Northwest are still of good size, but are decreasing right along. The winter wheat receipts remain at a low ebb. It may be that the advance in wheat was caused by the President ordering a warship to Cuba, but we think the supply and demand are the chief causes of the advance.

Trading in corn and oats was fair, but both cereals remain at the same price as last week. However, oats seem to be in a stronger position.

The growing crop of wheat is in first-class condition and gives promise of a good harvest, barring bad weather, such as freezing and thawing. The demand for flour is not as rushing as might be expected. The trade seems to be holding off, thinking prices will recede.

All that can be said of mill feed is that it is very scarce and that prices are well maintained. The receipts were very liberal, being 60 cars of wheat, 16 cars of corn and 3 cars of oats.

Millers are paying 89c for wheat.
C. G. A. VOIGT.

BUSINESS INTEGRITY.

Some of the Principles Which Underline Success.*

The Bible is full of texts upon so important and practical a theme. You will find one in the chapter which I read you from the great Epistle of Paul to the Romans: "Take thought for things honorable in the sight of all men." Romans XII, 17.

Thought issues, however, in action, and therefore the same practical apostle (for he was not only the first theologian of his day, but the most practical man of his time) says in another letter that "ye may do the things which are honorable;" and he seems to conclude his teaching on practical religion in a wonderful summary in his epistle to the Philippians, and among his words you may find these: "Whatsoever things are honorable." I will not take these texts for analytical treatment, but rather as suggestive of a line of thought for your consideration. In order that we may have business integrity, we must have men in whom reside the elements of integrity. The wealth of the world, gentlemen, is its honorable men. The wealth of the world in all ages has consisted in its men of integrity—not the yellow grain of the fields, nor the gold of the vaults, but men of golden character. And there is no demand at this hour, perhaps, more imperative in its call than for honorable men everywhere. Men of integrity are wanted. They are wanted in the halls of state; they are wanted in the pulpit; they are wanted in the pew; they are wanted in civic affairs; they are wanted in commercial life—they are wanted everywhere.

The cry of our day, gentlemen, is for manly men—men of integrity. You know the word man is derived from a Latin term, vir, and is pregnant with the significance of manhood. From the term we derive virtue, and our word "virtue." Some of the ideas associated with this term have in recent years fallen away from it. It stood for strength, for courage, for manliness, and when a man was said to be a man, with the emphasis on the man, in the olden time, it was understood that he was a man; that he was a round, full-orbed man—a man in adversity; a man at home and a man abroad; a man at night and a man under the shining sun—a man everywhere, who would die rather than do wrong.

And that is what we want to-day—men of that sort. And men of integrity are men of that sort. If we are to have business integrity, we must have business men of integrity.

Now this word "integrity" is a very comprehensive term. It means "wholeness," and suggests completeness and symmetry of character. I will try to define briefly some of the characteristics of this word: Integrity includes truthfulness. A distinction has been made between truth and veracity. Veracity is said to be a correspondence between words and a certain proposition; truth is the correspondence between words and reality.

If you see something and carefully study it and accurately describe it, you may be said to be a man of veracity. But, if you have defective eyesight and only superficially and partially examine the thing, your representation of it may not be truthful, because it does not correspond with reality. Integrity includes more than veracity. It includes truthfulness. And truthfulness has to do with reality. A man, therefore, of integrity is, in the first place, a man of truthfulness; and a man of truthfulness hates all shams, all falsities, all hypocrisy. A man of truthfulness will not countenance indirection of any kind. He deals in reality. If he be disposing of goods and says that they are all wool, he will sell you goods that are all wool. There may be wool in the goods, and he may be truthful, or rather he may not be a man against whom you can charge the fault of not being a veracious

man, by simply saying, "Yes, sir; these are woolen goods."

But, if he be a truthful man, he will say, "This is—in every thread of it (if it is true)—wool." If he be selling boots or shoes for leather, he will sell boots or shoes that have no paper in them anywhere; they will be leather all the way through. I am dealing with reality. A man, to be truthful, must deal with reality, and truthfulness is essential to integrity.

Then, integrity includes also honesty, or, rather, honorableness, because popular notions of honesty must be charged with larger meanings, if we would get at real integrity. A man may be honest and yet not be honorable. A man may be honest enough to keep out of jail, and out of the toils of the law, but, nevertheless, may not be an honorable man. It includes more than mere honesty. That was not a very lofty moral sentiment that suggested the maxim, "An honest man is the noblest work of God." An honest man may not be honorable. An honorable man is open-faced, is fair, is free from tortuous methods—you may rely on his representation of things. An honest man may tell you the truth, but he may not tell you the whole truth. An honorable man will tell you not only the truth but the whole truth, and business integrity includes honorableness as well as honesty.

Then integrity—and the term will cover business integrity—includes also piety. Now, I have been at a loss to choose the word that I wish to express the thought which I desire to lodge in your minds at this point. Piety, I may say, includes more than business integrity would include. But what I mean by the term piety now is the recognition, on your part, of your obligation to God; is a recognition of your responsibility to a Supreme Being. A man may have that sort of piety without having all that we now include in the idea of piety; but according to my analysis of this word "integrity," upon which you have asked me to speak, a man cannot have integrity, a man cannot be a full-orbed, symmetrical character, unless he recognizes his relations to Almighty God, and his dependence upon Almighty God, and his responsibilities to Almighty God. It is utterly impossible for one to be that kind of a man and leave out of his reckoning his relation to the Eternal, the Supreme, the All-Father.

I would have you, therefore, include in the idea of integrity truthfulness, honorableness and piety. If you would be a man of that sort of business integrity, you will fulfill the Divine ideal for business men.

But I hear some one—perhaps not among these honest-looking faces who honor us to-night with their presence—but I hear some one say: "Mr. Preacher, do you know that a man cannot succeed on those lines in this business world of ours in this great Twentieth Century? Do you know, sir, that if you set out to conduct the campaign of your business life according to the Golden Rule, or according to the principles involved in this definition of business integrity, you will fail?"

Yes, I have heard that before, so you have not taken me unawares. I have heard men say that it is impossible to live the Sermon on the Mount in business. I have heard men say that in the sharp competition of our time men cannot be honorable and succeed. And this is not very original, gentlemen; this is an old saying. It has come down from the Father of Lies, who has impudently laid claim to the sovereignty of the world; and, strange to say, with all that we have learned in history and through experience, there are multitudes of men, as you know too well, who believe it to be true that, for a man to succeed to-day in business, he must be in his methods a little—if not a great deal—shady; that he must be a little—if not a great deal—tricky; that he must deceive, if he would keep pace with the business world. For in every sphere of life we see it constantly conceded—in statecraft, in commerce and in literature; among politicians and poets, preachers and lawyers, doctors and mer-

chants—so that the man who disowns it is called unpractical and idealistic.

Now, impudent as this contention is—and I believe it to be impudent and insulting to our manhood—I do not intend to let it go unchallenged; and I ask you hard-headed business men to join me in analyzing this contention and to help me discover, if we can, the foundation for it, if there be any; to learn, if we may, why it is that so many business men set their business career on these lines that cannot square with the Golden Rule or with the Sermon on the Mount.

I am willing to concede that many cases of apparent failure in life would seem to warrant the contention of men who undertake to conduct their business life on these lines. Men of honorableness, men of integrity in every relation in life, fail. Enterprises that are angelic in scope, enterprises intended to bless humanity, often overwhelm and crush the brain and the heart which have given them birth. Men who have started in business and resolved that they would be honorable and straightforward and true to the highest principle have failed and gone out of existence as business men and to-day walk the streets of our cities in quest of a precarious living, who might, if they had followed other lines, have been rolling in affluence.

I recall a case that well illustrates the thought under consideration. A gentleman came to the flourishing city of Minneapolis and opened one of the largest clothing and furnishing stores on one of the finest streets of that thriving place—a store full of merchandise and full of prosperity. But when he had built up the business until it was one of the leading concerns of the city, because he was so trustful of his brother in the East, who furnished part of the capital, because he trusted that brother as every man ought to be able to trust his brother, he lost all that he had and was turned clean out of the concern, simply because he had not an agreement that would protect and save him. He

was nearly crushed—he was heartbroken. His mind was bewildered; he could not understand why a man who was honorable—and everybody knew that he was—should have this sort of an experience. And, because a good many others like him have that sort of an experience, men have concluded that the contention has truth in it—that a man cannot prosper who is honorable.

Then many cases of apparent success give color to this contention. Many men die quietly in their beds who ought to die on the gallows. Many men roll in luxurious carriages who ought to ride the patrol wagon to jail. Many men are thriving in life who ought to be confined in the narrow cell. Deeds of selfishness ripen often in an atmosphere in which early histories had been consecrated to the plans and purposes of Almighty God. We know that these things are true; we may see them on every side. Men, and women, too, occupy positions of power, and use their power for self-aggrandizement, for sorrow and mischief. And so the contention holds good, apparently, that it does not pay to be honest, to be true, to be faithful to your engagements, to have any regard for high moral principles.

Out of this apparent failure and defeat on the one hand, and this apparent success on the other hand, the carnal mind, prone to conclusions that satisfy the flesh, has drawn its dogma of dishonorable methods in business.

Does it pay to be honorable?

Now, I propose to take issue with that contention, and to claim that, after all, only men of integrity really succeed; that only honorable men prosper; that, in reality, men who are dishonest and who are wanting in integrity fail in all the large elements of life. And to that contention I ask your attention. I affirm this, because, in the first place, the really successful human beings are not the people who are wanting in integrity, but who are men and women of integrity. The really successful business concerns are the business concerns that are built

Watch Out for Elk Fine Cut Tobacco



Buy a Seller, Sell a Winner, Win a Buyer.

Ball-Barnhart-Putman Co.,
Sole Agents, Grand Rapids.

*Sermon by Donald D. MacLaurin, D. D., Pastor Woodward Avenue Baptist church, to Detroit members Michigan Commercial Travelers' Association.

upon the foundation of honesty. Let me ask you—let us take large sweeps in our thought—to take into consideration a century, if you please; for, if we were to take some of our neighbors, we might be able truthfully to contend that the life has not been finished, that we are not able to judge, we have not all the data from which to form legitimate and solid conclusions. Therefore, in order to be fair to both sides, I ask you to take into your thought the sweep of one hundred years—the books of it are closed, the record is made, the verdict of history is rendered—and let us see.

Now, let me ask you, gentlemen, calmly, who were the two really successful human beings of the last century, and what kind of people were they? Were they men of integrity, or were they men who surrendered to the vicious principles that are dominant in so many quarters at this hour? Who were they? Voltaire? He certainly was a conspicuous character. He commanded wide influence; was brilliant in mind, dashing in personality. Was it Voltaire? Was it Thomas Paine—a man who contributed more than we are accustomed to think towards the establishing of the principles of the Government in which we glory, who wrote "The Age of Reason," which is really unreason and has dethroned the right reason of multitudes of men in the days that are gone? Was it Frederick the Great, who found his state a little circumscribed empire and extended its boundaries until it became one of the first powers of Europe, and carried its dominions out to the sea? Was it Frederick the Great? Was it Catherine II—let us not leave out the women? In all the last one hundred years, who were the two really successful human beings? None of these, I assure you. History has spoken, men have pronounced their verdict.

The really successful men of the last century were George Washington and John Wesley, because the fruits of their efforts abide. One founded an empire that stretches now from sea to sea, and, from their neighbors on the north to the sunny border of the Southland, established the principles of freedom, not only for his time and for his country, but for the world! for, forth from the state which Washington founded are gone and are going those principles that are liberating the human race all around the globe. Washington is more influential, is more powerful at this hour, than at the corresponding period of the century to which he belonged. The other founded a great church, broke down the barriers of formalism and ceremony in religion and girdled the earth with the music of free grace and full salvation. The two really successful lives the last century were the lives of Washington and John Wesley. You will grant it that know the history of that cold century.

And you may look into lives nearer by. Just study the concerns of which you yourselves have had some knowledge. Having demonstrated the principle, let us apply it in our own generation. Will you tell me what are the successful business concerns in this city of Detroit? Are they concerns that have laid their foundation upon honorableness in dealing; or are they concerns that have laid their foundations upon the shifting sands of trickery? Just call to your minds, now, these concerns. Let us throw away the criticisms that are always made upon men that succeed. Every man who succeeds is the object of the malicious shafts of the unsuccessful. This was true of George Washington and of John Wesley. Both were vilified; both were spat upon; both were cursed. It is the lot of success to attract to itself the hurtling shafts of the narrow-minded. But just strip away all this, and look for yourself upon the careers that have in them solid, substantial prosperity, and, if you do not conclude that they are the concerns that are governed by honorable methods, you will reach a different conclusion from the one I have come to after studying the question.

Take it in individual careers. Let a young man start out in life indifferent

to the high principles of integrity and his career will be singularly short; and, when once he has stained his record, it is like breasting the rapids of Niagara to redeem himself and get another chance in business. You know that is true.

Then let us look at another thing. Success is often ascribed to the wrong quality. Man is not a simple but a complex nature. You cannot classify them into honest or dishonest, honorable or dishonorable. There is, for instance, the lazy honorable man, the shiftless honorable man, the shortsighted honorable man; and there is, on the other hand, the energetic dishonorable man, the far-sighted, keen-sighted dishonorable man, the early-and-late dishonorable man, the man who is at it and always at it. Now, energy and pluck and perseverance and farsightedness are, in themselves, according to God's eternal laws, elements of success. The word of God says, "The diligent hand maketh rich." Everybody knows that the thrifty man or the thrifty woman is the man or woman who begins and accumulates a little, and by and by has a store against the rainy day. So we must look at these elements independently of their incarnation in individual life. Wherever you find these qualities you find success. And men and women do succeed because of them, whether they are honorable or dishonorable, in a measure, and we must give credit to these qualities. Let me illustrate more fully what I mean:

How is it that Tammany Hall is in power in New York City? How did Tammany Hall hold her power for so many years in New York City? How is it that the good element and the respectable element in that city have not had—except occasionally—the control of civic affairs? How is it that, with the beginning of this year, in the Second City of the world, that mighty voracious monster, that everybody knows is dishonorable, has its hand upon the throat of the young giant city? It is no wonder to those who understand. The men of Tammany Hall are sagacious, keensighted, persevering, industrious men in their line. They never allow sleep to come to their eyes nor slumber to their eyelids until their purposes are concluded. They will not meet in a great popular mass-meeting, and pass a series of beautiful resolutions, and pat themselves on the breast and say, "Now we have done it!" and adjourn and go to their homes. No; they will work until the wee sma' hour of the morning. They will buttonhole the man after man. They will canvas street after street, block after block. They know every man whose influence and vote they can control. It is no secret. The reason they are successful is because of the use of these elements that make success. Why is it that our good friends have not succeeded? (They are beginning to learn from their enemies). Merely because heretofore they have simply done what I have intimated—gathered together in great mass-meetings, organized little clubs of respectable men here and there, who must retire at 10 or 11 o'clock at the latest, and who are so busily occupied with other things that they can give but little attention to the matters of politics and government and, although stirred for a time, "relapse into innocuous desuetude," if I may quote from a former President of the United States.

It is the same thing in business; a man who is prompt, farsighted, quick to see values, quick to note changes in prices, quick to learn the influences that are working in trade; a man, if he be in service, who is loyal to his employer, faithful in all his engagements, honorable in all his dealings, energetic, not afraid of the cold or afraid of the wee sma' hours of the morning—that man succeeds. You know that I speak the truth.

Success is also ascribed, therefore, to the wrong quality. An honest man of energy and pluck and perseverance and industry and promptness and fidelity will win in any race with any other man, and certainly against the dishonorable man. These qualities make suc-

cess. You know the saying, "A lie will travel from the Great Lakes to the Gulf while Truth is putting on his boots." Why doesn't Truth get on his boots quicker? Why doesn't he "get a move on him?" (to use the expression that we sometimes hear). Why should the true and the right be so timorous and weak? Let us just learn to discover the real elements that make for success in any human life.

So then, finally, the success, even of the bad, is only apparent and is not real. You cannot bribe conscience, neither can you buy the good opinion of your fellow man. A man who is tricky, who is honorable, who is lacking in integrity, is very soon discovered, and is loathed as soon as he is discovered. A man who does not build his life upon lines of righteousness cannot bribe the moral law nor abolish hell.

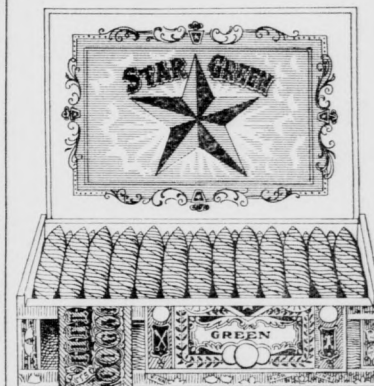
One certain statesman in our country, who occupied the Vice-Presidential chair in the highest hall in our Nation, said substantially that the Ten Commandments and the Sermon on the Mount are an iridescent dream, and have no place in practical politics. He was applauded by the shortsighted, for he was a man of wit and of brain power. But where is John J. Ingalls now, and where has he been for some time? The last public thing he did—the former Acting Vice-President of these United States of America—was to report, for one of the most sensational of New York's great dailies, the fight in a Western State between two human animals! What a descent! John J. Ingalls has learned that the Ten Commandments and the Sermon on the Mount are not an iridescent dream. They are the most potent and vital of all the forces in the life of our Nation; and a man may as soon trifle with the rapidly revolving saw as to put his neck against the Eternal Laws of God. No man dare say, and hope to maintain even respectability among his associates, that the law of God is an iridescent dream, and that a man may trifle with these Divine Declarations that constitute the foundations of a good civilization.

Just look, not only at such a man as John J. Ingalls, but at all the politicians in our history who have conducted the campaign of their lives on the same lines. Marshal the ghastly procession before you, and you will hear the cry of Woolsey on every lip; and, if you could put your ear to the heart, you would realize the agony of Woolsey in every heart. The men who have undertaken it have gone down. Take Aaron Burr—one of the most brilliant men of the last century; Aaron Burr—so fascinating in his personality that by the glitter of his eye he could fascinate men and women alike; Aaron Burr—whose name and influence are felt on almost every page of the earlier history of the Empire State! Aaron Burr, however, ridiculed and spurned right principles, but, nevertheless, for a time seemed to climb the steps of fame and power. But what came of it all? Disgrace—the hand of Cain—infamy—the curse of ruined women—a soul consumed with inward flame—the execration of all men—the despised of his country—the man upon whom the wrath of Almighty God seemed to rest.

Single out any other man that you please. Take men in the greatest business concerns. Take William M. Tweed, take Shepard of Washington, the men who bought up courts and legislatures and did what they pleased. William M. Tweed and James Fisk plundered New York City of \$11,000,000 in a few years! Where did they end?

Only men of integrity succeed. Life means more than any of its segments. Life includes the whole span of our earthly career; and, if you wish to measure the success or failure of human life, leave out no segment of it. And, after such study, you will reach the conclusions to which I have come, and which I have sought to lay before you tonight: that only honorableness and truthfulness and piety—recognition of our relations to God Almighty—are the sure elements of success in life.

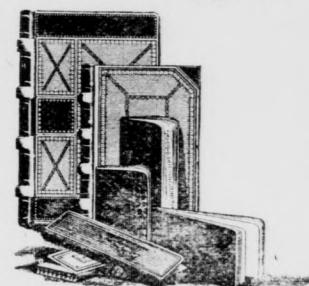
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 26, 1898.

FAITHFUL OVER A FEW THINGS.

No matter what may be the avenue of life in which a man seeks his fortune, and by fortune, here, is meant money, fame, popularity, admiration, or whatsoever else may be the special object in view, he is always striving for success.

Nothing is more in conformity with the best interests, as well as the best aspirations, of the human race than that every individual should struggle to reach the highest place in his chosen field of activity possible to his talents and abilities. This is the principle which underlies true democracy.

