

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 9, 1898.

Number 751



## We Want First-Class Grocers

to handle our PARAFFINED  
PARCHMENT LINED  
BUTTER PACKAGES  
and are willing to offer liberal  
inducements. Write us.

**Michigan Package Co.,**  
Owosso, Mich.

Save your yeast labels and tin-foil wrappers

## FREE! SILVERWARE! FREE!

These goods are extra-plated, of handsome design and are made by one of the largest manufacturers in the United States and will wear five years. 25 of **Our Yellow Labels**, attached to original tin-foil wrappers, will procure one Silver Plated Teaspoon, and 50 of same will procure one of either, Table Spoon, Fork, Butter Knife or Sugar Spoon. For 75 you will receive one Silver Plated Steel Table Knife, and for 10 a handsome Aluminum Thimble is given.

Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

**FLEISCHMANN & CO.**

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

WHY NOT TRY THEM NOW?

# S.C.W.

50 CIGARS

SOLD BY ALL JOBBERS.

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

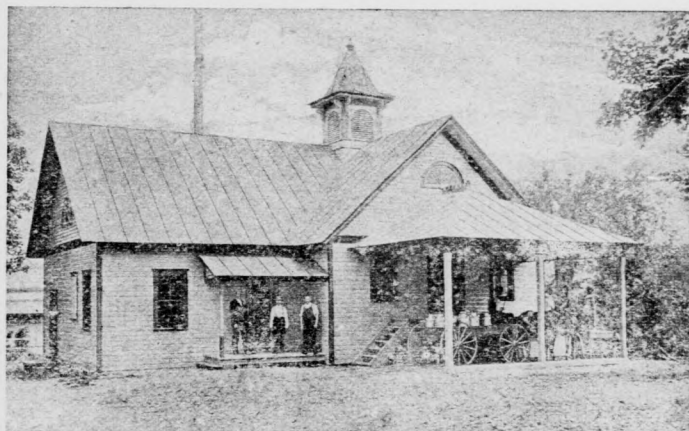
## Schoolhouse Heating

This class of work, involving special attention in ventilation and circulation, is a distinctive feature in the heating business. We have attained special distinction in such construction. We invite enquiry from school boards.

**WEATHERLY & PULTE**  
GRAND RAPIDS, MICH.

## Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

## True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

CANNED FRUITS

CANNED VEGETABLES

Owing to the

shortage of fruit in our State

last season, we are having an unprecedented sale on all kinds of Canned Goods.

## Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.

Look out for higher prices on Tomatoes. Ask our salesmen about those Nunley, Hines & Co.'s

Yellow Peaches.

CANNED FISH

CANNED MEATS

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

## The Michigan Mercantile Agency

Special Reports.

Law and Collections.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102 Majestic Building, Detroit, Mich.

Personal service given all claims. Judgments obtained without expense to subscribers

## 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.**

# 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

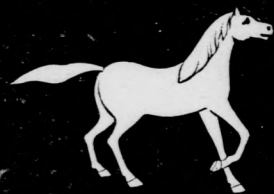
We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.  
Grand Rapids, Mich.

## MERCHANTS

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

### WHITE HORSE BRAND



This celebrated brand of

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

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

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

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

Who makes . . .

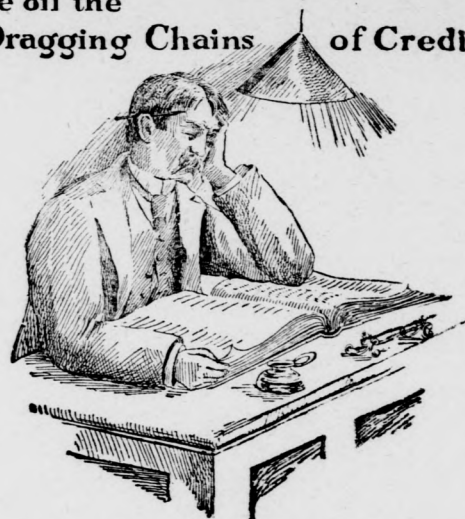
Liquid Bluing

that will not settle?

THE  
WOLVERINE  
SPICE CO.,

GRAND RAPIDS, MICH.

## Shake off the Dragging Chains of Credit



By abandoning the pass book and other out-of-date methods of keeping track of the credit transactions of a retail store and adopting in their stead the modern method of handling credit accounts, the

## COUPON BOOK SYSTEM

By means of which the credit transactions of a retail business can be placed on a cash basis and annoyance and loss supplanted by peace and profit. We make four different kinds of Coupon Books, all of which are sold on the same basis, irrespective of grade or denomination. We cheerfully send samples of any or all of our books on application, confident that our prices are lower than those of any other house in our line, quality of work and accuracy of workmanship considered.

TRADESMAN COMPANY,  
GRAND RAPIDS.



# Manitowoc Lakeside Peas

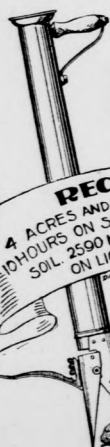
Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

THE ABLETT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



### THE "EUREKA"



## SELF-LOCKING HAND POTATO PLANTERS



GREENVILLE, MICH.

### RECORD:

4 ACRES AND 280 HILLS IN 10 HOURS ON SOD GROUND, MEDIUM SOIL. 2590 HILLS IN 1 HOUR ON LIGHT SOIL.

### LIST PRICE:

"EUREKA" PLANTER, \$15.00 PER DOZ.  
"PINGREE" PLANTER, 12.00 "  
"EUREKA" SACK, 7.00 "

DISCOUNT  
TERMS

THE  
"EUREKA"  
PATENT  
SEED AND FRUIT  
SACK

### THE "PINGREE"



### RECORD:

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

The "EUREKA" for 1838. With Improved Tube and "Stud" Lock. As the tube is largest at the bottom, perfectly round all the way down, and free from obstructing bolt or rivet heads, it cannot clog, and as the "Stud" Lock relieves all tension on the front jaw, it cannot pick up the seed.

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

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

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

Every tool warranted to work perfectly.

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

For Sale by Jobbers. Liberal Discount to Dealers.



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 9, 1898.

Number 751

## COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

L. J. STEVENSON, Manager,  
R. J. CLELAND, Attorney,  
411-412-413 Widdicombe Building,  
Grand Rapids, Mich.

**THE Grand Rapids FIRE INS. CO.**  
Prompt, Conservative, Safe.  
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

## The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN BANKERS**

Maintains a Guarantee Fund.  
Write for details.

Home Office, Moffat Bldg.,  
DETROIT, MICH.

FRANK E. ROBSON, PRES.  
TRUMAN B. GOODSPEED, SEC'Y.

## If You Hire Help

You should use our

**Perfect Time Book  
and Pay Roll.**

Made to hold from 27 to 60 names  
and sell for 75 cents to \$2.  
Send for sample leaf.

**BARLOW BROS.,**  
GRAND RAPIDS, MICH.

**OLDEST**, most reliable wholesale clothing manufacturers in **Rochester, N. Y.**, are  
**KOLB & SON**

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 Hotel Cadillac, Detroit, Room 340, Wednesday, Thursday and Friday, February 16, 17 and 18.

## 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.

## FRIENDS OF CUTTERS.

### List of Jobbers and Manufacturers Who Sold Finch.

In order that the drug trade may note the houses which cater to price cutters, the Tradesman publishes herewith a full list of the merchandise creditors of Paul V. Finch & Co., of this city, who recently went into liquidation, owing the following amounts for goods purchased:

|                                |            |
|--------------------------------|------------|
| Humiston, Keeling & Co.,       | \$1,426.00 |
| John D. Park & Sons Co.,       | 1,709.54   |
| Robt. Stevenson & Co.,         | 944.57     |
| Foster, Milburn & Co.,         | 250.49     |
| L. Newburger & Bro.,           | 600.07     |
| Edgewood Distilling Co.,       | 326.19     |
| Lehn & Fink,                   | 770.29     |
| Searle & Hereth Co.,           | 216.44     |
| Burrough Bros. Mfg. Co.,       | \$3.04     |
| Columbia Rubber Co.,           | 215.04     |
| Rheinstrom Bros.,              | 123.55     |
| A. H. Platts & Co.,            | 90.70      |
| U. S. Bottlers Supply Co.,     | 15.72      |
| Colgate & Co.,                 | 133.59     |
| Horlick Food Co.,              | 59.79      |
| Putnam Candy Co.,              | 17.49      |
| F. R. Arnold & Co.,            | 41.50      |
| Jas. J. Kirk & Co.,            | 171.03     |
| Lambert & Lowman,              | 74.06      |
| John P. Hill & Granite Co.,    | 122.03     |
| National Distilling Co.,       | 330.15     |
| George Borgfeldt & Co.,        | 173.78     |
| A. M. Foster & Co.,            | 229.09     |
| F. W. Briggs & Co.,            | 117.00     |
| Grand Rapids Paper Box Co.,    | 20.68      |
| Illinois Glass Co.,            | 340.28     |
| Scofield, Shumner & Teagle,    | 13.59      |
| Whitall, Tatum & Co.,          | 97.32      |
| Joseph Fleming & Son,          | 111.00     |
| Pictorial Printing Co.,        | 3.44       |
| A. Habernacht & Co.,           | 48.00      |
| F. W. Briggs & Co.,            | 35.25      |
| M. L. Barrett & Co.,           | 189.44     |
| Chicago Specialty Box Co.,     | 115.33     |
| J. A. Rigby,                   | 115.33     |
| Ullman, Einstein & Co.,        | 300.18     |
| Weld & Rudelsheimer,           | 104.29     |
| Mihalovitch, Fletcher & Co.,   | 500.05     |
| Lachman & Jacob,               | 600.23     |
| West Michigan Printing Co.,    | 52.61      |
| Standard Oil Co.,              | 10.05      |
| Harvey & Harbeck Co.,          | 34.88      |
| Parke, Davis & Co.,            | 35.75      |
| Billing, Clapp & Co.,          | 189.59     |
| Gold Medal Distilling Co.,     | 10.00      |
| Victor Koltz,                  | 304.62     |
| Musselman Grocer Co.,          | 19.79      |
| Acme Grease & Oil Co.,         | 60.01      |
| Paris Medicine Co.,            | 88.05      |
| Dodds Medicine Co.,            | 202.35     |
| Vina Vineyard,                 | 189.06     |
| Crown Perfumery Co.,           | 131.54     |
| A. J. Hilbert & Co.,           | 181.50     |
| Emerson Drug Co.,              | 58.55      |
| A. Shire,                      | 46.97      |
| Louden & Hill,                 | 39.15      |
| Arguimbau & Ramee,             | 31.75      |
| M. H. Treusch & Bro.,          | 44.25      |
| W. R. Warner & Co.,            | 112.25     |
| F. Letellier & Co.,            | 17.39      |
| Nathan, Kircheimer & Co.,      | 60.29      |
| White Tar Co.,                 | 31.06      |
| Toledo Lined Oil Co.,          | 32.68      |
| Myers Manufacturing Co.,       | 149.88     |
| St. Louis Sponge Co.,          | 118.37     |
| Borden & Co.,                  | 50.00      |
| C. W. White & Co.,             | 111.05     |
| Thompson Phosphate Co.,        | 7.05       |
| Williams Manufacturing Co.,    | 54.55      |
| W. H. Horn & Bro.,             | 3.12       |
| Hugo Cahn & Co.,               | 140.37     |
| Gerhard, Mennen Chemical Co.,  | 17.20      |
| Pierce & Stevens,              | 68.73      |
| A. M. Bergavin & Co.,          | 51.08      |
| C. Backley,                    | 15.00      |
| S. G. Detchen,                 | 75.45      |
| Harold Gum Co.,                | 18.75      |
| E. E. Dickinson & Co.,         | 77.19      |
| Chamberlin Medicine Co.,       | 88.27      |
| Frederick Stearns & Co.,       | 71.74      |
| Ullman & Co.,                  | 301.51     |
| Charles Nelson,                | 333.08     |
| Maltine Manufacturing Co.,     | 101.70     |
| Cordelia Wine Co.,             | 10.20      |
| Pioneer Tar Co.,               | 20.40      |
| Armour & Co.,                  | 17.07      |
| Chas. Stern & Sons,            | 106.42     |
| Gundlach—Bundschu Wine Co.,    | 214.35     |
| J. A. Freiburg,                | 158.01     |
| Imperial Cigar Co.,            | 53.00      |
| Goodyear Rubber Co.,           | 57.35      |
| Dr. Kilmer & Co.,              | 174.75     |
| Miles Medicine Co.,            | 103.50     |
| Mellor & Rittenhouse,          | 57.00      |
| H. E. Bucklen & Co.,           | 100.61     |
| Fischer Chemical Co.,          | 92.30      |
| J. A. Pozzonis Phar. Co.,      | 52.25      |
| Chas. F. Miller,               | 52.50      |
| Swift Specific Co.,            | 91.20      |
| Eisner & Mendelson Co.,        | 50.40      |
| Keasby & Mattison Co.,         | 97.20      |
| Dr. Chase Co.,                 | 43.20      |
| Jos. G. Taites Sons,           | 30.90      |
| Justs Food Co.,                | 10.20      |
| Kongdon Manufacturing Co.,     | 25.50      |
| Sterling Remedy Co.,           | 92.52      |
| Anheuser-Busch Brewing Ass'n., | 9.75       |
| A. Blum, Jr., Sons,            | 40.00      |
| New York Phar. Ass'n.,         | 26.60      |

|                         |       |
|-------------------------|-------|
| Arlington Chemical Co., | 45.45 |
| J. H. Tallmadge,        | 29.35 |
| McKesson & Robbins,     | 43.50 |
| Charles Wright & Co.,   | 31.50 |
| Grand Rapids Democrat,  | 83.40 |
| Evening Press,          | 9.00  |
| Michigan Fruit Grower,  | 10.00 |
| Germania,               | 10.00 |
| W. S. Rynes,            | 12.50 |
| E. Kilstrom,            | 13.30 |
| Edison Light Co.,       | 15.00 |

About three months before he failed—Oct. 13, 1897—Finch stated to the representative of one of the mercantile agencies that the "Co." of his firm was nominal; that his stock would inventory \$12,000 or \$14,000, and that his merchandise indebtedness would not exceed \$5,000. In the face of this statement, Finch then secured merchandise creditors to the amount of \$16,964, besides a preferred claim for \$2,400 and a prior chattel mortgage for \$2,000. The secured claims thus amount to \$21,364, and it is believed in some quarters that even this sum does not represent the total amount of his liabilities.