It is impossible for all to attain the same success, because there is no such thing as absolute equality. The natural endowments, whether bodily or intellectual, of different individuals are so distinctly and distinctively different that any equality of attainment is impossible. Each and every individual is able only to fill out the measure of his capacity, to do the best possible with his natural gifts and his opportunities.

But it is within the power of everyone to do his best under these conditions, and he should be encouraged and stimulated in every worthy way to bring out the best that is in him, and he may be sure that in doing his best he is doing the best for his kind as well as for himself, for it ought to be understood that there is as much need of good men in subordinate places as at the top of the heap. The domes and spires of a great edifice are really less necessary to its construction than are the foundations which are hidden deep in the earth, for without the foundations the structure could not have any permanence, while the lofty upper works are rather for ornament and beauty than otherwise.

The world is full of people, but the number of thoroughly honest and reliable men is limited. How often does it happen that a great ship goes to the bottom of the sea; a railway train, with its precious human freight, is plunged into some black chasm; vast business enterprises are wrecked and many people are impoverished, because some man in a highly responsible position was either incompetent to perform the duties required of him, or was faithless to the trust reposed in him?

It is a source of immense satisfaction to those whose lives or other interests are at stake to believe that those to

whom the care of these paramount interests are confided are faithful and true. It is often in the power of the very humblest to render services of enormous importance in protecting society or in saving from ruin vast private interests. The sentinel at the army outpost in time of war is but a private soldier; but the entire safety, not only of the army, but of the country and cause it represents, may rest solely upon his vigilance. The common sailor on watch at night, as a great ship goes rushing over the dark sea, may, by the keenness of his vision or the acuteness of his hearing, detect the approach to a drifting iceberg or to the deadly breakers, where a man with blunted senses or inferior devotion to his duty would permit the vessel to drive on to destruction.

A faithful dog may save his master's house from the robber and the incendiary, and it is related that some geese, by their timely cackling, saved ancient Rome from a night surprise by a hostile army. Thus it is apparent that fidelity and honest service in the very humblest places of duty may accomplish incalculable benefits to one's country, to society, to the world.

The man who has been faithful over a few things intrusted to him shall be made ruler over many. It is by such promotion only that any man should ever be raised to the highest places. The man who has not done his duty in a subordinate capacity cannot be expected to be honest and true in the higher. Almost every day are reported frightful catastrophes in which many lives are destroyed, and unexpected bankruptcies and wrecking of immense business concerns occur, through the unworthiness and incapacity of men clothed with high trusts.

All this vast accumulation of testimony declares the vital necessity of employing only the best men even for the lowest places of trust, and it emphasizes the fact that there can be no men fit for such duties unless they have made themselves so by doing their best according to their gifts and opportunities.

It is only to the plain people in the humbler walks of life that these lines are addressed. There are those who have come into prominence through means that are not always honest. They are shams, humbugs and frauds, and they are kept up by influence. Such are the men who so often shock society by their sudden and unexpected coming to grief. If their downfall affected nobody but themselves, the matter would not be worth a moment's consideration; but they always drag down the innocent and the trusting in the ruin that they cause.

The only remedy for such evils is for every man to do his best in every station, and when men are required for high places, let them be chosen from among those who have been faithful over a few things.

Until recently there has been some doubt in the minds of many people as to whether the new United States Baking Co., with its \$25,000,000 capital, would prove to be a success. All doubts are now dispelled, however, by the formal announcement that the American Federation of Labor proposes to place a boycott on the products of the corporation. Experience has demonstrated that boycotted institutions invariably wax rich, which naturally leads to the enquiry, How much does a boycott cost?

GENERAL TRADE SITUATION.

The record for the week continues to show a steady advance in volume of business and in prices all along the line, with the exception of two or three interests affected by local or temporary causes. The tremendous production of pig iron causes a continued weakness in price and a few of the trust stocks have been affected adversely to the extent of a few cents per share, on account of opportunities given the bears by the attitude of certain parties in Congress on the Cuban question and other political discussion. Then the strikes of cotton operatives in the East have served to check production and so lessened the volume of business, although there is already an advance in prices on the same account. With these exceptions the story is one of uniform advance everywhere. In the face of the adverse political influences all the leading railway stocks score an advance, with active trading. Grain prices are higher and iron products are firm, with orders crowding in at a surprising rate.

The situation in the woolen trade is fully as favorable as in other lines. The heavy weight demand is proving unexpectedly large and preparations for summer trade are extensive and encouraging. As indicated, the strikers are helping the trade in cottons by securing a slight advance, which may materialize into a sufficiently greater one to warrant the advance in wages asked for. The demand for sole leather continues unexpectedly heavy and the hide market continues firm in Chicago.

No sign of the times is more distinctly encouraging than the demand for finished products of iron and steel, surpassingly heavy for the season in rails, bars and plates and good in most other lines. The steel rail mills have orders for 1,200,000 tons already, which is 88,000 more than they produced in the whole of 1896, last year's output being not yet reported. Plate and bar works were obliged to send away part of their orders to other establishments because unable to fill all they received and the prospect is now bright for a heavy business. With enough to keep all the works fully employed, prices may naturally advance, and are steady now, irrespective of the steel rail, wire and tin-plate combinations which are in process of formation, although Bessemer pig is quoted at Pittsburgh 5c lower.

As an index of the general condition, the bank clearings of the country continue very heavy. The amount, \$1,416,000,000, has only been exceeded in the corresponding week in past years by 3 per cent., in 1893, during the boom preceding the panic. As compared with 1896, the gain is 45 per cent.; 1895, 55 per cent., and 1894, 69 per cent. It is significant that the increase is in all localities, in which but few cities have failed to join. The reports of failures are also encouraging, the number, 309, being less than in the corresponding week in any year since the panic.

THE PROBLEM IN THE ORIENT.

It has been evident for some time past that Great Britain has been gradually manoeuvring to meet the aggressive policy being pursued by Russia, Germany and France in the Far East. The British squadron in Chinese waters, although already quite large, has been further re-enforced, and direct negotiations have been opened with the Chinese Foreign Office with a view to securing a guarantee that China will not turn

over to foreign control any more territory along her coast.

The British government has offered to loan fourteen million pounds to China, on condition that certain revenues are placed under British control in the event of default, and that a number of additional ports be opened to commerce. France and Russia are reported to have objected to this arrangement and protested against any agreement with England on the basis proposed.

The apparently hostile attitude of the continental powers has drawn from the British government what must be accepted as a direct threat, Sir Michael Hicks-Beach, the Chancellor of the Exchequer, having declared that the Ministers were "determined, even at the cost of war, that the door of Chinese commerce should not be shut to Great Britain." This is a most important declaration, and the immediate effect it has had on the value of international securities proves how great has been the impression it has produced in Europe. No one will suppose for a moment that Sir Michael Hicks-Beach made use of such strong language without the knowledge and consent of his colleagues in the Ministry; hence it may be accepted as certain that any further attempt on the part of Russia, France or Germany to annex portions of China will precipitate war.

This utterance of the British Chancellor of the Exchequer has been the most important public utterance since the celebrated message of President Cleveland on the Venezuelan question. The position assumed by the British government has met the approval of people in England of all shades of political opinion. British trade with China is so vast that the prospect of losing any portion of it was appalling to the British mind. There has, therefore, been a constant clamor for decisive action by the government. The decision announced by Sir Michael Hicks-Beach is just what was wanted, and has, consequently, been received with enthusiasm.

The United States and Japan have the same interest as Great Britain in maintaining freedom of trade in China; hence the decision reached by the British government will be received with satisfaction in this country. The United States, after Great Britain, enjoys the largest share of China's trade. The dismemberment of China by Russia, France and Germany would be prejudicial to American trade interests; hence the people of this country will welcome any move which will frustrate all attempts to absorb portions of China. However our interests have clashed with those of Great Britain in the past, in the present instance they are identical; hence any effort to preserve free trade in China should merit our sympathy.

At the death of Senator James G. Fair he was popularly credited with an estate of \$30,000,000. Under the cold and shriveling process of a careful appraisal, occupying nearly a year, this sum has shrunk to a trifle over \$12,000,000. While this will prove a disappointment to those who estimate rich men's estates on the inflation plan, and possibly to the heirs, who were only too willing to accept the estate at the popular estimate, those who have had experience in such matters will conclude that the Fair estate has panned out better than the average. As a matter of fact, nearly every rich man's estate is multiplied by from three to ten in the public estimation.

THE RELAXATION OF JUSTICE.

Everybody who has observed the course of trials for murder knows how strong and general is the disposition of the people to excuse and to sympathize with the accused. It is only when general indignation and rage are aroused against the perpetrator of a violent crime that he can be convicted. When it is impossible to plead self-defense as the motive for a killing, and when the facts are not only indisputable, but the guilt of a murderer is fully established, the pretense that his act was done during a fit of insanity is sure to secure his release, unless a public outcry has been made.

A most curious fact in this connection is that, although the medical authorities recognize many sorts of insanity which force its victims to commit crimes, the homicidal mania is the only one admitted to have any standing in our courts of law.

For instance, there are the kleptomaniacs, with an uncontrollable propensity to steal; the pyromaniacs, with an intense desire to burn the property of others; those afflicted with erotomania, which drives men to criminal violence upon women, and several other varieties of madness which impel human beings to criminal acts.

Many writers on medical psychology hold that every human act which is outside the ordinary manifestation of that behavior which is considered normal is an expression of insanity. Sanity means a quiet and orderly demeanor; a course of living which may best be described as a decent routine, with mental endowments not above mediocrity, according to their definitions. Intellectual brilliance, and any acts of personal heroism or devotion are not wholly sane, while genius manifested in any department of human thought is positive insanity.

According to these doctrines, every act that can be considered cruel, dishonest, wanton and unchaste or unusual in any way is the result of insanity. It is hard to have the Christian martyrs, all heroes, all lovers who are devoted unto death, every brilliant genius in art, literature, war and adventure, and all thieves, courtesans and criminals of every sort dumped by the psychological physiologists into one vast and indiscriminate bedlam of insanes.

Such a classification is terribly humiliating to human pride, and if it were accepted by people generally it would exert a tremendously demoralizing effect, for the thieves, the rascals and the loafers would then congratulate themselves that they are in precisely the same class of human beings as are those who are the highest and noblest of our race and command the most unlimited and undying admiration.

To return to the judicial status of insanity, if the homicidal mania relieves men from responsibility for their murderous acts, why should not the other sorts of criminal madness excuse in the eye of the law thieves, house-burners, ravishers and the like? But a jury would laugh in the faces of counsel who would seek the release of a robber, a perpetrator of arson, or a ravisher upon the plea that he was insane. No judge would entertain such a plea, or allow it to go before a jury as a fact, if proved, that would warrant the acquittal of the accused.

When, however, the pretense of insanity is made in behalf of a murderer, or the perpetrator of murderous acts, a commission to enquire into his sanity is ordered, and if a verdict of insanity be

rendered, no facts, however conclusive, no testimony, however unimpeachable, establishing the guilt of the accused, will have the least weight in securing his conviction. The more atrocious his crime, the less responsible the perpetrator. If he has slain two persons instead of one, then his insanity is all the more to be respected, and all the malice and all the motive that could make his guilt the clearer, and establish with the utmost certainty the existence of a definite and logical object to be attained by the commission of the crime, would only serve to confirm the validity of the pretense of a protecting insanity which can be used to secure a license to commit at will the bloodiest crimes, and to save the most atrocious shedders of blood from all responsibility.

THE NICARAGUA CANAL GRANT.

For many months past there has been more or less suspicion that influences have been at work in Central America inimical to the interests of the United States in respect to the Nicaragua Canal grant. It has been stated on several occasions that the government of Nicaragua contemplates the withdrawal of the grants to the Nicaragua Canal Company, on the pretext that the company had failed to carry out its promises, and that it was proposed to open negotiations with English capitalists for the completion of the canal.

Whether or not these threats to turn the canal project over to European control were serious, they have, nevertheless, served the purpose of strengthening the determination of the American people to complete the building of the canal. There is really little danger that any European power will take possession of the Nicaragua Canal project without the consent of the United States, and the Monroe doctrine could no doubt be so interpreted as to defeat any such attempt should it be made; but the strong position in which these facts place us does not warrant us in playing the unbecoming part of refusing to build the canal, and at the same time preventing others who are willing to undertake the work from doing so.

At the present time there is a special survey party engaged in making a careful examination of the route of the canal, with a view to furnishing Congress with an accurate idea of the cost of completing the work. Several surveys of the route have been made in the past, but they were undertaken rather with a view to determining the possibility of building the canal than with a view to obtaining the exact data upon which estimates of cost could be based. The present survey is fully equipped to make a most thorough examination.

Of course, it is not expected that the canal can be completed for the amount which the canal company proposed some time ago that the Government should guarantee, namely, seventy million dollars, but it is still hoped that the surveys will show that the cost will not be too exorbitant in comparison with the cost of other great canals, or out of proportion to the volume of business that is expected to use the canal. Every day emphasizes the necessity to the United States of opening communication between the oceans through the narrow neck of land to the south of our boundaries. Not only our commerce, but our safety demands it; hence it is sincerely hoped that the report of the party now surveying the route of the Nicaragua Canal will show that the work can be completed at moderate cost.

THE ANTI-SCALPING BILL.

Scalping, in the sense used in the bill now before Congress, refers to the buying and selling of railway passage tickets by persons not the agents of railways. The object of the bill is to prohibit, under penalties, the dealing in such tickets by persons unconnected with railroads, and some of the railway companies are pushing the bill with all their might, while others are taking no part in the fight. The scalpers, or dealers in such tickets, are very influential, and are resisting the enactment of the proposed law. There are two sides to the scalping question. There never would have been any scalping in railway tickets if the railway companies in the beginning had treated ticket-holders with any sort of fairness. When railway fares were much higher than they now are, and when the purchaser of a ticket from any cause was unable to use his ticket, wholly or in part, the railways refused to purchase it back or to make it good in any way, save in the transportation it called for.

In this way ticket-holders suffered considerable pecuniary losses and were subjected to serious annoyances. Out of every abuse grows a remedy, and the remedy in this case was the ticket broker. He paid owners of unused tickets a proportion of money for them and sold to others at a profit.

In this way ticket-holders were able to get some value for their unused tickets. The pretense that the owner of a railway ticket has no right to sell it, just as he would any other property, is absurd in the extreme, and no honest court would deny him the right, and such a court would doubtless compel the company selling the ticket to redeem it with money in case it were not used; but people cannot afford to go to law with great corporations where the amount at stake is so small, and the result is that the ticket-holders have had no recourse but the scalper.

If scalpers had no other business but to buy and sell unused tickets, there could not be such an army of them as now exists, for they are found by the dozen and score in almost every city. The fact is that the greatest numbers of the tickets handled by them are bought outright from the railroad companies at reduced prices. Such sales have been made to the extent of thousands, and even hundreds of thousands, of dollars, as the testimony taken by the Congressional committee shows. When the railroads wanted money, they sold tickets in blocks to the scalpers for cash at reduced rates.

The bill before Congress proposes to prohibit scalping in railroad tickets, but to require the companies selling the tickets to redeem them, when unused, for money. The bill has been greatly criticised, because it requires persons presenting tickets for redemption to apply at the general offices of the railroad, often in some distant city, and exacts the furnishing of proof that the ticket had been purchased in the way of business from the company itself. Any such requirements upon the ticket-holder would put him in the power of the railroad, without giving him any redress. Any law on this subject should require the redemption of tickets at any office of the company selling them, and no more proof of genuineness should be required as to the ticket than is exacted of the holder of bank or treasury notes presented for redemption.

No purchaser of a railroad ticket can prove its genuineness. He pays his

money and takes what the railroad agent gives him. The ticket must speak for itself. It must be so carefully made that to counterfeit it would be difficult, and the passenger dealing with the railroad should be treated with the same consideration when he seeks the redemption of his ticket as when he purchases it.

If an anti-scalping law be enacted by Congress, it should be just as solicitous to protect the ticket-holder as to serve the railways. There should be no distinction or discrimination in favor of or against any party, but the law should treat all with the same justice and fairness. Such a law, and only such a law, should be given any consideration by Congress.

Owosso Business Men Alive to Their Best Interests.

Owosso, Jan. 24.—At the last meeting of the Business Men's Association, the first question considered was the arranging of plans to make the coming farmers' institute one of the best ever held in the county, and to extend a warm welcome to every visitor—a thing Owosso is noted for doing. The matter was referred to a committee consisting of I. H. Keeler, E. O. Dewey, H. K. White.

The proposed electric railway to Durand was discussed, all present favoring an endeavor to have such a road built. If the line could be constructed it would prove to be a great accommodation to the traveling public, as all trains on the Grand Trunk system could then easily be made from Owosso. The matter is to be investigated by Jas. Osburn, C. D. Stewart and D. M. Christian.

The matter of building a cheese factory, which is desired not only by the farmers of the surrounding country but also by a number of the business men, came in for a long discussion, which may result in such an institution being established. E. F. Dudley expressed his willingness to undertake the business on certain conditions. Messrs. E. Carr, E. A. Gould and J. M. Terbush were appointed as a committee to ascertain what could be done.

The following resolution, offered by Jas. Osburn, was unanimously adopted and ought at once to be considered by the Council:

Resolved—By the Owosso Business Men's Association that the Council be requested to instruct the City Attorney to prepare an ordinance taxing transient traders a reasonable tax in accordance with the charters for cities in the fourth class; also an ordinance regulating peddlers—similar to the Ionia ordinance—which in the opinion of the City Attorney will stand fire in the courts as the Ionia ordinance has; also that the Council take steps to enforce such an ordinance when so enacted, so that all may share equally the burdens of taxation.

G. T. CAMPBELL, Sec'y.

Armour To Enter the Produce Business.

A report is current in the dairy trade that Armour, the Chicago packer, is to open a produce commission store in New York about April 1. H. Raphael, manager of Armour & Co.'s New York provision store, is now in Chicago, and, it is said, to make arrangements for the new enterprise. It was learned on what seems to be unquestionable authority, that a large store is soon to be rented by Armour & Co. for the butter, cheese and egg trades. It is said that the building will have a cold-storage plant of its own, it being part of Mr. Armour's plan to store produce when prices are low, and hold it for a profit. Armour & Co. have been in the produce business in Chicago for over a year.

A Chicago company has purchased 2,000 acres of swamp land in Wisconsin, which it will drain and partition into farms. The land belonged to the Government, and was sold for 75 cents an acre.

Clerks' Corner

The Young Clerk's New Den.

Written for the TRADESMAN.

I hope those clerks who are more or less interested in this column are not beginning to think that a little more about Will Morris and a great deal less about the grocer and his wife would hurry things up a little. If I were making things up as I go along the criticism would be fair enough; but I have to wait until the thing takes place before I can write it down. Another thing should be borne in mind: If I should be found too curious, or should force suggestions upon any of the three who are unconsciously furnishing material for this column, that would be the last of it. So I am patiently waiting and watching, and the minute I get something that throws light upon what is going on, I will faithfully scratch it down.

While the question of a change of residence, and especially that of room, has been in abeyance I have seen nothing of Morris. From the other two I have gained what information has been presented, until late yesterday afternoon, when the young fellow hailed me as I was passing the store and asked me to "come up and have a game to-night;" and when I said "at the Albany" with an interrogation mark, the answer came with a just perceptible toss of the head, "No, at the house. I don't play at a public table now!"

I went over last night early. We played our usual three games and then the boy said, "Come into my room. I want to show it to you." Instead of going downstairs as I expected, he threw open a door just across the hall from the billiard room, and bade me enter. It is an apartment something smaller than Mr. Bostwick's den, but a good-sized room, nearly square, with a fireplace. I could only stand and look around me; and, after I had finished looking, I began to see what Mrs. Bostwick meant when she said that the boy had an idea of his own and she wanted to give him a chance to bring it out.