The stock inventories \$12,720. It will be sold at public auction on Feb. 16. In case the trustee realizes 50 cents on the dollar, the merchandise creditors, it is thought, will receive about 15 cents on the dollar.

The failure is simply one more reminder that merchants who conduct business on the cut-throat plan eventually come to grief, or cause grief on the part of their creditors, as is the case in the present instance. No regret will be felt for the creditors of Finch, however, because every house which sold him a dollar's worth of goods did it with a realizing sense that it was thereby putting an additional weapon into the hands of an irresponsible individual to injure the legitimate drug trade of the city.

## Personal Peculiarities of Some Men.

Some one has said that next to the possession of a million dollars is a heart which never grows old. I am disposed to place the young heart first and the million dollars afterward; but I have a friend who would never differ with me on that point, because he is so fortunate as to possess both. I refer to Mr. A. M. Woolson, whose career as the Manager of the Woolson Spice Co. was meteoric, except that meteors come down and Mr. Woolson went to the financial zenith with a suddenness which surprised us all. Beginning life as a retail grocer, he distinguished himself chiefly by his knowledge of coffee, which he roasted, ground and manipulated in his own establishment until he came to be known as a coffee expert. After several men had undertaken—but without success—the management of the coffee plant created by the Toledo grocery jobbers, Mr. Woolson's services were secured, and in a short time the business began to expand until it reached proportions which demonstrated that Arbuckle was no longer the King of Coffee, inasmuch as the kingly symbol rested on the placid brow of the genial gentleman who was no more assuming as a millionaire than he had been as a corner grocer. A fortunate combination of circumstances took Mr. Woolson out of the coffee trade a year ago and he is spending the remainder of

his days in the quiet contentment which he learned to cultivate as a boy and which has clung to him all through life, even during the anxious days and weary nights when he was creating something out of nothing—building up a great manufacturing plant which was to be the wonder and admiration of the business world. Now that he has the time to indulge his inclinations, he finds one of his greatest enjoyments in exchanging letters with the little folk of his acquaintance, one of whom happens to reside in this city. I have been favored with the perusal of some of the correspondence on both sides, and, much as I like money, I am frank to admit that I would rather possess a heart of gold like that of my friend Woolson than own the biggest coffee plant in the world. "Kind hearts are more than coronets," and the man who finds delight in corresponding with a 9-year-old lad—recounting the scenes of his boyhood, the names of his dogs and the characteristics of his playmates, in the simple language and quaint expressions of childhood—is richer, in my estimation, than the Vanderbilt who lives in a palace or the king who trembles on a throne.

It has been demonstrated beyond contradiction that Will. S. Jones, of the Minneapolis Commercial Bulletin, possesses other accomplishments than that of an adroit and successful advertising solicitor. He came to Michigan last week for the express purpose of making a record in an entirely new line of business, and while awaiting the arrival of a snowbound train at Lakeview, the latter part of the week, he accepted the offer of the Detroit, Grand Rapids & Western Railway to shovel snow in front of the stalled train for the paltry compensation of 15 cents an hour. Before he appeared on the field the passengers had calmly settled themselves in their seats and decided to make a night of it. Mr. Jones, however, went at the work with so much vigor and inspired his associates of the snow shovel with such esprit de corps that the obstruction was removed after Mr. Jones and his co-workers had each earned 43 cents of the coin of the realm. For the remainder of the trip Mr. Jones was the hero of the hour, receiving the plaudits of the passengers for coming to their rescue at a critical time and assisting them to reach their destinations without serious delay. Marked copies of this paper will be sent to the general manager of each road over which Mr. Jones travels, so that they may feel perfectly safe that any train on which he is traveling will have the benefit of expert assistance in the event of its being stalled by snow.

No one could live very long on sawdust, although it is fine board, and yet enough shavings enable barbers to exist nicely.

The kicker teaches us at least one thing: he makes us appreciate people who are good natured.

The skeleton in the closet seldom possesses a funny bone.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The market for staple cottons has been quiet, and without any particular feature. There have been a reasonably good number of orders received for bleached cottons, but they are generally for small quantities, enough only to meet the immediate requirements. There is considerable irregularity reported on various lines, although the leading tickets are held "firmly." Cotton flannels, blankets, etc., are inactive. Brown cottons are limited to a small demand, at prices previously quoted. Ducks, drills, sheetings, osenaburgs, denims, ticks, checks, stripes, plaids, chevrons, etc., are without any active demand, although holders are somewhat suffer in regard to terms and discounts.

**Prints and Gingham**—The market in printed cloths, ginghams, etc., has remained steady for two or three weeks, with the exception of certain days, when the weather seemed to influence buyers considerably, more so than would usually be the case in other seasons. Fancy calicoes have, perhaps, secured fully as much business as any other line, and are reported in fairly good condition up to date; but in the more staple lines, it seems to be easy for buyers to get concessions. The former tone of the print cloth market has had some effect on this department of the business, and in common with other lines, printed cloths have assumed a firmer tone. Staple ginghams are limited in their sale, and at previous prices. Fine ginghams in dress styles and novelties are finding a fair re-order demand, particularly in two or three quarters, where quite a large business is reported. The lower grades, however, are quiet, without feature worthy of note.