Overhead, he had suspended a huge Chinese parasol, of a diameter large enough to reach almost the entire width of the room, and had hung a small one in each corner. The walls are a soft tint of terra cotta, obtained from a whitewash brush in the dextrous hands of the occupant of the room, a color which furnishes a pleasing background for the numberless pictures, which are of all sorts and conditions. They are framed and unframed. In this line everything is fish which has come into the net, and contributions have been levied from everywhere. Nothing has been too insignificant to receive recognition and an honorable place in this unequalled picture gallery; and the result, contrary to what might be expected, is pleasing.

An irregularity in the roof makes a deep recess in the side of the room opposite the fireplace, and Genius has thrust into this the bed and hid it behind some hangings of cardinal red, the prevailing color of the apartment. The floor is mostly covered with a rough and ready rug, woven from odds and ends of discarded carpet, in which cardinal prevailed, and that part of the floor uncovered has been stained terra cotta like the walls. One corner of the room, "that the old Harry himself couldn't do anything with"—Mr. Bostwick's acquaintance with the personage re-

ferred to authorizes the statement—is transformed into a "cozy" with couch and curtains. A generous library table occupies the center of the room, made attractive by a low-falling cloth of red. Bookcases, similarly arrayed, stand in different places against the walls, while easy chairs are scattered about the room, two of the most comfortable of them being stationed before the fireplace, where a fire of well-seasoned hickory was doing its level best to brighten one of the pleasantest rooms I have set foot in for many a day.

There wasn't any need of saying a word—a man's face always takes care of that when he's surprised and pleased. Will saw this, was satisfied and then told me to sit down and let him tell me about it.

"Pretty nice room for \$15, don't you think so?—Come in," he called, as a rap was heard at the door. "Come right in," he repeated, as Mr. and Mrs. Bostwick appeared, the latter with her knitting. "I've just been telling 'the old man' what it has cost, and he is laughing at me. Doesn't \$15 cover the whole business, Mr. Bostwick?"

"Them's the figgers," was the good-natured reply. "Ye see, the boy has a knack at such things and I just told him to go ahead. He knows how to use a saw and a hammer and that tells the whole story."

"Bookcases and all, I suppose," and my tone was tinged with sarcasm.

"No, by Jinks! that's one thing he didn't make; but it took a heap of wit to see a bookcase in a lot of soap boxes and cover 'em with red cloth—now, didn't it?"

I had to admit it did; and it took all the rest of the evening for the three, sometimes singly, oftener altogether, to tell me what had been done and how the young fellow had done it. Time, taste, considerable skill and some determination were the elements which had entered into the transformation of the lumber room into the delightful "den" we were occupying; and it was easy to see that the old folks were quite as much interested in the work and its results as the young wizard himself had been. Every feature of change was a wonder in their eyes, to be pointed out and dwelt upon again and again; and I began to feel at last that I should not get a chance to hear what it all meant, when Mrs. Bostwick took her husband by the arm and gently pushed him from the room with, "Now, father, they want to be left alone to talk it over."

We did and after a settling down into our visiting attitude the boy began.

RICHARD MALCOLM STRONG.

Regarding the Value of Stock.

The New York Court of Appeals has recently decided that where the owner of a stock of goods has made false representations that this stock of goods cost him a certain sum in order to induce another to enter into partnership with him and purchase one-half the stock at such valuation, such representations are not mere matters of opinion, but are warranties, and the one who is induced to enter into partnership under such circumstances is entitled to a dissolution without proving pecuniary damage.

Settled Out of Court.

"Madam," said the Court, "do I understand that you have withdrawn your action against this man for stealing a kiss?"

"Yes, Your Honor; he has returned it and agreed to pay the costs."

WISDOM

Doesn't consist in sitting still and looking solemn—far from it. Our conception of wisdom, from an up-to-date standpoint, is to stir around lively and hustle for business. We can push



"ECONOMY IS WEALTH"

with a good grace because we know that it is a sterling article. We are satisfied to look our customers in the face next month or next year. It is simply impossible to make a better flour than Pillsbury's Best—in fact, if there's another flour as good, we don't know where it is. Pillsbury's Flour represents the experience of forty years in milling, and if experience counts for anything in this world—and we rather think it does—the manufacturer ought to have things down pretty fine by this time.

Breaking the Record

The papers have not yet ceased discussing the record-breaking Kaiser Wilhelm. Why she did it is lost sight of in contemplation of what she did. There is a reason why this boat won, and why others have not won. The secret was in her build. Make anything right, and it's bound to beat, no matter whether it is boats, or flour, or lard, or canned goods or cigars. Our

Old Fashioned Lard Emblem Brand Canned Goods New Brick Cigars

are made right, and this accounts for the enormous business we are having in all these lines to-day.

Clark-Jewell-Wells Co., Grand Rapids, Mich.

POLLY'S PICK-UPS

From Here and There and Everywhere.
Written for the TRADESMAN.

"Your write-up of the Grand Rapids window displays at Christmas time, Polly dear, where you made mention of 'the irrepressible Treuschs', recalled to my mind a little incident in connection with 'Monte,'" said a friend of mine, recently, whose paternal ancestor was one of the earliest settlers of the Valley City, well known to every old resident.

"It was in the days," she continued, looking reflectively at me over her spectacles, "when his father 'kept store' up at the head of Monroe street, where the Kendall Block now stands. I used to buy my sweet potatoes there. I would ask 'Monte' how he sold them. 'Six cents,' he would reply, and then, evidently remembering the proverbial inability of the average woman to grapple with matters of an arithmetical character, or perhaps to give me the impression of a 'bargain,' he would quickly supplement his first statement with, 'or four pounds for a quarter!' 'Well,' I would say, 'I think I will take four pounds at six cents a pound.' He would smile, put up the potatoes, take my quarter—and give me back a penny!"

* * *

I number, among my child lovers, the bright little son of a business man whom many of you personally know. He's a dear little 9-year-old, and has a head on him out of all proportion to his age, and a habit of settling, according to his own convictions, the matters that perplex an older thinker than he.

"Mamma," said he one day, after a silence—on his part—of unusual duration, "Mamma, do good little children live a long time, or do they die right off?"

"Well, my child," replied his mother, cautiously, "there's an old saying that 'The good die young;' but I don't know as it is a very true saying."

"Well, it might be true," he observed, "so I guess I'd better snoop some o' Gran'ma's cake 'at she hid away this mornin'—but I hunted till I found where she put it—an' that'll make me some bad; an' nen I'll do some more things 'at I know ain't jess zactly what you've told me wuz right, an' nen some more an' some more, an' nen I'll sure live to grow up! An' nen I'll keep abein' bad, so 't I'll live to be a hundred years old! An' nen I s'pose I'll have ter die, an nen God can make me good again!"

Which is not so very different from the faith on which many an older sinner pins his hopes.

* * *

I was talking, the other day, with a representative of the Sunny Southland, a bright young fellow from Atlanta.

"You Northerners," said he, "can form no idea of the utter shiftlessness, the entire lack of forethought, or the negro character. If, by the merest chance, one of them has saved up a little something during the colder months, he'll lay around all summer long, and he just won't do a thing. Now here's a case in point, to illustrate their improvidence: We have, among the servants, in our home down in Atlanta, a 'likely niggah' named John. He's perhaps 22 years old. He takes care of the lawn, and, besides, is as handy around the house as a girl—can do the lighter work, such as make beds, dust, etc., and thoroughly understands dining room service. He earns, in all, about \$13 a month. Not long ago, he took it into his woolly head to get mar-

ried. He'd been courting a 'yaller gal'—a pretty little thing, too—for about three months, and had reached the conclusion that marriage with her would be no failure. I said to him, the day after the event, 'How are you going to get along, John?' 'Dunno, Boss,' with a serious shake of the head. 'Well, but how are you going to support a wife on \$13 a month—that's what you get?' 'Dunno, Boss,' he repeated with a happy-go-lucky grin, 'dunno—ah nevah thought ob da—at!'

"You'd be amused," he continued (I'll not attempt to give the delightful Southern accent), "at the colored people's appearance when our cold weather comes, when we get our first snow flurry. Every niggah that can gets hold of a piece of burlap from the factory, the warehouse, or wherever he can pick it up, and with a string ties it 'any old way' around his feet; and you'd laugh to see the footprints they make, thus attired."

"What do they do that for?" I asked. "Just for fun, to see their comical tracks?"

"Why, no," he replied; "that's their way of keeping warm. It's no amusement with them. There's nothing a niggah hates worse than cold weather, and when it comes, it's a stern reality with them."

"I have dozens of colored people in my employ," he went on, "and you'd be surprised at the number of them that have exceptionally fine voices; and any of these could 'hold his own' with any college boy, in pic'ing a banjo or thrumming a guitar. To look at their great coarse hands, you would imagine them to be wholly incapable of handling anything less than cord wood or pig iron. They often come up to the house of an evening, and, lounging on the grass in picturesque typical attitudes, fill the soft night air with melody. But they never come without permission. In the afternoon, one of them will broach the subject with, 'Want us t' come up to-night, Boss, an' give you-all a little music?' The answer is generally in the affirmative. They are always glad to come, and it does not take their eager shining eyes long to find the tips."

"Your 'Aunt Sally,' in your depot, is quite a character, I understand."

"Well, she is. Everybody who comes to Atlanta knows, or hears of, 'Aunt Sally.' I must tell you a bit of her history," my pleasant acquaintance began.

But just here business interrupted the conversation, and the "bit of her history" had to be relegated to a more convenient season. POLLY PEPPER.

An Ohio genius has submitted to the army department two novel appliances, which he claims will completely revolutionize warfare, and place the soldier equipped with the same in a perfectly impregnable position. The one is an electrical sword for the cavalry. The electric power is furnished by a small battery which the cavalryman is supposed to stow away in his trousers' pocket or any other handy place. It would only be necessary to touch the enemy and the same would be placed hors de combat instantly. The other is a lasso, also charged with electricity. The inventor seems to have forgotten the fact that as a counter agent the enemy might invent a completely insulated saddle.

The Japanese language is said to contain 60,000 words. It is quite impossible for one man to learn the entire language, and a well-educated Japanese is familiar with only about 10,000 words.

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 Gaffney; 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.

POOR ECONOMY

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

"Lily White" Flour

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

Valley City Milling Co.

Grand Rapids, Mich.

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

Fruits and Produce.

Statistical Position of Cheese.

Utica, N. Y., Jan. 24.—Notwithstanding the strong statistical position of cheese that confronted the trade the first of January, 1897, and the general knowledge that the production of lard cheese would be greatly reduced (the make of same was figured for the winter season of 1896 by the Internal Revenue Department at 15,000,000 pounds or 428,571 boxes of 35 pounds cheese average), cheese dealers in the States, Canada and Great Britain had their work cut out for them to dispose of the light visible stocks. Of course, if the consumptive demand had only to take care of the stocks as presented the first of January, 1897, cheese would have gone to 70s. per cwt. in Great Britain and 14c in New York. On account of the high prices ruling in December, 1896, and January, February, March and April, 1897, there was a very large production of winter made full creams and skims throughout Canada, New York State and Illinois during this period, and it is figured that Illinois alone manufactured 25,000 boxes of filled cheese and 225,000 boxes of skims of various sizes. In addition to the largest winter make of cheese ever known in this country, the exports were decidedly increased by the extreme dullness of trade throughout the United States. It made the exports of cheese for January, February, March and April and first half of May from Atlantic ports to Great Britain, foot up to a quantity considerably in excess of one-half a million boxes of cheese. Then, again, the retail trade in England was practically killed by 80 per cent. of the retailers refusing to handle cheese on account of three large co-operative systems of stores having on hand quite a quantity of summer made cheese, which they were disposing of at 6d. per pound, and as the other retailers could not buy finest cheese for less than 55s. to 57s. per cwt. or practically the same price as what the co-operative stores were disposing of cheese at, why they simply killed the consumptive demand, because they could not realize a profit in handling it.

The conditions this season are entirely changed. Retailers are in a position to obtain finest September and October cheese at prices lower than have been known for twenty years and will be able to dispose of same at 14c in the States and the popular price of 6d. or 12c per pound throughout Great Britain and realize a handsome profit. The Raines law was in force in this State in January, February, March and April last season and it is claimed that this law shut off the consumption of cheese by 50,000 boxes for the months of January, February, March and April.

It was pointed out to the dairy farmers of this State and Canada in March, 1897, that a large make of fodder cheese would prove very disastrous to the cheese trade in general and dairymen and factorymen who completely ignored this good advice were willing to admit last fall, when dry rot struck the cheese trade throughout the States and Canada, that it was a very poor idea to open up factories early in the spring and to manufacture so much fodder cheese. In several of the early cheese districts throughout New York State and Canada, factorymen and leading dairymen are urging farmers to raise their calves on the fodder milk and point out that cattle are selling higher in this country than they have since 1882, and that the quantity of young stock on hand is nearly depleted.

The English consumptive demand for States and Canadian cheese is figured at 65,000 boxes weekly—that is, when fine and finest cheese can be bought at 5d. to 6d. per pound, or at quotations which the retailers are now selling at throughout Great Britain. Jobbers of cheese throughout the New England States and the retailers of Great Britain are reported to have very light stocks, unusually so for the season of the year, so taking a general view of the situation, it is decidedly a very bright one.

With the large consumption of cheese going on in Great Britain and the United States, the extremely small make of winter cheese, on account of the very low prices and butter selling on a parity of 25 per cent. above the price of cheese, it is only reasonable to anticipate that the visible addition to stocks will rapidly go into consumption during the next four months. WM. D. GRANT.

Futile Schemes for the Preservation of Eggs.

From the Grocery World.

The question of preserving eggs, in other words, of devising some scheme by which the hen product could be kept indefinitely, has probably been the subject of greater research than almost any other mentionable branch of investigation along similar lines. Dozens of men have thought that they had something by which they could preserve eggs from decay, but up to this time, all of these wonderful discoveries have proven worthless when put into practice. Nearly all of the "treatments" consist in sealing up the pores of the egg shell. By several of these schemes eggs can be kept for several weeks, or even months, but when finally broken, they bear no resemblance to a fresh egg.

The latest of the ideas whose strong point is to seal the egg against the inroads of the air, has been devised by one M. Bournof, a Frenchman, whose method is as follows:

Dissolve in two-thirds of warm olive oil one-third of beeswax, and cover each egg completely with a thin layer of this pomade applied with the tip of the finger. The egg shell by degrees absorbs the oil, and each of the pores becomes filled with the wax, which hermetically seals them. The discoverer also thinks that the germ may be preserved in this manner for a considerable length of time.

During the past week the World has received a report of certain experiments made by the National Agricultural School of Germany, into the efficacy of all the principal methods of preserving eggs. At the beginning of July, twenty fresh eggs were treated by each method, and examined on the following February. All of the eggs which were soaked with brine, one of the commoner methods, were found to be unfit for use, through having been saturated with salt. The report on the other methods tried, here presented, gives the percentage of eggs which the method in use failed to keep:

	Per Cent. Spoiled.
Wrapped in paper, - - - - -	80
Kept in a solution of salicylic acid and glycerine, - - - - -	80
Rubbed with salt, - - - - -	70
Packed in bran, - - - - -	70
Coated with paraffine, - - - - -	70
Painted with a solution of salicylic acid and glycerine, - - - - -	70
Immersed in boiling water 12 to 15 seconds, - - - - -	50
Treated with a solution of alum, - - - - -	50
Kept in a solution of salicylic acid, - - - - -	50
Coated with soluble glass, - - - - -	40
Coated with collodion, - - - - -	40
Coated with varnish, - - - - -	40
Rubbed with bacon, - - - - -	30
Packed in wood ashes, - - - - -	20
Treated with boric acid and soluble glass, - - - - -	20
Treated with potassium permanganate, - - - - -	20
Coated with vaseline and kept in lime water, - - - - -	All good
Kept in soluble glass, - - - - -	All very good

Quart Measures of All Sizes.

A tinsmith near Exeter, England, has a sign which reads:
"Quart measures of all shapes and sizes sold here."

The gambling hell at Monte Carlo is not to be closed, the shareholders of the Casino having accepted the terms of the Prince of Monaco. The terms involve an increased payment of \$6,400,000, and an immediate cash payment of \$2,000,000 to the Prince.

BEANS AND POTATOES

MILLER & TEASDALE CO.,

ST. LOUIS,

MO.

POTATOES-BEANS-SEEDS

We buy DAILY: Potatoes, Beans, Clover Seed; if any to offer, Wire or Write Us. Send Liberal Samples Beans, Seeds.

MOSELEY BROS.,

26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

Established 1876.

Jobbers of Seeds, Potatoes, Beans, Produce.

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.

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.

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.



GRAND RAPIDS
PAPER
BOX
CO.

R. HIRT, Jr.

Produce Commission Merchant

Market Street, Detroit.

Write for particulars.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Jan. 22.—We have had the mildest sort of a winter so far and it is no wonder that some large failures have been chronicled among glovers and fur dealers. Luckily, it has been cold enough for ice to thicken and the big companies are gathering it in. Within a few years every home will have an ice machine to make its own ice, just as people now produce their own ice cream. There is a big field here.

Business is pretty good. Compared with some years, it is excellent; with others, the increase is about what might be expected. Jobbers are quite busy and quite a good many buyers have been here from all points, making spring and summer purchases. Dry goods, especially, seem to be active, and hardware is fairly so.

The grocery trade is in good shape. Jobbers express confidence in the future, notwithstanding the war jabber in the House. Most of this talk seems to come from representatives far inland. Were they to abide on the Coast for a few years, they might not be so fierce. Not but what we can "lick" any country on the globe, but we would rather have the State of Missouri in front of us than its howlers shouting for war.

Coffee is steady. Prices seem to be firmly sustained and, although the figures indicate big crops, dealers profess to be quite happy over the outlook. In a speculative way very little interest has been manifested. Mild grades are meeting with everyday enquiry and prices are well held. For Rio No. 7 the quotation is still at 6½c. There are afloat and here 1,110,265 bags, against 749,142 bags at the same time last year.

Raw sugars are dull and the tendency is to a lower basis. No changes have yet been made, however. Refiners seem indifferent and the market is being allowed to take care of itself. Refined sugars are in very light enquiry. Sales have been made of small lots and buyers seemingly want only enough to last from day to day. Granulated is listed at 5¼c.

Teas are dull. A shower is enough to make this market sag, as dealers will run no chances of wet feet. A few orders have come to hand from out of town, but, as a rule, there is room for improvement. The better grades are well held and, taking the market altogether, the outlook is certainly brighter than a month ago. May it keep increasing in "illuminosity!"

There has been a fairly free enquiry for rice from out-of-town dealers. The Southern markets are reported as firm and, altogether, dealers are hopeful. Prices of both foreign and domestic are well held and there is no weakness anywhere along the line.

In spices, it has been a pretty good week—beyond the average for several weeks past. Dealers are well satisfied and, in fact, will be if the season keeps up anywhere near as well as it has begun this year. Of the staples, pepper is doing best.

The volume of business in molasses has hardly been up to expectations and yet a fair number of orders have been received. Prices are firm here and at primary points. The supply is sufficient for requirements, but not at all excessive. Syrups are meeting with fair sale, but the output is not as large as dealers hope it will be later on. Prime to fancy, 16@22c.

Sales of Maine corn, '98 pack, were made during the week, thus opening that market. Prices were quoted the same as for '97. The general market has shown little change. Some good sales of tomatoes have been recorded, but no advance has been made in quotations. New Jersey standards are worth \$1@1.05; corn, 70@75c for New York State; Maine, 90c@\$1, with very little offering. Reports from Baltimore are encouraging, without exception, and brokers talk as if the winter of their discontent were fairly over.

Lemons are quiet and the orders coming to hand have been for a box or so

to keep the wolf from the door. Oranges are selling at unchanged prices, but are steady. Bananas are in light supply and are held at full prices. Pineapples are firm and in light supply.

Dried fruits of all kinds have been in pretty fair demand. This is especially true of California goods and evaporated apples, the latter being in light supply and selling from 9@9½c and more if strictly fancy.

The butter market remains practically unchanged. Best Western is quotable at 20c and from this the decline is rapid. Supplies seem sufficiently large to prevent any immediate advance.

Cheese exporters have retired and scarcely anything has been done in this way during the week. Home trade shows some improvement, but no appreciation has taken place in rates.

A decided slump has taken place in eggs and a decline of 3@4c is the result. Best Western stock is worth 20c.

The bean market is dull for all varieties. Choice pea, \$1.15. Choice marrows, \$1.37½.

Trade in Fine Cheeses.

H. S. in Country Gentleman.

There is a large trade done in potted cheese through the fine grocery stores. Cheese put up in pound jars sells for 25 to 50 cents a pound. It is well made cheese, of course, but it is cured slowly in the jars, developing a buttery flavor, as well as a mild, aromatic flavor of cheese. The cheese thus sold is made of two milkings and the cream of one, mixed with the night's and morning's milk of well-fed cows high in butter yield. A four-per-cent.-of-fat cow's milk is as rich as is required, for more fat could hardly be kept in the cheese made in this way. The curd is made at not more than 80 deg., and in half an hour. More rennet than this will make the cheese too hard, and not of the right flavor. The cheese is not pressed, but the curd is drained and put in the mold, with no other pressure than its own weight. To preserve the richness of fat, the cheese is turned daily for a week, and after that twice or three times a week. This cheese should be cured in cold storage, at a temperature of not over 45 deg. or 50 deg. for two months. It is then ready for sale, and if sold right, will bring twenty cents a pound—at least a large quantity of such cheese is sold at this price, made small, or from six to ten pounds each. The cheese are rubbed daily at first, to keep the rind from cracking, with cream twice a week; after a month once a week. The size is handy for domestic use, and is greatly preferred to cut cheese.

Imitation Raw Oysters.

The municipal authorities of Paris are just now engaged in the suppression of an altogether novel form of food adulteration which is assuming phenomenal proportions. Real oysters are expensive in Paris, and so, with the object of suiting slender purses, artificial oysters on the half shell have been invented, which are sold at 20 cents a dozen, and they are so cleverly made, and look so nice and fresh, that once lemon juice or vinegar has been added, they cannot be distinguished from the real article, especially when white wine is taken in connection therewith. The only genuine thing about these oysters is the shell, the manufacturers buying second-hand shells at a small cost and fastening the spurious oysters in place with a tasteless paste. The municipal laboratory has not yet proclaimed the ingredients of which these bogus oysters are composed, but has announced that they are of a harmful character.

California's Enormous Prune Output.

It is now believed the production of prunes in the Santa Clara district, California's chief prune section, will exceed the estimate of 50,000,000 pounds. Already 46,348,000 pounds have been shipped out of the country, and it is estimated that those yet to be marketed will run the total for the season to 55,000,000 pounds.

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.

Successful Shippers
Succeeded by Shipping
Successful Houses
Such Commission Houses
Advertise in
Successful Papers

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.



FREE!

One hundred 5lb. Parafined - Parchment - Lined Butter Packages to the person whose butter in our packages scores highest at the next meeting of the Michigan State Dairy Association.

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.,

ROCHESTER, MICH.

Mfrs of Foot and Power
Bean Picking Machinery.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Shoes and Leather

The Throbbing Pulse of Trade in "Underground New York."

The cobbler, he who devotes his hours of work to patching, soling, beeling and otherwise renovating old boots and shoes, plays an important part in the drama of life. To him the economical man appeals in his desire to prolong the life of his footwear. The man of moderate means sees in him a helper who for a pittance makes over the much-worn shoe. The poor look to him to make their badly-worn shoes once more a protection to the feet from the wet and cold, while the poverty-pinched have no other friend to whom they can appeal, when the sole is thin, the heel worn off and the upper in the last stages of decay. And a sorry pile indeed it is of dilapidated footwear that one sees on entering one of these shops, and one wonders how it will be possible to restore some of the cripples to the semblance of a shoe. The cobbler's assurances, however, "that he will make it as good as new" are carried out to the letter, and nothing seems to be too far worn to create the slightest idea in his mind that repairs cannot be made.

The timid man whose purse is small, too small to admit of the luxury of a pair of new shoes, watches to see that the cobbler is alone, and he then opens his bundle and asks if those old shoes can be mended, "they are so easy for my feet that I hate to part with them," and he feels that he has met a good Samaritan when our cobbler says, "Yes, they can be made to wear as long as they have worn." The price may be 75 cents, \$1 or \$1.25, according to the work to be done or the range of prices established in each individual shop.

The tramp often finds the cobbler a willing purchaser for the odd old shoes he collects from the city's garbage, for not a few of our basement workers include in their business the making over of old shoes, selecting the best for repairs, and using the leather in the "too far gone" for patching the other, and the man "on his uppers" can purchase these made-overs for any price from fifty cents to a dollar or more, and he will get his money's worth if he is not particular as to the shoes being mates.

All cobblers do not include this making over the old with the old, but many do. A visit to their places will reveal a barrel of water, in which there may be a score or more of old shoes soaking, preparatory to undergoing the surgical operations that will determine whether they are to be restored, or whether they are to be used as the restorative. After a thorough soaking the old shoes are removed from the water and closely examined. If there is enough substance left to form a base for repairs, the shoe is put onto a last, well drawn to shape, and secured so that it cannot draw off, and then allowed to dry. If not deemed fit to make over, the entire shoe is ripped up, and such pieces of leather, sole or upper, as can be used for repairing are cut out and thrown in boxes kept for the purpose. All that cannot be utilized is thrown in a heap and eventually sold to the "scrap man."

It is a profitable business withal, this making over of old shoes, but it is doubtful if any man not trained to patience and long hours like the cobbler would ever be able to carry on such an occupation.

The cobbler is no modern product, he flourished in his way in the days of sandals, when, with a few thongs of leather, some wood pins and a few nails, he restored to use the wood sole and the rawhide thongs. In the early days the cobbler was not so fortunate as to be the possessor of a shop. The most prosperous had a little counter in the street, behind which he did his work, having over his head a narrow roof which served to shelter him, in a measure, from the sun and rain. His nearest prototype to-day is the Chinese cobbler, who selects some corner or old doorway, provides himself with a low stool and the ever-present umbrella; then on the sidewalk, with his joss stick burning at his side, he repairs the shoes of the "Melican man" as well as those of his own countryman. When doing some small job of repairs for the white man, the latter will be found a few hundred feet away watching the operation, but sufficiently distant so as not to create the impression that he is patronizing the heathen Chinese. This scene is a common one in the streets of San Francisco.

The itinerant cobbler working by the roadside was a familiar sight for centuries in Europe, and he flourished to a certain extent in this country even as late as the forties. The writer well remembers, when a boy, seeing a cobbler mending shoes, seated under a tree, surrounded by children from a nearby log schoolhouse, near Ypsilanti, Mich., but, so far as he knows, these cobblers of the road, too, have passed away. The little shop in the small town or village has taken his place in the country, while the basement cobbler has become a feature in all our leading cities.

A visit among these cobblers revealed many features of sufficient interest to warrant a review of their habits, customs, nationalities, mode of life, prices, etc. Nearly every nationality is represented, but the German and the Italian predominate. They are found occupying little basements, which serve as living and sleeping rooms as well as workshop. Some have the smallest possible number of tools, and everything around them indicates poverty. The whole stock of thread, leather, tools, lasts, etc., could be purchased for \$5. Others have neatly fitted up shops, an ample supply of modern tools, and in some cases machines that can be used to advantage in making repairs. Cobblers, as a class, work longer hours than any other; in fact, it seems as if they never stop working. From early morn to the hours of midnight they can be seen handling old footwear, or, if a little enterprising, making shoes for some customer whom Nature has provided with a pair of feet of exceptional form, or a man who possesses a whimsical nature that leads him to reject everything "factory made," or who is unwilling to pay the prices asked by a first-class custom manufacturer. To such the little basement offers an exceptional opportunity for ventilating his superior knowledge regarding footwear, and an opportunity to have shoes made "over my own last, which I have had for twenty-five years," notwithstanding that said last bears no resemblance to the original, being covered with patches of leather put on by the many cobblers who have used it. Such men are a Godsend to the basement worker, as they pay well for having their shoes made as they direct, and the cobbler possesses sufficient shrewdness to express appreciation of the wonderful genius who thus patronizes him.

Hirth, Krause & Co.

Goodyear
Glove
Rubbers



Unquestionably the best Boot made. Prices may go higher.

Order Now.

RINDGE, KALMBACH & CO.,

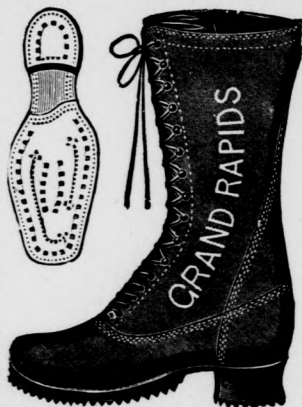
If you want the BEST line of

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.

It must not be supposed that our cobbler rejects the more profitable business of soling, restoring the worn-down heel, patching, etc. The introduction of cement for patching enables him to perform a given piece of work in much less time than when sewing on was the only way of securing a patch, and it must be admitted that the modern patch is an improvement over the patch of our daddies. In New York City one can have a patch put on at a cost of from five to thirty cents, according to the size and degree of prosperity of the cobbler. The poorest member of the craft has his little spirit lamp or an improvised gas burner placed on his bench, whereby he heats his slickers, and a small bottle containing the adhesive mixture, and he will put on a patch "while you wait." But the higher priced man will insist upon the shoe being left with him over night, at least, in order, as he will tell you, to insure a good job and to give the cement time to become thoroughly dry. He will tell you that it requires much skill to put on the patch so that it will not be seen, and when the work is delivered he will take pride in showing the superiority of his workmanship.

Half-soling and heeling is a profitable business, even to those who charge the smallest price, they who use little, if any, new leather. There are many who never use a piece of new leather for their cheapest mending. They have a plentiful supply of old sole leather for soles and heels and old upper leather for patches, and since the advent of the present street commissioner, Colonel Waring, and his white brigade of street sweepers in New York, the user of old stock is enabled to obtain a plentiful supply, as all the old footwear is gathered up by the scavengers and carefully assorted and priced. The cobbler looks at this stock of derelicts, selects such as he wants, pays from four to twenty-four cents a pair, according to size and quality, and thus secures an ample stock, without waiting for the uncertain tramp with his pickings. This materially interferes with the tramp's glass of beer, but the cobbler is benefited and the city gets the money.

Another grade of cobblers buy flanks, bellies, etc., for sole and heel leather and scraps of soft leather for patches. These may have a portion of a side of good sole leather hanging in the shop, but they seldom cut anything from it. A third class buy seconds and culls of cut soles, heel legs, etc., from the dealers in leather and findings. The stock, therefore, costs but little and labor is cheap.

An average basement journeyman cobbler earns from \$1 to \$1.50 a day, and works from 7 a. m. to 11 p. m. five days in the week, and a few hours less on the remaining day, obtaining, in addition to his wages, a few cents' worth of rye bread and a pail of beer for a noonday meal; and, if inclined to do so, he may sleep in one corner of the shop.

As a rule, the basement cobbler uses the old-time shoe bench with its leather seat bottom and medley of tools, nails, wax, stones, scraps, etc., in the box. Some of the more enterprising use a low stool, and have a counter with a bank of drawers underneath in which they keep their materials, and perhaps their account books, using the top of the counter as a tool bench. The few benches of this kind seen, it must be confessed, do not accord with the general surroundings of the basement cobbler.

The interior views of these little shops are not specially attractive, and the ventilation is such that one wonders how a man can retain his health and work where the air is so impure. Generally there are not more than two benches. These are placed as near the door as possible and opposite the stairway, as the only natural light that enters is through the opening for the stairs. The workers sit facing the door, and near by is a collection of old footwear awaiting manipulation.

On the bench, or on a rack near it, is the repaired footwear, a stool or chair is placed nearby for the use of the customer, while the floor is used as the most convenient place for storing leather, lasts and such other materials as may be needed. The walls are generally barren, but occasionally coarse prints or colored posters are used as decoration. Occasionally one sees the basement shop of an Italian cobbler decorated with some bits of artistic carvings, plaster images, bisque groups or figures, etc., which betoken a sense of the artistic that accords most strangely with the everyday, bread-earning surroundings.

The signs on the railings and over the doors are, as a rule, interesting because of their crudity. They contain singular-shaped drawings of boots and shoes and the name of the proprietor. At times they reveal the originator by the efforts made at spelling in English. One of these had in large black letters on a white ground the following: "Bots mada fin vare." The proprietor was an Italian, and with many protestations he assured the writer that "him was good English." In another locality a Frenchman had a sign upon which was a gilded boot and shoe and the words: "Mon-sieur et Madame Boots and Shoes." Occasionally one tells his business in a poetical strain, as did one in Upper New York who erected a signboard and had painted on it:

Here lives a man
Who won't refuse
To make or mend boots or shoes;
His leather is good, his work is quick;
He is honest, but he won't give tick.

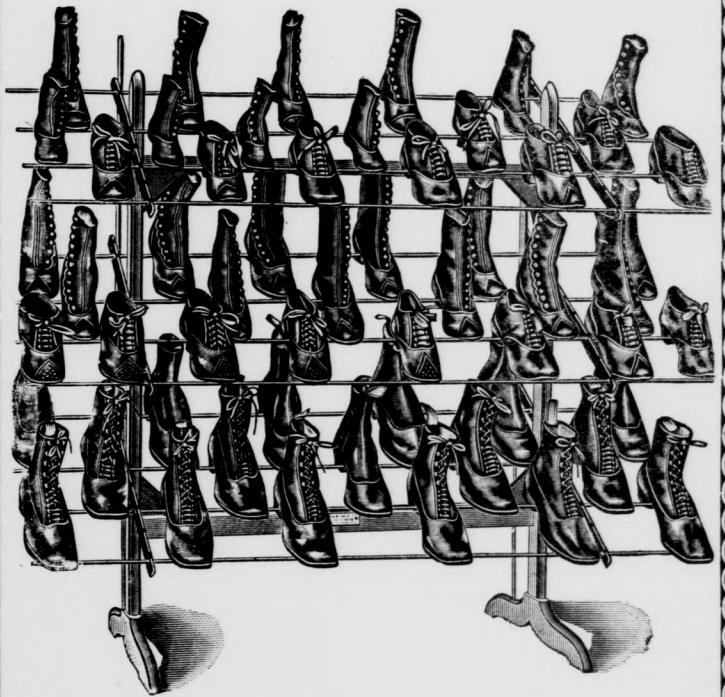
Whether his honesty or his refusal to grant credit drove him out of business is not known, but his sign is gone and the room he occupied is now used for storage.

It seems almost incredible that so many can obtain a livelihood at repairing footwear. It is estimated that there are three hundred repair shops in New York, two-thirds of them being basement cobblers.

The proprietors of these shops represent almost every nationality. In one locality Hebrew signs predominate, in another French names are the most numerous, while in another German leads all others.

The Italians, while numerous, are not grouped together; they can be found in all our business avenues. An occasional Greek, Spanish or Russian name meets the eye, and the Chinaman cobbler is not an exception, only that he is not fond in the basement, but on the sidewalk. It might be supposed that the cobbler is but an incident, not a natural factor, in the shoe-repairing line; but this is not the case. One findings man claimed that there are at least three hundred and fifty underground cobbler shops in New York, in which are employed, including the proprietor, who is always a steady worker, not less than one thousand people, earning not far from forty thousand dollars a year, solely in repairing. These men pay cash for what they buy of the finding

Acme Perfection Shoe Display Fixture



This fixture is 4 feet high and has three shelves with 4 rods to each shelf. Shelves can be arranged at any angle desired. The frame is made from selected oak, with finest antique finish; rods are full nickel plate with handsome ornamental tips.

We desire to call your attention to the following points of interest.

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| 1st. Cheapness | 4th. Durability |
| 2nd. Quality | 5th. Novelty of Design |
| 3rd. Simplicity | 6th. Merit |

We have made it a point to give our customers a display fixture of intrinsic merit at a price within the reach of any energetic merchant. We could add testimonials of those using our fixtures, and will gladly do so on application. You can make a finer display with less goods, shut out less light, save more money in the use of time—as time is money—than with any other fixture on the market. Write for illustrated catalogue and prices.

THE ACME MANUFACTURING CO.,
BATTLE CREEK, MICH.

Herold-Bertsch Shoe Co.

Wholesale

A General Line and a GOOD one at that.

Values that are Rock Bottom.

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

stores, and their custom is no inconsiderable item, representing two-thirds at least as much as the wages paid, and all for repairs for the medium and poorer citizens of our great city.—Newbury in Boots and Shoes Weekly.

Another View of the Seal Controversy.

Luther, Jan. 24—Being a reader of your valuable paper, I was somewhat interested on the seal question, written up in your last issue. I am also a reader of the Chicago Journal and notice this paper has something to say regarding the matter. I enclose clipping of same, which takes a different view of the situation. E. E. CRANDALL.

The article to which Mr. Crandall refers is as follows:

If the seals which caused the controversy with Canada had involved this country in war with Great Britain they would hardly have done more harm than they inevitably will if they should be allowed to become the cause of the corruption of public officials and the turning of the representatives of the people away from allegiance to their trust.

Already the laws passed by Congress and the arrangements made by the Treasury Department under former administrations for the regulation of sealing in Behring Sea have taken on the appearance of gigantic jobbery. The creation of monopolies has never found favor in the eyes of the American people, but when a monopoly is created and defaults in its obligations to the Government, and when the Government, instead of taking measures to compel the discharge of those obligations, passes laws to foster the monopoly by the enactment of odious and oppressive laws, it is time for an investigation of the facts and a demand for their explanation.

A fur company was given a monopoly of sealing on the Pribylov islands. The company was to pay \$60,000 a year for it. To secure payment it was required to deposit bonds to the paltry value of \$50,000. The Government has spent thousands of dollars patrolling the sea to protect this monopoly and has nearly been embroiled in war because of it, yet since 1892 the North American Commercial Co. has not paid the Government a single cent, and is, according to the records published in this paper, in debt to the Government to the tune of over \$1,500,000.

The contract could have been terminated by the Government at any time. It was not. The crowning disgrace was the recent enactment of the law prohibiting the importation of all sealskins not taken on American territory, an act which has actually led to the seizing of travelers' seal caps and garments on the Canadian border. That law was passed to benefit a company which owed the Government over a million and a half, and had forfeited every claim to consideration.

Why was it done? How was it done? By whom? Did the people demand it? Did public interest call for it? This is a matter which needs ventilating. An investigation should be demanded and pushed to the limit. If nothing but gross negligence exist in the enforcement of the Government's claims and gross carelessness in the passage of well-meant but unjustifiable laws, that negligence ought to be punished and that recklessness of the people's rights exposed.

Cycling Boots Shorter.

The full-length boot for wheelwomen, coming up above the calf, is passe. My lady of the wheel will come down in her ideas the coming summer and if she doesn't abandon the leg boot altogether and adopt the oxford, will shorten her boot tops and wear a boot about 10 inches high.

This is the edict and in the large cities will be closely followed. In the smaller places the new style will not be so quickly adopted.

The Requirements of a Good Salesman.

A first-class salesman presupposes a first-class house. The employer should furnish the proper environment for the best development of the prospective salesman. Where there is feebleness in the selling force, there is generally some antecedent feebleness in the store management, which reacts on the clerks.

The store is practically a commercial school, where the boy or young man gets his sole knowledge of business. The employer should never forget that he is first of all a teacher and an example. In the school or college the teacher counts for more than the system. The most successful of these institutions have been those whose teachers have been men of strong personality, who have influenced pupils by the force of personal contact. The same is true in the commercial schooling a boy gets in a business house. It's the strong personality and inspiration of some employer that influences the career of the boy, and furnishes him with a stimulus and an ideal. The employer cannot escape this great responsibility of example, and this is the first and most important requisite in the training of a salesman.