**Millinery**—Turquoise blue is one of the new shades, and is likely to "take" on very well with the wearers of fashionable millinery, and the capes, or noisettes, shades will be worn largely this season. Hats, although not especially new, are likely to be fashionable this spring, especially the fish scale, but all kinds will be used. Beautiful ornaments will be used, although principally in the buckle line, one of the newest ornaments being an immense buckle, measuring from four to five inches in length, made of mother of pearl and set with cut steel.

**Trimings**—Broad trimmings have been very popular during the past fall and winter season, but as the warmer weather commences to set in, the tendency will be for lighter effects, and for this reason lace insertions will very likely sell quite well, but silk trimmings are expected to sell the best, and so a good call is expected for the silk gimpes and appliques.

**Ready-Made Garments**—In ladies' ready-made garments and outside wraps, tailor-made effects will be quite popular this spring and summer, and the "Princess" gown is bound to have a good call. Scotch and rough goods, from the present indications, are likely to be worn a good deal. Silk waists will most likely be as popular, if not more so, than they were in the season just passed. All goods lined with very showy silks, or plain silks, for that matter, are increasing in favor, and silk undershirts of all colors are decidedly popular, and the sales of these fancy silk skirts are becoming larger and larger all the time.

**Woolens**—Spring woolen goods have sold extremely well, many of the dealers being pressed exceedingly hard to fill all the orders, of which they were in constant receipt. Judging from the demand there has been for these shades, a bluish gray, or grays of all descriptions, or mixtures with green in them, will be very popular for wear this spring and summer. This will be a rather quieter season than the last one, as the tones and effects then were pretty loud, but it will be by no means such a quiet season as it was a few years ago.

**Hosiery**—Roman stripes and plaids will be worn largely in men's hosiery this spring and summer but, of course, blacks will be the most used for dress. These showy patterns in hose were used in a small way last season, but the demand this season is expected to exceed that of last by a great majority. As is well known, it costs more to weave a stocking in a vertical stripe from top to toe, by reason of the point at the ankle, and in weaving a circular stripe, it is less difficult to overcome that obstacle, so, for this reason, the stripes which run around the leg, will be more popular than the vertical stripe, because it does not cost so much to make them.

**Gloves**—For the fine trade in gentlemen's gloves, oak tans, and all the higher grades of English gloves, are selling very well; but in the medium class of trade there are a good many of the regular tans being sold. Ladies are wearing a regular tan, with plain or black stitching on the back. Not much is being done in the way of matching, as it is rather expensive, but contrasts are now desired.

**Carpets**—The season with the regular retail merchant opens more generally the latter part of February, or the first of March. While the advance that is fully maintained on tapestries and velvets by the majority of the leading manufacturers may tend to defer some orders that might have been placed at the old price, its direct effect on all lines of carpets will be beneficial. It will encourage the ingrain manufacturers to hold firmly for present asking prices, and later on materially assist them in obtaining a price for their carpets corresponding to that which the spinner is asking for yarn made from duty wool. It is true that those who were the largest buyers of carpet wool prior to the change in the tariff have had some chance to meet the manufacturer on a lower level of value for yarn than their less fortunate competitors who were not so well supplied, but the time is near at hand when all will be obliged to meet on an equal footing.

### Yorkshire Worsteds vs. Scotch Tweeds.

Yorkshire worsteds and Scotch tweeds have been competing for supremacy in the English and colonial markets, the result being a victory for the Yorkshire manufacturers. The medium and lower grades of Yorkshire goods are somewhat lower in price than the corresponding grades of Scotch goods, owing, it seems, to the better utilization of labor and machinery in Yorkshire, where one operative attends to two looms, whereas in Galashiels and Hawick one operative has charge of only one loom, but the opinion of dealers in both kinds of goods is that the Scotch article has lost favor and the Yorkshire gained favor, chiefly because the latter is more dressy in appearance than the former; in a word, that it is a matter of fashion, the public taste having changed. This may be a point for American manufacturers, as English fashions prevail here to a certain extent.

## HOSIERY

Ladies' Colored Hose 35 and 45c per doz. Ladies' Fast Blacks and Tans from 60c to \$4 per doz. Men's Socks from 45c to \$2.25 per doz. A complete line of Infants' and Children's Hose in Blacks and Tans.

Spring Underwear ready for inspection in about two weeks.

**P. STEKETEE & SONS,**  
GRAND RAPIDS, MICH.

## Impossible

To give any idea of the values we offer in OVERALLS without showing the line. Our lots 1, 5, 7, 9 and 30 are the best trade winners on the market this season. Drop a line and salesman will call.