It is for the interest of the employer to make thorough business men out of his clerks. They are likely to be his competitors some day, and the better training they get in his store the better competitors they will be. The worst competition comes from men who have had a superficial training, whose employers have failed to impart sound business principles and methods. It's the competition of the unintelligent dealer that hurts.

To my mind, the greatest requirement of a good salesman is thoroughness. This means a thorough knowledge of the goods, their construction and uses. The man who knows how an article is made, why it is so made and how it should be used, can talk about it interestingly and convincingly; without this preliminary knowledge, he can only show the goods in a slipshod way, and rely upon the inspiration of the moment for something to say about them. The best inspiration comes to the man who is prepared, and no great salesman or great business man was ever produced by any process except through a thorough, painstaking knowledge of details.

Knowledge of the goods leads to a knowledge of men, and knowledge of men enables the salesman to know what to say and what to leave unsaid, how much of the story the goods should tell, how much the salesmen should tell. The whole selling process hinges on previously acquired knowledge of the article being sold, and the first duty of the salesman to himself and to his employer is to know all about what he is selling.

To get this knowledge the salesman must study as well as observe. Observation is good, but the progressive salesman will appreciate the advantage of special study. Business, like a profession, requires study, and the man who reaches the top of the ladder must apply himself.

The mastery of some department is important. Know that thoroughly, and be the one clerk in the store who is an authority on that department. The well-equipped salesman should learn to write advertisements. This will show him where his knowledge is weak, and he

will strengthen himself accordingly. Writing about a thing makes that thing clearer. J. R. PRESCOTT.

More About the Gate Nuisance

Written for the TRADESMAN.

Travarcia Caity, Jan. 23—Aie bane lakang das town gude dal sance aie bane har. Aie lake at planty gude. Aie skal tank hae bane gude town for vorkangmans. Phanty gude store das blace got, an gude tavern. Gude mills are vorkang, lukang lake planty vork. Aie tank aie skal gotang aie job. Aie skal stay bae das blace. Aie tank aie skal tal yo bout blace har yust bae da subarb of das town: Fallar tal mae das bane grat blace for freak. Aie skal navar tal yo what das vas. Aie kant tal aie freak whan aie sae at. Aie drumer fallar tal mae hae tank das fallar bae C. W. M. R. R. Co. bane one hae tank got out das blase, an hae tank bane gude tang to katch ham an sand ham bak har. Under drumer sa hae bane no freak—hae got not brains nough to bae cracked. Aie kan no tal bout das. Aie skal hav to lat som fallar wat got education oxplan das businas. Aie har fallar sa bae nodar fallar das mans talagraf das Ganaral Mangar of R. R. Co. das gate bane gude tang. Bane runan gate now two weeks, an conductors not buildang von new house all das taim. An all das voman what got babys payang halve fare. An tank bae maself das bane pratty gude tang. Aie tank conductor battar com bae das bank an save das money an don't spand at bae new houses; an voman das mus go bae R. R. cars not gotang babys. Aie tank das skal bane gude dal battar. Aie fallar bane sayang das C. & W. M. R. R. Co.

bane makang so many dollars sance das gate businas com bae das cars. All dem onder railroads bae das State bane goang to putang fanc round das cars; Yumping Yiminy! Aie skal stan round dapot yust to har das lot drumers swar. Bane good yoke on das fallars. Aie har som fallar sa, "Bae gol! We skal bane gatang big portions bae Ole Ping, an gatang extra legeslatcr sasson, an gatang aie flat to sant rate. An lat das railroad fallar fance in hole darn businas." Aie bane glad aie vorkang bae lumbar voods. Aie skal bane quite dal battar, aie tank so.

YONIE YONSON.

Potato Situation at Minneapolis.

From the Commercial Bulletin.

The weather now prevailing has been very favorable to the good movement of potatoes. The movement has been well distributed through all grades, with but little demand as yet for seed. There is large enquiry for seed, but the disposition of Southern buyers is to contract for later delivery at prevailing prices. This is not the most desirable thing for merchants here, for it is hardly safe to do this. If potatoes fall they are not sure of holding their Southern friends to their contracts, and if they shall advance they will themselves be caught; so few contracts are being made now for seed. But when the time shall come for the movement of seed it is believed that good straight varieties fit for seed will be found to be scarce. Farmers are now willing to sell mixed varieties and good table stock at prevailing prices.

DETROIT FLEXIBLE DOOR MATS

STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.

Retail for \$1.00 upwards.

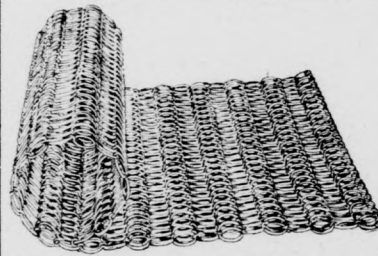
Any dimension to order.

Made of Flat Wire. The Latest and Best.

Supplied by Fos'er, Stevens & Co.

and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,
67-85 East Fort Street, Detroit, Mich.



Write us for BARGAINS in

Rubber Boots and Shoes

Studley & Barclay,

Monroe Street.

Grand Rapids, 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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Tale of Two Travelers.

The scene was laid in the city of Green Bay, Wisconsin. The time was Jan. 18, 1898. The actors were two traveling men who had finished work for the day, because in that city, like in all up-to-date towns, the stores close at 6 o'clock, thereby giving the proprietors and clerks a chance of becoming better acquainted with their own families. The two travelers had eaten an early supper and adjourned to the easy chairs in the hotel office to read the evening papers, chat and smoke a good cigar—which had been duly charged to expense.

The weather outside was miserable. The rain during the day had made the snow-covered streets exceedingly slushy. The wind was blowing a gale and there was scarcely a soul to be seen, all of which was conducive to thoughts of loved ones at home—and the blues.

One of the travelers had picked up a paper and among "plays and players" read a complimentary notice about Cissy Fitzgerald, who held the boards for the week.

"By Jinks, Billy, let's go to see Cissy Fitzgerald. She is fine and it will be much more pleasant than remaining inside all the evening."

"Oh!" replied the other, "it's too cold and wet to go anywhere to-night. Besides, the opera house is on a side street several blocks away."

"Well, can't we get a hack to call for us?" said the first speaker. "She is well worth going to see, even on a stormy night like this."

It didn't take long to persuade Billy to go. They both went into the barber shop, got a shave and a shine, bought a buttonhole bouquet, put an extra dose of perfume on their handkerchiefs and were soon on their way toward the opera house.

Inside the hack, the traveler who particularly admired Cissy Fitzgerald was entertaining his friend with sketches of that little bunch of vivacity and their anticipations were way above par. Outside, the driver was wondering what on earth those two fellows wanted at the opera house. The carriage soon reached the place and the boys hopped out, to find all darkness.

"See here, driver, is this the right place?" was asked in concert.

They were assured that there was but one opera house in town.

"Well, where does Cissy Fitzgerald play, anyway?"

"Cissy Fitzgerald?" asked the driver. "Who the deuce is she?"

After a hurried conference, the driver was ordered to return to the hotel for further information.

No one around the hotel knew of any show in town, and a search for the newspaper containing the complimentary item revealed the fact that the cause for all the trouble and expense had appeared in the Bay City Tribune. The expense attached to that night's mistake was not alone the shave, shine, bouquet and the hack. It hasn't stopped yet. The boys will buy you a house and lot if you call for it. OUIX.

Gripsack Brigade.

The Michigan Commercial Travelers' Association has changed Secretary, C. W. Allen having been elected in place of Dan Morris.

Miss Rena Challender is now on the road for the French Garment Co., of Kalamazoo, covering the retail trade of Michigan and Indiana.

Owing to the strained relations between the Central Passenger Association and Northern Mileage Bureau, the question has arisen whether the Northern Bureau will accept Central mileage covers for redemption, but it is announced that all books purchased prior to February 1 will be accepted. On that date the Northern book will go into effect.

The Western Commercial Travelers' Association, incorporated under the laws of the State of Missouri, has just issued its twentieth annual report, showing that it has paid to the beneficiaries of its deceased members the grand sum of \$1,000,734. at a cost to the members who have paid every assessment commencing with No. 1, \$577. This includes expenses, dues and all assessments.

Two candidates for the presidency of the Michigan Knights of the Grip for 1899 have already been announced—P. T. Walsh, of Detroit, and J. W. Thorn, of Owosso. It is not unlikely that the next annual convention will be held at Owosso, although the Tradesman understands that no move has yet been made in that direction. It is reported that Port Huron will renew the invitation extended a year ago, and it is barely possible that Jackson may also put in a bid for the honor, albeit her hotel facilities are hardly adequate to the occasion. The place of holding the next convention will probably be decided at the March or June meeting of the Board of Directors.

John McLean insists that the Tradesman ought to correct the statement that the Kalamazoo convention was the first occasion when political cranks and freaks were tabooed at the annual banquet. In proof of his statement he sends the Tradesman a list of the toasts and responses of the Detroit banquet in 1896, and candor compels the statement that he appears to have facts on his side. Mr. McLean is all the more "touchy" on the subject because he was toastmaster on that occasion and prepared the topics and selected the speakers. While it is a little questionable whether Mayor Boynton, of Port Huron, is a politician, traveling man, or employer of traveling men, the Tradesman is disposed to give Mr. McLean the benefit of the doubt and accord him the honor he so anxiously covets.

It is said one pound of cork will support a man of ordinary size in the water. That will be good news to many a poor, hard-working woman who is trying to support a husband. A pound of cork will not cost much, but there is always a chance that a man who depends upon the labor of his wife will not want to be supported by water.

The Produce Market.

Apples—The demand is brisk and the supply of Southwestern fruit is ample for all requirements. Ozark Jonathans fetch \$4.50 per bbl., Etrus command \$4 and Ben Davis bring \$3.75. Michigan Spys are held at \$3.50, but the Southern fruit is preferred, on account of its superior quality and appearance.

Bananas—The market is well supplied with desirable fruit, and the movement is very fair for this season of the year. The market is steady.

Beets—25c per bu.

Butter—The consumption of butter at this time is either very small, or else there has been a decided increase in the make. Even after the recent decline, the movement is not yet up to the average. The only explanation for this condition is that the mild weather prevailing at this season has increased the make, in addition to which there is a decrease in the consumption. The improved business conditions have as yet made no increase in the demand, although they are likely to, as present low prices are likely to stimulate the demand. Choice dairy creamery is slow sale at 18c.

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

Carrots—30c per bu.

Celery—Scarce and higher, choice stock readily commanding 20c per bunch.

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

Eggs—The recent snowstorms are expected to check the receipts, but so far it has not apparently had any effect, although it must have seriously affected the marketing of eggs from first hands. Strictly fresh command about 18c. Pickled and storage stocks are nearly depleted.

Game—As the game season closes Feb. 1, dealers are closing out their stocks on hand and decline to take in any more stock.

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

Lemons—The market is well supplied and the demand is great. There are few Messinas on the market, the best stock being California fruit. Prices are about 25 cents under the quotations of last week.

Lettuce—Grand Rapids Forcing commands 15c per lb.

Onions—The market is unchanged, 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 well supplied with both Mexican and California fruit, the latter being about equally divided between seedlings and navels. The movement of stock is on the increase, and the market is steady, although the receipts are increasing. Thus far little if any of the frosted fruit has come to this market. It is reported from the Coast that this city will get none of this fruit, and that, as only 10 per cent. of the crop was affected, the fruit growers' exchanges will see to it that they do not ship any of this stock to the East. Even with this reduction the crop will be a large one, and prices will rule at a reasonable figure.

Potatoes—The market is stronger and higher than a week ago, buyers having advanced their paying price to 50c.

Poultry—Fowls are in plentiful supply and are weak at 6½@7½c. Turkeys are scarce and strong at 11c. Ducks are nominal at 10c. Geese are not in market.

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

Movements of Lake Superior Travelers

J. W. Richards (W. Bingham Co.) has returned to his territory from Cleveland, to which point he goes every two years to renew his acquaintance with his house.

Oscar Hopperstead, who has represented the Ferguson Hardware Co. (Soo)

of late, has accepted a position with the Menominee Iron Works Co.

John Burder, who has represented the Carlton Hardware Co. (Calumet), in the copper country, will cover the same territory for the John Pritzlaff Hardware Co. (Milwaukee). H. E. Bice, who has been making that part of the Upper Peninsula for the Pritzlaff Co., will retain all the rest of his old territory.

Frank Horton (Pemberthy, Cook & Co.) has resigned and gone to his old home in the East. Geo. Gallagher succeeds.

Alex. Stevenson (Buhl, Sons & Co.) works a dummy telephone game on innocent travelers who visit him in his office at the Menominee store. Somebody pushes a button and the bell of the dummy telephone rings. Alex answers the phone and proceeds to write down a large order, always for goods that the traveler present does not sell. The traveler is jollied and told he is in the wrong line. Traveler goes out. Alex says "next."

A brother tourist gave me a dollar a short time ago to pay for a year's subscription to the Tradesman. He said "I've got to get that yellow sheet. I think it the best thing in the way of a trade journal I ever saw. Even my wife has become interested in it—the first time I ever saw a lady care a snap for a trade paper."

Monthly Meeting of Post E.

Grand Rapids, Jan. 24—At the regular meeting of Post E, held at Imperial Hall last Saturday evening, Chairman Wetzel presided.

There being a shortage of \$6.80, growing out of the trip to Kalamazoo, by reason of less than the schedule number going over the Lake Shore route, B. S. Davenport moved that an order be drawn on the Treasurer for \$6.80 to cover the shortage, which was adopted.

Geo. F. Owen was appointed custodian of the banner, flags, bunting and other decorative paraphernalia belonging to the Post.

A vote of thanks was tendered Post K (Kalamazoo) for the courteous entertainment of the ladies and members of Post E during the recent State convention.

There being no further business, the meeting adjourned, and until nearly midnight the members and their ladies tripped the light fantastic to their hearts' content. E. A. STOWE, Sec'y.

Successful leaders of men have in them the qualities of good men. The sneak who cannot look you in the face cannot inspire men to rally under his banner.

For Two Dollars



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

The Griswold

POSTAL & MOREY, Props. DETROIT, MICH.

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COMMISSION BROKERS.

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A. VINCENT, Prop.

THE WHITNEY HOUSE

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

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

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

Examination Sessions.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Suggestions Concerning the Manufacture of Cold Cream.

There is no pharmaceutical preparation concerning which more is written or for which more formulas have been given than cold cream. Nevertheless, if you purchase some from the average drug store, you will often not find it as white as it should be, and it will probably be lumpy and devoid of that creamy consistency which this preparation should possess. I have no new formula to offer, but I have a few suggestions to make as to manipulation, which will always insure perfect success if followed to the letter. This process has been used by me constantly in one of the largest pharmacies in the South, which does quite an extensive theatrical trade, and in which I have therefore had an opportunity to prepare large quantities of it a great many times.

I use the U. S. P. formula, but substitute distilled water for the rose water, and afterwards add oil of rose. The formula for a convenient quantity of cream is as follows:

Spermaceti, - 40 ounces av.
White wax, - 38 ounces av.
Oil expressed almonds, 12 pints.
Borax, - 1 ounce.
Distilled water, - 3 3/4 pints.

Pour the oil of almonds into a porcelain-lined vessel of sufficient capacity that the cream may be stirred well. Add the spermaceti and wax to the oil, and heat over a slow fire until melted. Dissolve the borax in the water, and pass through cotton into a Florence flask. Place the flask into the mixture contained in the vessel. Let the heat continue until the waxes are entirely melted, then pour the water from the flask into the vessel and heat for three minutes longer.

Have a larger vessel, partly filled with slightly warm water, and place the first vessel in it. The larger kettle should be connected with a reservoir of ice water, which can be gradually added to the lukewarm water so as slowly to cool it off until the water is quite cold. Stir the mixture constantly from the time it is taken from the fire until it is quite cold. As the cream will cool rapidly in the cold water, the stirring can be conducted without much fatigue. When nearly cold, essences may be added to suit the taste and pocketbook of your patrons. Continue the stirring until quite cold.

The points to be observed are: (1) The wax used must be No. 1 white wax, not the extra white, as that usually contains paraffin, and this positively will not answer. (2) The best quality of spermaceti is also essential. (3) See that your oil of almonds is not rancid.

Cold cream is intended to be an ointment, and a rancid oil might do harm. (4) The fire used in melting the waxes must not be too hot, for fear of setting up chemical decomposition.

It may be asked, What are the advantages of this process? Let us see. The reasons for the frequent failures in making cold cream are these: First, the difference of temperature of the two liquids when mixed, causing a separation of the two waxes, which are difficult to incorporate. This is avoided by heating them both at the same time to the same heat. Besides, a great many druggists have only one gas stove, and therefore do not find it convenient to heat the water before the wax. Second, the trouble of heating the second vessel (into which we are instructed by the Pharmacopoeia to pour the cream) without smutting it causes a great many to dispense with this precaution. But if this be omitted, the sudden reduction of temperature on taking the melted waxes from the fire and putting them on the cold water-bath may also cause separation of the waxes. This is avoided by using the same vessel for cooling the cream that we use for heating it. Third, the length of time usually required for cooling it in the open air is such that it is almost beyond human endurance to continue the stirring with sufficient rapidity to keep the ingredients thoroughly mixed; it is almost impossible to continue the operation for so long a time. This is avoided by the rapid cooling of the ice water. If you stir by hand, be sure that you use the lightest stirrer obtainable, so as not to become too wearied by the constant agitation.

WM. B. PARKER.

Dangers of Cocaine.

A member of the faculty of the Massachusetts College of Pharmacy is quoted in a Boston Post interview as having said, in regard to the cocaine habit:

"It is not a boy's habit, this taking of cocaine. There are plenty of boy opium smokers and no end of fast women to keep them company; but the victims of cocaine are usually in the prime of life, from 30 to 40 years old. They may have been introduced to the drug by the family physician, who has advised its use for the relief of neuralgia or who has used it in spray in throat and nose troubles; or the dentist may have made operations upon the teeth painless by cocaine; or again, in the various preparations of coca and kola wines they may have had their first taste. After a while the exhilaration and good feeling due to the wine does not come. Something stronger is needed. Then comes the cocaine, pure and simple. Once in the clutch of the drug, not one in a thousand breaks away."

Lack of Uniformity in Seidlitz Powders.

J. Rutherford Hayes, of London, recently purchased and examined nine samples of ordinary Seidlitz powders. All of these but one were gotten from "doctors' shops," a species of unjust competition that our English cousins have to contend with. Only one of these nine samples conformed to the British pharmacopoeial standard. Instead of containing thirty-seven grains of tartaric acid, they varied from thirty-two to fifty-seven grains, and contained twenty-two to fifty grains of bicarbonate of sodium instead of forty grains. Three samples contained sugar in addition. President Hill, of the Pharmaceutical Society, declared that this was but another evidence of the highly unsatisfactory condition of things that prevails in these "shops," and an additional proof that, in the interests of the public, pharmacy should be in the hands of pharmacists.

What Are Cholagogues?