**Voigt, Herpolsheimer & Co.,**  
Manufacturers and Jobbers,  
Grand Rapids, Mich.

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 6x18 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.



# Woman's World

## What Women Can Do for Their Home Town.

What lovely woman wills to do, she does. As an originator, she is valuable; as an auxiliary, she is indispensable, and when she gets together and determines to do something, she means business and will put it through.

While we are all studying sanitation, and are very properly concerned about cleaning up the city, it would be a good idea for every woman to keep a watchful eye on her own premises, and sweep off her own pavement. There is an old story of a German town that was so exquisitely clean it was the wonder of the whole neighboring country. Anxious committees were sent to interview its mayor and street commissioners and board of health to ascertain what system of street cleaning they found so peculiarly successful. The delegations returned home humbled and crestfallen, with nothing more wonderful to relate than the fact that every woman swept before her own house. It is folly and worse than folly and we are merely a society of organized Mrs. Jellybys if we belong to an organization to advance the city's interests and let our own pavements be unswept and our garbage boxes in the back yard accumulate filth and breed disease. There is a woman in every house on every street in Grand Rapids. If she made it her business to keep the sidewalk in front of her own house clean we should have a swept and garnished city; but she doesn't do it. Here and there is a loyal and patriotic woman who keeps her pavement clean, and it shines like an oasis in the desert of dirty streets where we trail our skirts through the accumulated dust and tobacco spittle and cigar stubs and banana peelings, until a merciful Providence sends a storm along and washes it off for us. Our own doorstep is the best place in the world from which to begin a reform, and every woman should organize a street cleaning company, limited, on her own account, who really has the good of the city at heart. A good broom, as a sanitary and reform argument, is worth twenty good resolutions any day of the week.

Another thing we women can afford to do is to quit complaining about our city and drop our apologetic air when we speak of local affairs. We anticipate every criticism that could possibly be made, and discount it in advance. Any stranger here can confidently count on having every drawback and disadvantage conscientiously and carefully pointed out to him. If, after that, he has the nerve to invest his money here, or come here to live, we are heartily glad of it, but he can never say we encouraged him to do it, or held out inducements.

In a way, this is rank hypocrisy. Most of us think there is no other place in the world where life is so well worth living as right here, but when we speak of it we disseminate our feelings. We say, "Oh, yes, I like to live here," in a tone of voice which implies that any old thing is good enough for us. We are continually apologizing for every defect, real and imaginary. Now, as women are supposed to do a major part of the talking in the world, this matter of disparaging one's city is of moment, and it is important that we take the right attitude towards it. Let's turn over a new leaf and take a hint from the boastful Chicagoese, who have made

their city by sheer bragging on it. Did you ever hear a Chicago man or woman admit there was a single drawback to the bliss of living in that city? Never. They never complain of anything, and would freeze stark and stiff in a blizzard protesting that it was just fine bracing weather.

And, while we are talking about talking, let's talk less about the good old days when Grand Rapids was a small town and more about the better times we have right now. The dear old days are a sacred tradition, but I think they must have been pretty inconvenient and uncomfortable without any electric lights, or trolley cars, or daily mail deliveries, or messenger boy system, or vestibuled sleeping cars, or the thousand and one luxuries then unknown that are now necessities. Let's get a move on us and come up to the present, and enjoy the bright, beautiful to-day that has all the modern conveniences and comforts in it.

Of course, the best way to help on a boom is to patronize home merchants. That's too plain to need saying. The sending-off-for-samples habit will paralyze the trade of any town on earth. It is idle for a woman to pretend to be loyal to her town if she goes to New York, or Boston, or Chicago to buy her gowns and her carpets and her furniture. Patriotism begins at home, and spends its money there. Good times must start for us with our own merchants having a good trade. We are not going to import the profits all went to foreign shop men, and we shall best help to build up our city when we help men to prosper here. Now, as a matter of fact, there is no earthly excuse for women not doing their shopping here. We have goods suited to our climate, and we have dressmakers who are artists in their craft, and whose work is every bit as good as the best "creations" sent over here from Paris and London. Of course, the individual woman amongst us thinks that it is a small matter where she buys her new frocks. So it is, but when hundreds of women send off for their fine clothes and expensive jewelry it is a different and a serious affair. There are women here who, when they go to the seashore in the summer, buy all the things they shall need for the winter, just to have a New York trademark on their clothes; there are houses where the furniture is all bought elsewhere, entertainments where even the flowers are ordered from away. Now, aren't these women traitors and disloyal to their own city? These are the women who need missionary work and who need to be taught that any civic pride that means anything means the support of home merchants. If women are looking for a motto, they can find nothing better to inscribe on their banners than, "Patronize home industries."