From time immemorial certain medicines have been used under the name of "Cholagogues" for the purpose of removing bile from the system in the intestinal dejections. As to the production of this result being the ordinary object of the treatment, there has at no time been any doubt or difference of opinion. Erroneous ideas have, however, been entertained as to the nature of the process or as to other processes associated with it. Up to a recent period, it has been very generally supposed that this result was accompanied by, and depended upon, an increased secretion of bile by the liver. Upon this idea was based the definition of cholagogues as "medicines which stimulate the secretion of bile," with the addition by some definers of "and its excretion by the intestines." In accordance with this idea, the object of giving the cholagogues has often been supposed to be the stimulation of the liver. Studies of the mode of action of the cholagogues determined the fact that certain of them did not increase the liver secretion. These, therefore, came to be excluded from the class; that is, it was concluded that we had been mistaken in calling them cholagogues. As other members of the class were investigated, it was found that neither did they have this action, and they, in succession, were similarly ruled out of the class. A year or so ago, Dr. Fr. Pfaff, of the Harvard Medical School, made a very thorough study of the cholagogues, showing—probably conclusively—that not one of them, except bile itself, which has never been regarded as an important one, possesses the power of stimulating the secretion of the liver. It is even to be noted that bile does not belong to the class at all so far as its use is concerned, for instead of promoting the discharge of bile, it increases the amount in the system. The outcome of the perverted order of reasoning here recorded is the conclusion that, with the technical exception of bile, we have no cholagogues. We still have the entire class of medicines which have gone under that name. There is no question of the propriety of the use to which they have been put, nor any doubt that they will continue to be so used with great benefit; but because we happen to have made a technical error in our definition, it is considered necessary that we abandon the term. The proposition is indefensible,

for two reasons: First, it violates the principle of convenience found in continuing to use a long employed and commonly accepted term, which is never to be done except for very important reasons. Second, it is a fully accepted principle, in establishing rules for terminology, and especially for nomenclature, that a name shall not change with modifications in the idea which it represents, unless it be found to conflict with some other. Both convenience and law, therefore, furnish us the strongest warrant for continuing to apply the term "cholagogues" to the mercurials, podophyllum, letandra, iris, euonymus, nitro-hydrochloric acid, salicylate of soda and all other substances used to produce "bilious stools," and for modifying our definition of the term by saying: "Medicines which promote the discharge of bile from the intestine."

H. H. RUSBY, M. D.

The Drug Market.

There are few changes to note.

Opium—This article is firm under the conditions noted last week.

Morphine—Is steady at unchanged prices.

Quinine—P. & W. have reduced their price 2c per oz. There is no change in foreign for fresh goods. Old goods, heavy and short weights, can be bought 2@3c lower.

Salicylic Acid—There are rumors of a combination of manufacturers and importers, and this fact may advance prices a little later on.

Essential Oils—Bergamot is firm and the market is advancing. Cloves and cubeb are tending higher, owing to the advance of raw material. Orange is steadily advancing. Prices are higher abroad. Pimento is also higher, on account of the advance in allspice.

Ipecac Root—This article has advanced and is tending higher.

Linseed Oil—Has again advanced and market is very firm.

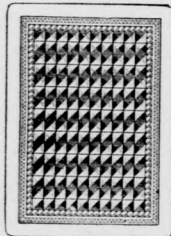
There are signs apparent that the stagnation of population in France is beginning to have a turning. The births in 1896 exceeded the deaths by 93,700. The population is over 38,000,000.

The skeleton in the closet would not bother people very much if they only had sense enough to keep their eyes away from the keyhole.

Cutler's Carbonate of Iodine Pocket Inhaler
IS GUARANTEED TO CURE CATARRH
All druggists \$1.
W. H. SMITH & CO., Props., Buffalo, N. Y.

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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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"MASTER"
"YUMA"

The best 5 cent cigars ever made. Sold by

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

WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil, Ipecac Root.
Declined—Quinine, P. & W.

Acidum		Conium Mac.		Scilla Co	
Aceticum, German	70 1/2	Copaiba	1 10 1/2	Tolutan	50
Boracic	15	Cubeba	1 10 1/2	Prunus virg.	50
Carbolicum	29 1/2	Erigeron	1 00 1/2		
Citricum	40 1/2	Gaultheria	1 50 1/2	Tinctures	
Hydrochlor	30 1/2	Geranium, ounce	75	Aconitum Napellis R	60
Nitrosum	80 1/2	Hedera	1 00 1/2	Aconitum Napellis F	50
Oxalicum	13 1/2	Juniper	1 50 1/2	Aloes and Myrrh	60
Phosphoricum, dil.	13 1/2	Lavandula	1 00 1/2	Arnica	50
Sulphuricum	13 1/2	Limonis	1 20 1/2	Assafoetida	50
Tannicum	1 25 1/2	Mentha Piper	1 00 1/2	Atropa Belladonna	50
Tartaricum	38 1/2	Mentha Verid.	1 50 1/2	Aurant Cortex	50
Ammonia		Morruha, gal.	1 00 1/2	Benzoin	50
Aqua, 16 deg.	40 1/2	Myrica	4 00 1/2	Barosma	50
Aqua, 20 deg.	60 1/2	Olive	75 3/4	Cantharides	50
Carbonas	13 1/2	Picis Liquida	10 1/2	Capsicum	50
Chloridum	13 1/2	Picis Liquida, gal.	10 1/2	Cardamon	75
Aniline		Ricna	38 1/2	Cardamon Co.	75
Black	2 00 1/2	Rosmarini	38 1/2	Castor	1 00
Brown	80 1/2	Rose, ounce	6 50 1/2	Catechu	50
Red	45 1/2	Succini	40 1/2	Cinchona	50
Yellow	2 50 1/2	Sabina	90 1/2	Cinchona Co.	50
Baccae		Santal	2 50 1/2	Columba	50
Cubeba, po. 18	13 1/2	Sassafras	55 1/2	Cubeba	50
Juniperus	6 1/2	Sinapis, ess., ounce	65	Cassia Acutifol.	50
Xanthoxylum	25 1/2	Tigili	1 40 1/2	Cassia Acutifol Co.	50
Balsamum		Thyme	40 1/2	Digitalis	50
Copaiba	55 1/2	Thyme, opt.	6 1/2	Ergot	50
Peru	2 40	Theobromas	15 1/2	Ferri Chloridum	35
Terabin, Canada	45 1/2	Potassium		Gentian	50
Tolutan	50 1/2	Bi-Carb.	15 1/2	Gentian Co.	50
Cortex		Bichromate	13 1/2	Guaiac	50
Abies, Canadian	18	Bromide	50 1/2	Guaiac ammon.	50
Cassia	12	Carb.	12 1/2	Hyoscyamus	75
Cinchona Flava	18	Chlorate, po. 17@19c	16 1/2	Iodine	75
Euonymus atropurp	30	Cyanide	2 80 1/2	Iodine, colorless	75
Myrica Cerifera, po.	20	Iodide	2 80 1/2	Kino	50
Prunus Virgini.	12	Potassa, Bitart, pure	25 1/2	Lobelia	50
Quillaja, gr'd.	14	Potassa, Bitart, com	15	Myrrh	50
Sassafras, po. 18	12	Potass Nitras, opt.	80 1/2	Nux Vomica	50
Ulmus, po. 15, gr'd	15	Potass Nitras	70 1/2	Opil	75
Extractum		Prussiate	20 1/2	Opil, camphorated	1 50
Glycyrrhiza Glabra	24 1/2	Sulphate po	15 1/2	Opil, deodorized	50
Glycyrrhiza, po.	28 1/2	Radix		Rhatany	50
Hematox, 15 lb box	11 1/2	Aconitum	20 1/2	Rhel	50
Hematox, 1s	13 1/2	Althe	22 1/2	Sanguinaria	50
Hematox, 1/4s	14 1/2	Anchusa	10 1/2	Serpentaria	70
Hematox, 1/8s	16 1/2	Arum po.	10 1/2	Stromonium	60
Ferru		Calamus	20 1/2	Tolutan	60
Carbonate Precip.	15	Gentiana, po. 15	12 1/2	Valerian	50
Citrate and Quinia	2 25	Glycyrrhiza, pv. 15	16 1/2	Veratrum Veride	50
Citrate Soluble	75	Hydrastis Canad.	6 55	Zingiber	20
Ferrocyanidum Sol.	40	Hydrastis Can., po.	15 1/2	Miscellaneous	
Solut. Chloride	15	Hellebore, Alba, po.	15 1/2	Ether, Spts. Nit. 3 F	30 1/2
Sulphate, com'l, by	50	Inula, po.	15 1/2	Ether, Spts. Nit. 4 F	34 1/2
Sulphate, pur.	7	Ipecac, po.	2 50 1/2	Alumen	24 1/2
Flora		Iris plox, po. 35@38	35 1/2	Alumen, gro'd, po. 7	40 1/2
Arnica	12 1/2	Jalapra, pr.	25 1/2	Antimoni, po.	40 1/2
Anthemis	18 1/2	Maranta, 1/4s	2	Antimoni et Potass	40 1/2
Matricaria	30 1/2	Podophyllum, po.	22 1/2	Antipyrin	1 40
Folia		Rhel	75 1/2	Antifebrin	15
Barosma	23 1/2	Rhel, cut.	1 25	Argent Nitras, oz	50
Cassia Acutifol, Tin-	18 1/2	Rhel, pv.	75 1/2	Arsenicum	10 1/2
Cassia Acutifol, Alx.	25 1/2	Spigelia	35 1/2	Balm Gilead Bud	38 1/2
Salvia officinalis, 1/4s	12 1/2	Sanguinaria, po. 15	30 1/2	Bismuth S. N.	1 40 1/2
Ura Ursi	8 1/2	Serpentaria	30 1/2	Calcium Chlor., 1s	10
Gummi		Senega	40 1/2	Calcium Chlor., 1/4s	12
Acacia, 1st picked	65	Smilax, officinalis H	40 1/2	Cantharides, Rus. po	75
Acacia, 2d picked	45	Smilax, M.	10 1/2	Capsici Fructus, af.	15
Acacia, 3d picked	35	Scilla	10 1/2	Capsici Fructus, po.	15
Acacia, sifted sorts.	28	Symplocarpus, Poeti-	20 1/2	Capsici Fructus B, po	15
Acacia, po.	60 1/2	us, po.	20 1/2	Caryophyllus, po. 15	10 1/2
Aloe, Barb. po. 18@20	12 1/2	Valeriana, Eng. po. 30	15 1/2	Caroline, No. 40	3 00
Aloe, Cape, po. 15	12 1/2	Valeriana, German	12 1/2	Cera Alba, S. & F.	50 1/2
Aloe, Socotri, po. 40	30	Zingiber a.	12 1/2	Cera Flava	40 1/2
Ammoniac	55 1/2	Zingiber j.	25 1/2	Cocculus	20
Assafoetida, po. 30	25 1/2	Semen		Cassia Fructus	20
Benzoinum	50 1/2	Anisum, po. 15	12	Centraria	10
Catechu, 1s	13	Apium (graveolens)	13 1/2	Cetaceum	45
Catechu, 1/4s	13	Bird, 1s	40 1/2	Chloroform	60 1/2
Catechu, 1/8s	13	Cardamom, po. 18	10 1/2	Chloroform, squilbs	1 25
Camphore	40 1/2	Cardamom	1 25 1/2	Chloral Hyd Crst.	1 50 1/2
Euphorbium, po. 35	40 1/2	Carlaudrum	10 1/2	Chondrus	20 1/2
Gamboge	65 1/2	Cannabis Sativa	40 1/2	Cinchonidine, P. & W	25 1/2
Gualacum, po. 25	30	Cydonium	75 1/2	Cinchonidine, Germ	22 1/2
Kino, po. 33.00	30	Chenopodium	10 1/2	Cocaine	3 80 1/2
Mastic	60	Dipterix Odorate	2 00 1/2	Corks, list, dis. pr. et.	70
Myrrh, po. 45	40	Peniculum	10	Creosotum	20
Opil, po. 4.10@4.30	3 00 1/2	Pongreek, po.	70 1/2	Creta, bbl. 75	2
Shellac	25 1/2	Lini, gr'd.	30 1/2	Creta, prep.	5
Shellac, bleached	40 1/2	Lobelia	40 1/2	Creta, precip.	11
Tragacanth	50 1/2	Pharlaris Canarian.	35 1/2	Creta, Rubra	8
Herba		Rapa	4 1/2	Crocus	18 1/2
Absinthium, oz. pkg	25	Sinapis Albu.	70 1/2	Cudbear	24
Eupatorium, oz. pkg	20	Sinapis Nigra	11 1/2	Cupri Sulph.	50 1/2
Lobelia, oz. pkg	20	Spiritus		Dextrine	10 1/2
Majorum, oz. pkg	25	Frumentum, W. D. Co.	2 00 1/2	Ether Sulph.	75 1/2
Mentha Pip. oz. pkg	25	Frumentum, D. F. R.	2 00 1/2	Emery, all numbers	6
Rue, oz. pkg	39	Frumentum	1 25 1/2	Emery, po.	30 1/2
Tanacetum Voz. pkg	32	Juniperis Co. O. T.	1 65 1/2	Flake White	12 1/2
Thymus, V. oz. pkg	25	Juniperis Co.	1 75 1/2	Galla	23
Magnesia.		Saacharum N. E.	1 90 1/2	Gambier	80 1/2
Calcined, Pat.	55 1/2	Spt. Vini Galli	1 75 1/2	Gelatin, Cooper	60
Carbonate, Pat.	20 1/2	Vini Oporto	1 25 1/2	Gelatin, French	35 1/2
Carbonate, K. & M.	20 1/2	Vini Alba	1 25 1/2	Glassware, flint, box	70
Carbonate, Jennings	35 1/2	Sponges		Less than box	60
Oleum		Florida sheeps' wool	2 50 1/2	Glue, brown	90 1/2
Absinthium	3 25 1/2	carriage	2 75	Glue, white	130 1/2
Amygdale, Dule	30 1/2	Nassau sheeps' wool	2 00	Glycerina	13 1/2
Amygdale, Amare	8 00 1/2	carriage	2 00	Grana Paradisi	15
Anisi	2 25 1/2	Velvet extra sheeps'	2 00	Humulus	25 1/2
Aurant Cortex	2 25 1/2	wool, carriage	2 1/2	Hydraag Chlor Mite	80
Bergamli	2 40 1/2	Extra yellow sheeps'	2 1/2	Hydraag Chlor Cor.	70
Cajiputi	2 40 1/2	wool, carriage	2 1/2	Hydraag Ox Rub'm	80
Caryophylli	65 1/2	Grass sheeps' wool	2 1/2	Hydraag Ammoniac	1 00
Cedar	35 1/2	carriage	2 1/2	Hydraag Unguentum	45 1/2
Chenopadii	2 75	Hard, for slate use	2 1/2	Hydrargrum	65
Cinnamoni	1 80 1/2	Yellow Reef, for	2 1/2	Ichthyobolla, Am.	65 1/2
Citronella	45 1/2	slate use	2 1/2	Indigo	75 1/2
Syrups		Acacia		Iodine, Resubi.	2 60 1/2
Aurant Cortex	2 25 1/2	Acacia	50	Iodoform	4 20
Zingiber	2 25 1/2	Auranti Cortes	50	Lupulin	2 25
Ipecac	60	Zingiber	50	Lycopodium	40 1/2
Ferri Iod.	50	Ipecac	60	Nails	65 1/2
Rhel Arom.	50	Ferri Iod.	50	Liquor Arse. et Hy.	25
Smilax Officinalis	50 1/2	Rhel Arom.	50	Liquor Potass Arsin	10 1/2
Senega	60	Smilax Officinalis	50 1/2	Magnesia, Sulph. bbl	20 1/2
Scilla	50	Senega	60	Magnesia, Sulph. bbl	1 1/2
Mentha		Scilla	50	Mannia, S. F.	50 1/2

Morphia, S.P. & W.	2 15 1/2	2 40	Sinapis	18	Linseed, pure raw	42	45
Morphia, S.N.Y. Q. &	2 15 1/2	2 40	Sinapis, opt.	30	Linseed, boiled	44	47
C. Co.	2 15 1/2	2 40	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65	70
Moschus Canton.	65 1/2	80	Voos.	34	Spirits Turpentine	38	43
Myristica, No. 1	65 1/2	80	Snuff, Scotch, DeVo's	34			
Nux Vomica, po. 20	15 1/2	18	Soda Boras	8			
Os Sepia	15 1/2	18	Soda et Potass Tart.	20 1/2			
Pepsin Saac, H. & P.	15 1/2	18	Soda, Bi-Carb.	3 1/2			
D. Co.	1 00		Soda, Carb.	3 1/2			
Picis Liq. N.N. 1/4 gal.	2 00		Soda, Sulphas	2 1/2			
Picis Liq., quarts.	2 00		Spts. Cologne	2 60			
Picis Liq., pints.	2 00		Spts. Ether Co.	50 1/2			
Pil Hydrarg. po. 80	18		Spt. Myrcia Dom.	9 00			
Piper Nigra, po. 22	30		Spts. Vini Rect. bbl.	2 40			
Pilx Burgum	7		Spts. Vini Rect. 1/2 bbl.	2 45			
Plumbi Acet.	10 1/2		Spts. Vini Rect. 10 gal	2 48			
Pulvis Ipecac et Opil	1 10 1/2	1 20	Spts. Vini Rect. 5 gal	2 50			
Pyrethrum, boxes H.	1 25		Less 5c gal. cash 10 days	1 45			
& P. D. Co., doz.	30 1/2	33	Strychnia, Crystal	2 1/2			
Pyrethrum, pv.	30 1/2	33	Sulphur, Subl.	2 1/2			
Quassia	80 1/2	10	Sulphur, Rubi.	2 1/2			
Quinia, S. P. & W.	23 1/2	38	Tamarinds	80 1/2			
Quinia, S. German.	23 1/2	38	Terebenth Venice	28 1/2			
Quinia, N.Y.	33 1/2	38	Theobromas	42 1/2			
Rubia Tincturum	13 1/2	14	Vanilla	9 00 1/2			
Saccharum Lactis pv	150 1/2	20	Zinci Sulph.	70 1/2			
Salicin	3 00 1/2	3 10					
Sanguis Draconis	40 1/2	50					
Sapo, M.	12 1/2	14					
Sapo, W.	10 1/2	12					
Sapo, G.	10 1/2	15					
Siedlitz Mixture	20	22					

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 orders. 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 6 00 Castor Oil, doz. gross 7 00 Diamond, doz. gross 4 00 Fraser's, doz. gross 7 50 IXL Golden, tin boxes 9 00 Pica, tin boxes 7 50 Paragon, doz. gross 5 50	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	 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1,000 books 17 50	Fish. Cod. Georges cured. @ 4 1/4 Georges genuine. @ 5 1/4 Georges selected. @ 6 1/4 Strips or bricks. 5 @ 7 1/4 Halibut. Chunks. 10 Strips. 9 Herring. Holland white hoops, bbl. 10 25 Holland white hoop 1/2 bbl. 5 50 Holland white hoop, keg. 72 Holland white hoop mchs. 80 Norwegian. 11 00 Round 100 lbs. 3 40 Round 40 lbs. 1 60 Scaled. 15	HERBS. Sage. 15 Hops. 15 INDIGO. Madras, 5 lb boxes. 55 S. F., 2, 3 and 5 lb boxes. 50 JELLY. 15 lb pails. 40 30 lb pails. 73 KRAUT. Barrels. 3 50 Half barrels. 2 00 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10	SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases. 93 Lump, bbls. 75 Lump, 145 lb kegs. 85 SEEDS. Anise. 9 Canary, Smyrna. 3 Caraway. 3 Cardamon, Malabar. 60 Celery. 11 Hemp, Russian. 3 1/4 Mixed Bird. 4 1/4 Mustard, white. 5 Poppy. 8 1/2 Rape. 4 1/4 Cattle Bone. 20 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 43 SOAP.
BAKING POWDER. Absolute. 1/4 lb cans doz. 45 1/2 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1/4 lb cans 3 doz. 45 1/2 lb cans 3 doz. 75 1 lb cans 1 doz. 1 00 Bulk. 10 El Purity. 1/4 lb cans per doz. 75 1/2 lb cans per doz. 1 20 1 lb cans per doz. 2 00 Home. 1/4 lb cans 4 doz case. 35 1/2 lb cans 4 doz case. 55 1 lb cans 2 doz case. 90 JAXON 1/4 lb cans, 4 doz case. 45 1/2 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. 1/4 lb cans. 45 1/2 lb cans. 75 1 lb cans. 1 50 Peerless. 1 lb. cans. 85 BATH BRICK. American. 70 English. 80	COCOA SHELLS. 20 lb bags. 2 1/4 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 Golden. 17 Peaberry. 17 Mexican and Guatamala. Fair. 16 Good. 17 Fancy. 18 Maracalbo. Prime. 30 Milled. 21 Java. Interior. 20 Private Growth. 22 Mandehling. 24 Mocha. Imitation. 22 Arabian. 24 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue. 28 Jewell's Arabian Mocha. 28 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sancelbo. 23 Breakfast Blend. 30 Valley City Maracalbo. 18 1/4 Ideal Blend. 14 Leader Blend. 12	DRIED FRUITS—DOMESTIC. Apples. Sautried. @ 5 1/4 Evaporated 50 lb boxes. @ 8 1/4 California Fruits. Apricots. 7 1/4 @ 8 1/4 Blackberries. @ 7 1/4 Nectarines. @ 8 1/4 Peaches. @ 8 1/4 Pears. @ 8 1/4 Pitted Cherries. @ 8 1/4 Prunelles. @ 8 1/4 Raspberries. @ 8 1/4 California Prunes. 100-120 25 lb boxes. @ 3 1/4 90-100 25 lb boxes. @ 4 1/4 80-90 25 lb boxes. @ 5 1/4 70-80 25 lb boxes. @ 6 1/4 60-70 25 lb boxes. @ 7 1/4 50-60 25 lb boxes. @ 8 1/4 40-50 25 lb boxes. @ 9 1/4 30-40 25 lb boxes. @ 10 1/4 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown. 1 60 London Layers 4 Crown. 2 00 Delmas. 3 1/2 Loose Muscatels 2 Crown. 3 1/2 Loose Muscatels 3 Crown. 5 Loose Muscatels 4 Crown. 6	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla. 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8. 4 00 No. 10. 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon. 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8. 2 40 No. 10. 4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50 Souders'. Oval bottle, with corkscrew. Best in the world for the money.	Mince Meat. Ideal, 3 doz. in case. 2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 POLASSES. New Orleans. Black. 11 Fair. 14 Good. 20 Fancy. 24 Open Kettle. 25 @ 35 Half-barrels 25 extra. MUSTARD. Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob, No. 3. 85 POTASH. 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 PICKLES. Medium. Barrels, 1,200 count. 5 50 Half bbls, 600 count. 3 30 Small. Barrels, 2,400 count. 6 75 Half bbls 1,200 count. 4 00 RICE. Domestic. Carolina head. 6 1/4 Carolina No. 1. 5 Carolina No. 2. 4 1/4 Broken. 3 1/4 Imported. Japan, No. 1. 5 1/4 Japan, No. 2. 5 1/4 Java, fancy head. 6 Java, No. 1. 5 Table. 5 1/4 SALEBRATUS. Packed 60 lbs. in box. Church's. 3 30 Deland's. 3 15 Dwight's. 3 30 Taylor's. 3 00	JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 3 33 American Family, unwrpd. 3 27 Dome. 3 33 Cabinet. 2 20 Savon. 2 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline. 3 75 Eos. 3 65 One box American Family free with five. Schulte Soap Co.'s Brand.
CONDENSED PEARL BLUING 1 doz. pasteboard Boxes. 40 3 doz. wooden boxes. 1 20 BROOMS. No. 1 Carpet. 1 90 No. 2 Carpet. 1 75 No. 3 Carpet. 1 50 No. 4 Carpet. 1 15 Parlor 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 1/4 Amboy. @ 12 Byron. @ 11 1/4 Elsie. @ 12 1/4 Gem. @ 12 1/4 Gold Medal. @ 11 1/2 Herkimer. @ 11 Ideal. @ 11 1/4 Jersey. @ 12 Lenawee. @ 11 Riverside. @ 12 1/4 Springdale. @ 11 1/2 Sparta. @ 11 Brick. @ 10 Edam. @ 7 1/2 Leiden. @ 18 Limburger. @ 10 Pineapple. @ 43 Sap Sago. @ 18 Chicory. Bulk. 5 Red. 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet. 23 Premium. 34 Breakfast Cocoa. 45	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 45 CLOTHES PINS. 5 gross boxes. 40 COUGH DROPS. C. B. Brand. 1 00 CONDENSED MILK. 4 doz in case. Gail Borden Eagle. 6 75 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Challenge. 3 35 Dime. 3 25 COUPON BOOKS.   Tradesman 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	FOREIGN. Currents. Patras bbls. @ 6 1/4 Vostizias 50 lb cases. @ 6 1/4 Cleaned, bulk. @ 8 1/4 Cleaned, packages. @ 9 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 25 lb boxes. 8 @ 8 1/4 Sultana 1 Crown. @ Sultana 2 Crown. @ Sultana 3 Crown. 9 1/4 @ 10 Sultana 4 Crown. @ Sultana 5 Crown. @ Sultana 6 Crown. @ 12 Sultana package. @ 14 FARINACEOUS GOODS. Farina. 24 1 lb. packages. 1 75 Bulk, per 100 lbs. 3 50 Grits. Walsh-DeRoo Co.'s. 2 15 Bulk in 100 lb. bags. 3 00 Hominy. Barrels. 2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima. 3 Medium Hand Picked. 90 Maccaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 2 40 Chester. 2 50 Empire. 2 75 Peas. Green, bu. 85 Split, per lb. 2 Rolled Oats. Rolled Avena, bbl. 3 75 Monarch, bbl. 3 50 Monarch, 1/2 bbl. 1 95 Private brands, 1/2 bbl. 1 95 Quaker, cases. 3 20 Huron, cases. 1 75 Sago. German. 3 1/4 East India. 3 Wheat. Cracked, bulk. 3 1/4 24 2 lb packages. 2 50	Gunpowder. Rifle—Dupont's. Kegs. 4 00 Half Kegs. 2 25 Quarter Kegs. 1 25 1 lb. cans. 30 1/2 lb. cans. 18 Choke Bore—Dupont's. Kegs. 4 25 Half Kegs. 2 40 Quarter Kegs. 1 35 1 lb. cans. 34 Eagle Duck—Dupont's. Kegs. 8 00 Half Kegs. 4 25 Quarter Kegs. 2 25 1 lb. cans. 45	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes. 1 50 Table, barrels, 100 3 lb bags. 2 75 Table, barrels, 40 7 lb bags. 2 40 Butter, barrels, 280 lb. bbl. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades. 100 3 lb sacks. 1 70 60 5-lb sacks. 1 55 28 10-lb sacks. 1 45 Worcester. 50 4 lb. cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 60 Solar Rock. 56-lb sacks. 21 Common. Granulated Fine. 70 Medium Fine. 85	SODA. Boxes. 5 1/4 Kegs. English. 4 1/4 SPICES. Whole Sifted. Allspice. 10 Cassia, China in mats. 12 Cassia, Batavia in bund. 22 Cassia, Saigon in rolls. 32 Cloves, Amboyna. 10 Cloves, Zanzibar. 10 Mace, Batavia. 55 Nutmegs, fancy. 60 Nutmegs, No. 1. 50 Nutmegs, No. 2. 45 Pepper, Singapore, black. 10 Pepper, Singapore, white. 12 Pepper, shot. 12 Pure Ground in Bulk. Allspice. 12 Cassia, Batavia. 22 Cassia, Saigon. 40 Cloves, Amboyna. 18 Cloves, Zanzibar. 13 Ginger, African. 15 Ginger, Cochian. 18 Ginger, Jamaica. 23 Mace, Batavia. 70 Mustard, Eng. and Trieste. 15 Mustard, Trieste. 20 Nutmegs. 40 @ 50 Pepper, Sing. black. 12 Pepper, Sing. white. 15 Pepper, Cayenne. 20 Sage. 15

STARCH.



Kingsford's Corn.	
40 1-lb packages.....	6
20 1-lb packages.....	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/4
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.....	3 1/2
40 lb. boxes.....	3 1/4
Common Gloss.	
1-lb packages.....	4 1/4
3-lb packages.....	4 1/4
6-lb packages.....	4 1/4
40 and 50 lb boxes.....	3
Barrels.....	2 1/2

STOVE POLISH.



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

SUGAR.

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

Domino.....	
Crushed.....	5 63
Cubes.....	5 63
Powdered.....	5 31
XXXX Powdered.....	5 38
Granulated in bbls.....	5 13
Granulated in bags.....	5 13
Fine Granulated.....	5 13
Extra Fine Granulated.....	5 25
Extra Coarse Granulated.....	5 25
Mould A.....	5 38
Diamond Confec. A.....	5 13
Confec. Standard A.....	5 00
No. 1.....	4 75
No. 2.....	4 75
No. 3.....	4 69
No. 4.....	4 63
No. 5.....	4 50
No. 6.....	4 44
No. 7.....	4 38
No. 8.....	4 31
No. 9.....	4 25
No. 10.....	4 19
No. 11.....	4 13
No. 12.....	4 06
No. 13.....	4 00
No. 14.....	3 94
No. 15.....	3 88
No. 16.....	3 81

SYRUPS.

Corn.....	
Barrels.....	16
Half bbls.....	18
Pure Cane.	
Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES.

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

TOBACCOS.

Cigars.

Clark-Jewell-Wells 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.	
Tar Green.....	35 00

VINEGAR.

Malt White Wine.....	7
Pure Cider.....	8

Washing Powder



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

Oysters in Cans.

F. H. Counts.....	@ 35
F. J. D. Selects.....	@ 27
Selects.....	@ 22
F. J. D. Standards.....	@ 20
Anchors.....	@ 18
Standards.....	@ 16
Favorites.....	@ 14

Oysters in Bulk

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

Shell Goods.

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

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.	
Green.....	7 @ 8
Part cured.....	@ 8 1/2
Full Cured.....	8 1/2 @ 9 1/4
Dry.....	9 @ 11
Kips, green.....	7 @ 8
Kips, cured.....	8 1/4 @ 9 1/2
Calfskins, green.....	7 1/2 @ 9
Calfskins, cured.....	9 @ 10 1/2
Deaconskins.....	25 @ 30

Pelts.

Shearlings.....	5 @ 30
Lambs.....	40 @ 1 10
Old Wool.....	60 @ 1 25

Furs.

Mink.....	50 @ 1 30
Coon.....	30 @ 90
Skunk.....	50 @ 1 00
Muskats, fall.....	5 @ 12
Muskats, spring.....	@
Red Fox.....	1 25 @ 1 50
Gray Fox.....	40 @ 70
Cross Fox.....	2 5 @ 5 00
Badger.....	20 @ 60
Cat, Wild.....	15 @ 40
Cat, House.....	10 @ 30
Fisher.....	3 50 @ 7 00
Lynx.....	1 0 @ 2 00
Martin, Dark.....	1 50 @ 3 00
Martin, Yellow.....	7 @ 1 50
Otter.....	5 00 @ 3 00
Wolf.....	7 @ 1 50
Beaver.....	7 00 @ 15 00
Beaver Castors.....	2 00 @ 6 00
Opossum.....	5 @ 15
Deerskin, dry, per lb.....	15 @ 25
Deerskin, gr'n, per lb.....	10 @ 15

Wool.

Washed.....	14 @ 23
Unwashed.....	17 @ 17

Miscellaneous.

Tallow.....	2 1/4 @ 3 1/4
Grease Butter.....	1 @ 2
Switches.....	1 1/4 @ 2
Ginseng.....	@ 3 25

Candies.

Stick Candy.

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

Mixed Candv.

Competition.....	@ 6
Standard.....	@ 7
Conserve.....	@ 7 1/2
Royal.....	@ 7 1/2
Ribbon.....	@ 8 1/2
Broken.....	@ 8 1/2
Cut Loaf.....	@ 8 1/2
English Rock.....	@ 8
Kindergarten.....	@ 8 1/2
French Cream.....	@ 8 1/2
Dandy Pan.....	@ 10
Valley Cream.....	@ 12

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	@ 10
Choc. Monumentals.....	@ 11
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 8 1/2
Imperial.....	@ 8 1/2

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Mexicans 150 176-200.....	@ 3 00
Cal. Seedlings.....	@ 2 55
Fancy Navel 112.....	@ 2 75
126 to 216.....	@ 3 25
Choice.....	@ 3 00

Lemons.

Strictly choice 300s.....	@ 3 25
Strictly choice 300s.....	@ 3 25
Fancy 300s.....	@ 3 50
Ex-Fancy 300s.....	@ 4 00

Bananas.

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

Foreign Dried Fruits.

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

Dates.

Fards in 10 lb boxes.....	@ 8
Fards in 60 lb cases.....	@ 6
Persians, G. M's.....	@ 5 1/2
lb cases, new.....	@ 6
Sairs, 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 12
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 13
Brazils new.....	@ 9
Pilberts.....	@ 10
Walnuts, Grenobles.....	@ 12
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@
Calif.....	@
Table Nuts, fancy.....	@ 10
Table Nuts, choice.....	@ 9
Pecans, Med.....	@ 8
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu., Ohio, new.....	@ 1 60
Cocoanuts, full sacks.....	@ 4 50

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat.....	89
Winter Wheat Flour.	
Local Brands.	

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

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

Worden Grocer Co.'s Brand.

Quaker, 1/2s.....	4 60
Quaker, 1/4s.....	4 60
Quaker, 1/8s.....	4 60

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.



Pillsbury's Best 1/2s.....	5 55
Pillsbury's Best 1/4s.....	5 35
Pillsbury's Best 1/8s.....	5 35
Pillsbury's Best 1/4s paper.....	5 35
Pillsbury's Best 1/8s paper.....	5 35

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	5 50
Grand Republic, 1/4s.....	5 40
Grand Republic, 1/8s.....	5 30

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 50
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

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	5 55
Laurel, 1/4s.....	5 45
Laurel, 1/8s.....	5 35

Meal.

Bolled.....	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

New Corn.

Car lots.....	31
Less than car lots.....	33

Oats.

Car lots.....	27
Carlots, clipped.....	29
Less than car lots.....	32

Hay.

No. 1 Timothy carlots.....	9 00
No. 1 Timothy, ton lots.....	10 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.....	@ 3

Pork.

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

Mutton.

Carcass.....	6 @ 7
Spring Lambs.....	8 @ 9

Veal.

Carcass.....	6 @ 8
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Oils.

Barrels.

Eocene.....	@ 11 1/2
XXX W. W. Mich. Hdt.....	@ 8 1/2
W. W. Michigan.....	@ 8
Diamond White.....	@ 7
D. S. Gas.....	@ 8
Deo. Naptha.....	@ 7 1/2
Cylinder.....	25 @ 36
Engine.....	11 @ 21
Black, winter.....	@ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess.....	8 50
Back.....	11 00
Clear back.....	9 75
Short cut.....	9 50

Hardware

Wherein Organized Effort Would Benefit the Trade.

Ante Lucem in American Artisan.

Everyone at all familiar with the hardware trade knows full well that some in that class of trade want to corral all the business—shelf hardware, stoves, baby carriages, tinware, graniteware, rubber goods, clocks, plate ware, reed and rattan goods, beltings, cordage, lamps, and everything conceivable—and such houses are fast coming to be looked upon as huge department stores. I say, and have always said, let every man to his own business, his own line, leaving his fellow man the right to work out his own salvation, so far as trade goes, along his own lines.

I have heard travelers say if I don't sell department stores and blacksmiths, someone else will, and within the last six days I have seen a hardware salesman go into a town and first call upon all the wagonmakers and blacksmiths, then canvass the hardware dealer for his business, and in two cases I saw orders taken from blacksmiths in dealer's store, the goods shipped direct, billed direct, and in the items a single rod of iron, one or two burs, and quantities less than bundles and full packages were freely accepted, and this they call a wholesale business. Bosh!

The retailer as an individual is almost powerless as an opponent to the corrupting influences in trade. The retailers, as an organized body, wield a power and an influence that cannot be measured until their numerical strength is fully calculated. As the strongest factor in business, as the only factor supporting the wholesaler, they have it in their power to say if the wholesaler shall continue the policy which brings ruin upon their prosperity and eventually to him, or if such policies shall be changed, but I believe there is a better way out than any policy that has for its purpose drastic measures.

The policy of education, for which I have always contended, is, no doubt, the better one, and the one now being carried out. Much of the ills have been brought about by careless thought or no thought, and so soon as reflection and thought are given over to the subject, reform measures will become the order. Every factor should make a strong pull for the desired end. The arraignment of one class or one faction against another cannot result in good to either.

One of my customers in a small prosperous town recently asked me if I would do him a favor, to which I assented if it was a possibility. His request was that I call at a fair or racket store down the street and learn if a certain large hardware jobber was selling them. Without going into detail, all the desired information was secured, invoices inspected, letters quoting prices read, manufacturers' labels examined, etc. Thanks for esteemed favors, profers of various catalogues and as much gush extended to the from-one-to-ten-cent-counter man as to the man who would place a thousand dollar order, and this same jobbing house was one of the first to approve of the course of the Minnesota retail organization and promise support and co-operation. Their traveling man who makes the town in question has told my customer he never called upon, sold, nor did his house sell, the little fair, yet its proprietor, Mr. J—, told me Mr. S— always calls soliciting his business, and I believe Mr. J—.

There is no question but what any manufacturer or wholesaler has the right, undoubted right, to sell any legitimate trade—catalogue, department store, fair, or racket store—but it is a question of business policy if he shall do so, and this question must be solved largely through educational effort; and it is just as possible that some of the lessons must come through drastic measures of withholding trade as that they shall come through talks and persuasions.

The perfidy of the jobbing house in question passes my understanding, and

until a change of grace comes over them I shall not longer defend them when assailed. I want to be able to defend every house. I want to see every ruinous condition in business changed, and am not pleading for the disruption of any branch of trade, wholesaler nor anyone else, but that the whole superstructure be strengthened and bettered, and as the first principle, I am particularly earnest for the retailer, as he is the foundation of all.

In many things, such as food adulterations, legitimate branding and honest advertising, state legislatures must be invoked to aid. A thousand wrongs can be cured by a union of all retailers working for a common purpose. Let the quality of every piece of goods be its own measure of worth and make it possible that seconds, thirds and fourths must be sold as such and cannot be sold as firsts and the battle is half won.

The Bicycle Trade of the Future.

From Hardware.

The bicycle business of the country has evidently reached bed rock, and in the calculations for the future now palpably before the large manufacturers, there are fewer elements of uncertainty as to a profitable outcome than for the two seasons just past.

The desire among the manufacturers capable of turning out a large product will be to keep the trade of the country within their reach, no matter whether it runs on a basis of low-priced product of larger volume, or is required to sustain a reputation for superiority already established. They want, and are willing to take, what they can get of it, and with the unequalled facilities which mark the opening of the 1898 season, they will leave the smaller makers steering between Scylla and Charybdis, between the vale of bankruptcy and a scale of profit anything but self-supporting.

The few factories which still entertain the belief in a growing export trade for American cycles will be those possessing the power to turn out a surplus beyond domestic requirements; with them the foreign market furnishes an outlet for any excess that might otherwise create a glut of wheels and repeat the experience of 1896. With foreign depots, even if but little profit is shown in direct traffic, the knowledge that prices abroad have no material effect on the prosperity of the cycle trade here will create the desire to keep up a connection that may possibly prove a safety-valve governing the business success of the manufacturers participating in the export business.

The havoc that has been made among the smaller makers, who in one way and another have made the present season unprofitable, will have the effect of destroying the inordinate desire to embark in the cycle business in competition with years of experience and limitless resources, thus leaving the past masters of the industry in control of the situation. They will so use it as to make the season of 1898 level up the output to an intelligent standard of values, encouraging no extravagant expenses to market the product, and entertaining no inflated ideas regarding a fair profit.

This will doubtless have the effect of making the coming season one long to be remembered for its freedom from retrograding influences. Products will be sustained by the leading companies, and not largely exceeded. Some forms of high-flown, expensive exploiting, such as unlimited cycle shows, and thousands of dollars daily spent in unconvincing cycle races, will no doubt be restricted, and a healthier state of affairs result therefrom, settling down to a legitimate business linked with efforts to market the product, which, while pushing and persistent, will still be dignified and prosperous.