And, speaking of home industries, mightn't we show a little more interest in home talent? We have among us musicians who give their lovely voices year after year for the benefit of this charity and that, elocutionists who can always be counted on to contribute their efforts, women and men who have studied Shakespeare and Browning and Ibsen, and all the subjects that we go to hear other people lecture on, but we never invite these prophets within the gates to earn an honest penny by giving a paid entertainment for their own benefit. If they did, not a corporal's guard would buy tickets and be out on the night of the entertainments. But

let any one else come, with any sort of a self-written guarantee of accomplishments, and we fall over each other in our desire to lionize them. Now, hospitality is good, but justice is better, and sometimes it begins at home, too.

In all good truth, no movement can have a better guarantee for success than the support of enthusiastic women. And, on the other hand, I doubt if women can have a better object than the welfare of the city in which they live.

DOROTHY DIX.

## Business Is Business.

An interesting insight into the ways of the ultra new woman was furnished by the testimony in a London court of Mrs. Beauclerk, a stock broker. Mrs. Beauclerk testified that she employed her husband in her office, but that she dismissed him from her employ last August, because of certain derelictions of duty. Whenever she went out she used to lock the door of her private office. "Do you mean to say," asked the Solicitor-General, "that if you saw the man you had sworn to honor and obey writing in your private room you would be so hard-hearted as to say: 'Out you go?'" "I should, certainly," was the answer. "If a wife has a perfectly no-account husband to support, she should have the right to put him out."

## A Job of Printing.

"May I print a kiss on your cheek?" I asked. She nodded her sweet permission. So we went to press, and I rather guess I printed a large edition.

In the Edinburg School of Medicine for Women every student sent to the University during the year 1896-97 has passed a record probably unprecedented in the annals of any other school. Five women received caps at the graduation ceremony, and were enthusiastically greeted by their fellow-students and the audience.

## Woman in the Kitchen.

A certain Pennsylvania woman, who is described by her friends as "a lady in the kitchen," declares that she would rather be the cook in a fashionable house than the mistress of it. This queen of the kitchen has met with many reverses, but instead of growing old and morose she has grown philosophical and is making the best of life, which she finds isn't half bad. She manages to take in the opera from the balcony or from the gallery, sees a good play now and then, reads books which are beyond the comprehension of her mistress, feeds on the fat of the land, and all without the worry of being a fine lady.

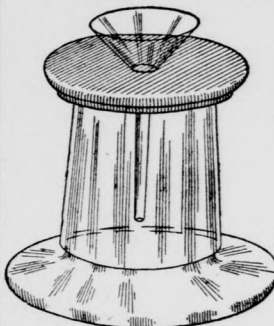
"As for being a saleswoman in a store or a typewriter or a clerk, I wouldn't like it—at least, I would rather be where I am," she says. "My weekly income may not be as large as some of these, but then I am well fed and comfortably sheltered without cost and without price. Nor do I have to rise earlier than the 'lady clerk' or sit up later, and my room is more comfortable than hers, and I am quite sure my work is not half as tiresome nor as disagreeable. Besides, when I have squared accounts at the end of the month, I have more money in my pocket than she, and I don't have to spend any of it for laundry bills nor for frills and finery to wear every day."

"As I don't have to wear my best clothes when at work, I can afford two Sunday costumes, and by judiciously mixing these up I can appear in a different feather every Sunday for a month or more. Then why should I not prefer to be a queen of the kitchen rather than a queen of the office or even of the parlor?"

## Don't Want Them.

The "bargain sale," so dear to the American woman, has been introduced into Germany, with results so disastrous to conservative German business methods that the government has been appealed to to cure the evil.

# THE ARCADE INKSTAND



Is better and cheaper than any other inkstand on the market, not excepting those for which you will pay from \$1.00 to \$2.00, for the following reasons: You can't spill the ink from it. There is absolutely no evaporation from it. It is the only perfect automatic inkstand for red ink.

## SEE WHAT IS SAID OF IT

"It is used throughout the city hall and is the most satisfactory inkstand I have ever seen." FRANK D. WARREN, Grand Rapids, Mich. City Clerk.

"We have it in most of our offices and have never seen its equal either in convenience or economy." HENRY D. PROCTOR, County Treasurer Kent County.

Sent to any address postpaid for 40 cents.

WILL M. HINE, COMMERCIAL STATIONER  
GRAND RAPIDS, MICH. EXCLUSIVE AGENT

A good many

# Wide Awake Dealers

in Michigan are going to push the sale of World Bicycles for 1898.

WORLDS LOOK RUN ARE BUILT RIGHT STAY



and last but not least the PRICE is RIGHT. Good dealers who want to get next to a good thing should write for World catalogue and particulars. Drop a card for our '98 catalogue of bicycle sundries.

ADAMS & HART, Grand Rapids.

Selling agents for World Bicycles in Michigan.



# Around the State

## Movements of Merchants.

St. Johns—Wm. Bond has embarked in the meat business here.

Eau Claire—Wm. A. Baker, druggist, has removed to Coloma.

Traverse City—C. Gore has opened a meat market on East Eighth street.

Muskegon—Henry Tromp succeeds Tromp & Roach in the grocery business.