The Brazilian government has increased the postage rates of the country on all classes of matter. In some instances the new rate is double that of the old. Box rents have also been doubled.

New Organization of Business Men at Jackson.

Jackson, Jan. 22—The meeting held Jan. 14, by the business men to take action regarding trading stamps and other schemes was adjourned subject to call. In order to keep the work before the people and not let it get cold, the adjourned meeting was called for and held Jan. 20, with a good attendance. The Secretary reported that 140 reliable business men had pledged themselves not to use the trading stamps and other schemes in their business. After the relation of experience in the handling of the stamps, a Committee on Resolutions was appointed to embody the sentiment of the meeting in compact form. After a few moments' consideration, the Committee recommended the adoption of the following resolution:

Whereas—We, the business men of Jackson, in convention assembled, believe that the time has come when it is a positive necessity that an organization should be formed of people in all branches of trade for mutual protection, therefore, be it

Resolved—That we proceed at once to organize a Business Men's Association, and

Resolved—That the object of such organization shall be to increase acquaintance and foster the highest commercial integrity among business men; to promote the proper observance of the Sabbath and National holidays; to discourage excessive, unfair, and unmercantile competition, obliterate feelings of distrust and jealousy; remove by concert of action all evils and customs that are against good policy and sound business principles; to influence legislation in favor of better collection laws; to encourage the increase and prosperity of the manufacturing interests of the city; and to take such action in the Association as shall be thought best for the prosperity of the city.

On motion, the President appointed a Committee on Constitution and By-laws for the new organization, consisting of

W. H. Porter, B. S. Mosher, L. H. Field, M. W. Hoffman, C. F. Wasson, E. C. Green and L. B. Cawley.

After a sharp, brief discussion of the needs of such an Association, the meeting was adjourned to Friday evening, Jan. 28, at which time it is expected that a permanent organization will be perfected that will be an honor to the city and a credit to the members.

W. H. PORTER.

American Shoemaking Machinery in Scotland.

Rufus Fleming, United States Consul at Edinburgh, says that some shoe factories to be established in Scotland will be equipped throughout with American machinery of the latest description. Commenting on this announcement, the Scotsman, of Edinburgh, says: "Some one may ask, Why American machinery? The answer must be, Because it is the best. In the invention and production of machinery for the rapid manufacture of boots and shoes, America undoubtedly stands unrivaled." One important advantage claimed by the capitalists promoting these shoe factories is the cheapness of labor in Scotland as compared with the rate of wages in this industry in the United States.

In Chicago there is a J. Appel in the wholesale potato business. There is a prominent surgeon named Dr. Gore. There is a building and loan association run by one Shakey. There is a repair shop which promises the greatest promptness owned by a Delay. There is a dairy run by a man named Waters, although he has the good sense not to call the business by this name. There is a Green detective agency and one bleed running a comfortable, home-like family hotel. But, perhaps, one of the most amusing of all is a sign in an out-of-the-way part of the west side, in large display letters, which reads: "Oldest firm in business Adam's Sons."

Wire Nails

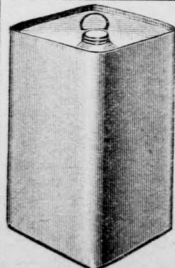
Barb Wire

Plain and Galvanized Wire

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

Foster, Stevens & Co.,

Wholesale Hardware,
Grand Rapids, Mich.



SYRUP CANS

Round and Square

Sap Pails and Sap Pans

Write for prices,

Wm. Brummeler & Sons, Manufacturers,
Grand Rapids, Mich.

Factory and Salesrooms 260 S. Ionia St.

Mystery of the Butcher's Stolen Fowls.

Written for the TRADESMAN.

I was strolling through the meat market of my friend Chapman, just previous to the holidays, and was admiring the abundant display of fish, flesh and fowl which is usually temptingly exhibited at such times. There were dressed chickens, ducks, geese, quails, pheasants and turkeys, seemingly innumerable.

"Do you expect to find customers for all these, Mr. Chapman, within the next two weeks?" I enquired.

"I may not," was the answer; "but you will notice they are all nicely frozen, and look as plump and fresh as if just brought in, and they will keep well. I buy them when they are plenty and in good condition—often alive—as after the holidays very few are brought in, and the market which has a good assortment left over possesses an advantage."

"I also notice you have lines of these fowls hanging on the outside, around the front windows," I observed. "Are not these in the way of temptation, when you are so busily employed, and some of them liable to be carried away without so much as a 'By your leave, sir?'"

"Now you've just struck it, Frank!" And the butcher laughed, as he continued, "It is too late for many more customers to-night, and now is a good time to tell you how my birds were once stolen here, and how I caught the fellow weeks afterward. You see, I've been right here in this business for years. I have an icehouse back on the alley, in which I keep ice the year around; then I also have an ice closet in the rear of this room yonder. I always make a large display of the birds from December 15 to January 5, more in fact than I expect to sell; and after that I have few in sight, they being mostly hung up in that cold storage room, in fine condition for any extra suppers or banquets that may chance to occur. You may recollect that, when I first opened here, I had a 12-year-old boy and my dog for assistants; and several times when I missed a few birds which I believed had taken 'French leave,' either the boy and dog, or the dog and myself would stand guard for several nights in succession, to catch the thief. But nothing came of it. Of course, either the boy or I may have slept a half hour or so while on duty, but I knew the dog would arouse us at the least noise.

"The most unaccountable part of the case was that all of my losses were during the nights when I was personally on duty, with my faithful dog near me even though I slept. Of course, I could not account for my dog remaining quiet, if thieves came in, unless he knew them well. If some one had entered with false keys or by other means they left no trace. I each time missed my first-class stock of birds—no other meats—showing that the party was no novice in the business.

"We had an unusually cold winter that year—no rain or thaw until March 3. Sometime in the first week in February, Mat Bannister came in late one evening and, after looking around the room a moment, said: 'Where's all your fowls? You must have had a good sale for them lately.'

"Well, I've sold a few; but more have been stolen, Mat!" I answered.

"Oh, pshaw!" was his response; 'you're just holding them for fancy prices, that's all.'

"Well, Mat, they've all disappeared, and how is a puzzle to me," I replied.

"Well, if that is a fact, just put a new lock on your icehouse; and, if it's a good one, they will hardly find a duplicate key," said Mat. "You see, Chapman, I know all about it," he continued, noticing the puzzled expression on my face; "but you've forgotten, that's all. Just two weeks ago, I was passing through the alley, going home from the lodge, between one and two o'clock in the morning, and I saw you come out from the back door—your dog just behind you—with both hands full of fine large fowls of some description, and I called out, 'Hello there, Chapman! Aren't you keeping rather late hours?' You did not even look toward me—paid no attention whatever, in fact, but unlocked the icehouse door, went in and carried the fowls with you; and, after I reached the next street crossing, I distinctly saw you return to the back door empty-handed, with your dog still following you."

"Mat has since told me that he never saw such a curious expression as came over my face when he ceased speaking. I immediately turned the key in my front door and said to Mat, 'Come with me,' and, taking a light, we went together to my icehouse, where, after quite a lengthy search, I removed a loose board from the attic next the roof, from which I drew forth some of the finest birds of my winter purchase, and as solidly frozen as need be to preserve them well. I now think that I lost very little poultry that winter, as I carried between forty and fifty birds from that attic back into my ice closet. But not many that night, for I was thoroughly disgusted with myself, as the secret of the whole thing came to me, and I explained then and there I recollected that, when a boy of 10 years, I was a somnambulist, a sleep walker, but was supposed to have outgrown the disease. But the bare thought of my losses by theft had so worked upon my mind that it again returned; and probably, for several nights, while sound asleep, I had carried my best stock to that entirely-forgotten attic in the icehouse, where it would have remained until ruined had not my friend, Mat Bannister, remembered seeing me. And he had been greatly puzzled to know why I did not answer nor even look toward him that night, as we knew each other so well. My dog probably supposed I was awake, even if I did not notice or speak to him, and followed me as I went about my work."

FRANK A. HOWIG.

How Clerks Can Drive Away Trade.

A repellent clerk will drive away a refined class of customers from the most genuine bargain counter that ever was offered to a buying public. The young man who imagines that a leering expression of countenance and an abrupt manner of speech are characteristics of the high school graduate in the first-class store is on a misplaced switch. The frowning young man is invariably a third or fourth-rate clerk, whose bad temper has no place in a first-class retail store. The first-rate establishment hires only first-rate clerks, who are polite and suave at all times and who possess other personal attractions which tend to make the store they are in a pleasure for the sensitive buyer to visit.

In 1886 there were 21,000 children employed in German factories, in 1890 the number was 27,000, and this year it would have been 40,000, but for the new law, in consequence of which the number was reduced to 4,513 in 1897.

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 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	35&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.....	28
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
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciotia 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 3/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&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 80 2 40
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
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, Cistern.....	80
Screws, New List.....	85
Casters, 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
20x24 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, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9
Write for prices. Phone 1357.	
THOMAS DUNN & SONS,	
WHOLESALE	
HARDWARE SPECIALTIES, BELTING,	
Engineers, Machinists and	
Factory Supplies.	
93 PEARL STREET. GRAND RAPIDS.	
 Tradesman Itemized Ledgers Size, 8 1/2 x 14—3 columns. 2 quires, 160 pages.....\$2 00 3 quires, 240 pages.....2 50 4 quires, 320 pages.....3 00 5 quires, 400 pages.....3 50 6 quires, 480 pages.....4 00 INVOICE RECORD or BILL BOOK. 80 double pages, registers 2,880 invoices.....\$2 00 TRADESMAN COMPANY, GRAND RAPIDS, MICH.	

GAINING GROUND.

How the Independent Telephone Movement Is Spreading.

Before the end of the present year Michigan will be fairly laced with the wires of the independent telephone companies. The construction last year was to the extent of several hundred miles and it will be even larger this season. The work has already begun on some of the projected routes and it will begin all along the line as soon as the spring opens, and before another winter comes nearly every town of any importance in the State will be on speaking terms with the others, and hundreds of villages will be within talking distance of the outer world.

The independent telephone movement began in this State soon after the expiration of the telephone patents. The old company, having had a castiron monopoly of the talking business for many years, charged rates which were extortionate. A vigorous demand was everywhere made that the rates be reduced, but, claiming that the rates were already as low as prudence and business principles would permit, these demands were ignored and defied. In 1895 several independent companies were organized in different towns in the State, but not until 1896 were these companies put in operation. Among the first to create and operate independent exchanges were Grand Rapids, Muskegon, Holland, Kalamazoo, Lansing, Ypsilanti, Petoskey, Alpena and Marquette. The new companies cut the old rates in two and the old company, which so long had enjoyed the monopoly, did likewise, but the old company's cut was not to be a permanent thing. It was distinctly announced that the cut was merely a discount and not a fixed rate, and that as soon as the competition was killed off, the old rates would be restored. The stockholders in the new companies were mostly local citizens, and local pride was appealed to to make them successful, and the utmost use was made of the fact that the stockholders in the old company lived mostly in Boston and all the money disbursed in dividends was sent out of the State. In this city the new company started off with 1,200 subscribers in the fall of 1896, and now it has over 2,000, while the Bell company, which once had nearly 1,500 subscribers, has been reduced fully one-half—mostly free phones in residences, saloons and places of ill repute.

The new local exchanges were hardly established before the desire manifested itself to connect the local exchanges to form a State exchange. The first of the State lines thus established was from this city to Holland, built in the summer of 1896. Last year the State lines were pushed in every direction and before the end of this year the State will be fairly covered. In this work of construction the State is divided into three districts, each as yet separate and distinct from the others. This city is the center of the largest and most important of these districts, with a total of 148 towns on the lines. Detroit and Saginaw are each the focus for a district, and each has about fifty towns within speaking distance. These three districts will be united this season, and with the new construction the combination will bring several hundred Michigan towns within easy communication with each other.

This city, with its 148 towns in Western Michigan, has lines radiating to

Cadillac, Sparta, Muskegon, Grand Haven, Holland, Allegan, Kalamazoo, Lansing and Ionia. The Cadillac line will, as early as the season will permit, be extended northward thirty miles to South Boardman, where it will connect with the line built south from Petoskey last summer. From Petoskey the line already reaches north to Pellston, and it will be pushed through to Mackinaw and thence to Cheboygan to connect with Hammond. From Petoskey the wires reach to Harbor Springs. From Walton Junction a line will be extended to Traverse City. From Cadillac a line already reaches to Lake City. From Reed City a line will be built to Manistee, and a wire is already in operation east to Evart, and it may in time be extended through to Clare, Midland and Saginaw. From Howard City a partially constructed line will be completed through to Alma and Saginaw. The Sparta line from this city will be pushed on to Nawaygo, and possibly still farther north. The Muskegon line will be extended to Whitehall and Rothbury, at the latter place connecting with the Fruit Growers' Exchange, which penetrates every township in Oceana county, with Hart as the center. The line to Holland already extends to Fennville and South Haven, and these two points can also reach this city by way of Allegan. St. Joseph will be brought into the fruit belt exchange by way of Lawton and thence here by way of Allegan or Kalamazoo. The Kalamazoo line will be extended southward to La Grange, Ind., to connect with the Northern Indiana and Ohio exchange.

The lines from Detroit, which is the second exchange in importance in the State, extend to Port Huron, Pontiac, South Lyon, Ypsilanti and Monroe. The Pontiac line will be pushed through by way of Durand, Owosso and St. Johns to Ionia, where it will connect with the line to this city. The South Lyon line is now being pushed through to Lansing, nine crews being on the route in spite of the wintry weather, and at Lansing it will connect with this city. The Ann Arbor line will be built through Jackson, Albion, Marshall and Battle Creek to Kalamazoo, and some work was done last year at the Kalamazoo end of the line. The Monroe line will be built to Toledo, and from Monroe it will run west to Adrian and thence to Fayette, Ind., where it will connect with the Northern Indiana and Ohio circuit, as will also the line to Toledo. From Adrian a line will undoubtedly be built through Hudson, Hillsdale and Coldwater to Sturgis, thence to Elkhart and South Bend for Chicago, but this line has not yet been projected.

The Saginaw Valley Exchange has Saginaw and Bay City for its centers, with its tributary lines reaching up into the "thumb," to Pt. Austin, Bad Axe, Vassar and other points. This season a line will be built from Marlette to Port Huron, thus connecting the two systems. Another extension will be from Saginaw through Flint to Holly, connecting on the Pontiac wire for Detroit. From Bay City a line will be built north to Alger and Emery Junction to connect with the Alpena system. The Alpena system takes in the Huron shore lumbering towns, including Oscoda, Au Sable, Tawas City, Lewiston, Rose City and Jackson Lake. The connection between the Saginaw and Grand Rapids systems will be by way of Alma and Edmore to Howard City and thence south. A line will probably be

built from Saginaw to Lansing by way of Owosso, but this has not yet been booked for early construction. When built it will afford another direct connection with this city.

In addition to the connections and new routes already mentioned, the line from Kalamazoo to Lawton will be extended to Niles, New Buffalo and Chicago. From Niles, also, a line will be run to South Bend. Other routes projected run from Lansing to Battle Creek, there connecting for Kalamazoo, and from Mason to Jackson, giving the latter direct communication with Lansing. A line already exists from Lansing north to St. Johns and St. Louis and it will be extended to Mt. Pleasant and, possibly, still farther north. At Ithaca it will connect with the Gratiot County Farmers' Exchange, one of the first and largest farmers' exchanges in the State. With Ithaca as a center it reaches into every township in Gratiot county, and many of the more substantial farmers have connections in their houses.

The Northern Indiana and Ohio system, with which connections will be made at Toledo, Fayette, LaGrange and South Bend, has Fort Wayne as its center, and the radiating lines reach such towns as Elkhart, Warsaw, Portland, Celina, Lima, Findlay and Tiffin. The lines will undoubtedly be extended this season to Indianapolis, Richmond, Cincinnati, Columbus and Sandusky. What will be done toward reaching New York and the other distant Eastern points has not yet been ascertained by the Michigan promoters of independent telephone construction.

Telephone Topics.

Grand Rapids—The Citizens Telephone Co. sent out checks for its second quarterly dividend of 2 per cent. last week.

Munith—A company has been organized here to erect and equip a telephone line from this place to Pleasant Lake. Ed. Carley is President of the company, Bert Dean is Secretary and Wm. Reed is Treasurer.

Ypsilanti—The Bell concern has received its deathknell at the hands of the Common Council, which has ordered all Bell phones out of the city offices. About the only Bell phone now left in any public place in the city is at the depot of the Michigan Central Railway, which stubbornly refuses to accommodate the people by connecting with an exchange which is patronized by the business public. Ypsilanti people have their remedy, however—they will patronize the electric line to Detroit as soon as it is completed and use the Michigan Central only when actually obliged to do so.

Marshall D. Elgin distinguished himself in several ways last week. First he succeeded in getting himself elected Secretary of the Musselman Grocer Co. Then he married Miss Florence Teal, the fashionable modiste, whose dress making bills have made many a man have the toothache. Then he managed to get out of town with his bride without any of his friends getting onto his pitching, although he knew that something like a ton of rice and a thousand pairs of old shoes were in readiness to salute them. Mr. Elgin's friends have been very lenient with him in the past, but they will never forgive him for ignoring them in such a cold-blooded manner and, judging by the sinister glances they exchange and the whispered conversations they indulge in when they meet, something is going to drop some of these days. And Mr. Elgin is quite likely to be around when the drop occurs.

WANTS COLUMN.

BUSINESS CHANCES.

GOOD OPENING IN THE COPPER COUNTRY. On account of family reasons I am compelled to retire from the mercantile business, and I therefore offer my general stock for sale at a bargain. For further particulars call on or address T. Willis, Jr., Agt., 210 5th st., Red Jacket, Mich. 486

FOR SALE—STORE BUILDING AND dwelling combined, located at Levering, Emmet County. Excellent location for general store. Will sell cheap for cash. A. M. LeBaron, 339 Crescent Ave., Grand Rapids. 488

WANTED—POSITION BY REGISTERED pharmacist with five years' experience in city and country. References. Address No. 487, care Michigan Tradesman. 487

WANTED—SMALL HARDWARE STOCK. Must be up to date in every respect. Address 49 College st., Alliance, Ohio. 485

DRUG STOCK FOR SALE—BUSINESS LAST four years about \$7,000 per year. No cut prices. Correspondence or inspection solicited. Address Lock Box 25, Charlevoix, Mich. 484

WANTED—POSITION AS REGISTERED Pharmacist; married; age 26; eight years' experience. Best of references. Am working now but desire a change. Address Box 425, Elk Rapids, Mich. 489

WANTED—HOME FOR TWO BRIGHT, healthy twin boys, 5 years old on Jan. 28, whose parents are unable to care for them because of misfortune. Cannot consent to separate them. Also home wanted for another boy 7 years old on March 8, who is healthy and good-natured. Address promptly, Noah Rice, 320 Ninth st., West, Flint, Mich. 490

WANTED—BOOKS TO KEEP AND AC- counts to audit out of business hours by an expert book-keeper who has full charge of the financial department of one of the largest manufacturing establishments in the city. Address No. 491, care Michigan Tradesman. 491

BANK WANTED—IN A PROSPEROUS VIL- lage situated in the midst of a fine farming country—one of the best shipping points on the railroad. The export business of the village amounts to \$75,000 annually. The town has a good start and is bound to grow. Bank with capital of at least \$10,000 is desired. Address Bank, care Michigan Tradesman. 492

TO EXCHANGE—DOUBLE FLAT HOUSE in Grand Rapids for stock of dry goods; property worth \$1,000. 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, CHEAP FOR CASH—52 ACRE farm with orchard and buildings, one mile from Clio; or can use a 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

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

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

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

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

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

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

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

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

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

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT- ents. Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 399

MISCELLANEOUS.

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