Menominee—A. J. McLean has sold his wholesale cedar business to J. O. Smith.

Saranac—Mrs. L. A. Hunter has sold her millinery stock to Mrs. Lessie Stuart.

Clio—C. H. Mann succeeds M. E. (Mrs. C. H.) Mann in the hardware business.

Plainwell—Heath & Smith, merchant tailors, have dissolved, F. E. Heath succeeding.

Ann Arbor—A. W. Cochran has opened a fish and oyster market on North Main street.

Grayling—Isaac Rosenthal succeeds Jos. Rosenthal in the dry goods, clothing and shoe business.

Detroit—The Reed-Bentley-Burbank Co. succeeds Reed, Bentley & Co. in the wall paper business.

Pinkney—Reason & Sheehan succeed G. W. Reason in the hardware and implement business.

Detroit—Floyd E. Bowen & Co. succeed Bowen & Goodby in the merchandise brokerage business.

Grand Ledge—W. J. Hoffer & Co. succeed Hoffer & Hoover as proprietors of the Monitor flouring mills.

Holland—John Van Zanten has purchased the Holland tea store of his brother, William Van Zanten.

Port Huron—The Boynton & Son Co. succeeds Boynton & Son in the wholesale and retail notion business.

Croswell—Sherk Bros., general dealers, have merged their business into a corporation under the same style.

Traverse City—H. D. Baker, of Vicksburg, has purchased an interest in the drug business of P. W. Kane.

Saranac—R. E. Arthur & Co. have purchased the shoe stock of Ed. F. Payne and consolidated it with their own.

Baldwin—Thos. Heffernan has sold his store building to Chas. Bates, who has contracted to purchase the stock later.

Buchanan—Elson & Co. will embark in the millinery business April 1, in connection with their photographing business.

Middleville—The firm of M. S. Keeler & Co., general dealers, has been dissolved. The business will be continued by M. S. Keeler.

Hudson—Wenzel & Hasbrouck have sold their lumber and coal business to John U. Harkness, who will take possession March 1.

Harbor Springs—D. E. Hawkins has leased the city bakery of Mrs. Long and will conduct a lunch counter in connection therewith.

Kalamazoo—The O. K. Buckhout Chemical Co. succeeds the Buckhout Chemical Co., of which O. K. Buckhout was proprietor.

Benton Harbor—A. S. Miles, who has been salesman in the shoe department of W. L. Hogue's clothing store, has purchased the Hogue shoe stock of S. M. White and will continue the business for the present at the same location.

Kalamazoo—M. C. Henry has purchased the grocery stock of Chas. S. Sharron and will continue the business at the same location.

Decatur—Henry Byers has taken Earl Miller as a partner in his musical instrument establishment, the firm name being Byers & Miller.

St. Johns—The dry goods firm of Davies, Adams & Co. has been dissolved by mutual consent. A. C. Adams will continue the business.

St. Joseph—Morrow & Stone have opened a grocery store in connection with the Martin Palace of Trade, placing Frank Carlisle in charge.

Grattan—The Grattan Mercantile Co., composed of Ernest L. Lessiter and Geo. Whitten, has been dissolved. Mr. Lessiter will continue the business.

Williamsburg—James Ennest, formerly of the firm of Stanley & Ennest, general dealers at Maple City, has purchased the general stock of Frank H. Vinton.

Owosso—Chas. Connor, wholesale and retail oyster dealer, has taken a partner in the person of C. B. Radford. The style of the firm will be known as Connor & Co.

Portage Lake—The firm of Nast & Karger, meat dealers, has been dissolved. The business will hereafter be conducted by S. Karger and his sons, Lessin and Sam.

onia—The copartnership existing between O. J. Bretz and Chas. H. Bradley, furniture dealers and undertakers, has been dissolved, Mr. Bradley continuing the business.

Morenci—Harry Spencer has purchased the interest of his partner, Herbert Hodge, in the drug and grocery firm of Spencer & Hodge and will continue the business alone.

Onkama—Wm. Hatch has sold his restaurant to Frank Somerville, who will establish a candy factory in the building. Mr. Hatch will continue the wholesale and retail ice cream business.

Alma—V. S. Hollenback has purchased the interest of J. T. Peters in the furniture and undertaking business of Peters & Dean and the new copartnership will be known as Dean & Hollenback.

Benton Harbor—The Berrien County National Bank of Benton Harbor has been organized, with \$50,000 capital, and will acquire the vault, safe and fixtures of the defunct First National Bank.

Harbor Springs—The dry goods firm of Welling & Stein has been dissolved, Mr. Stein having purchased the interest of his partner. Mr. Welling will remove to Big Rapids, where he will engage in business.

Petoskey—Max Spangenberg, who has been engaged in the meat business here for twenty-five years, has closed his market and will either devote his attention to his Lake Park resort or embark in other business. Mr. Spangenberg came to Philadelphia from Germany about thirty years ago, where he married and soon went into business for himself. He remained in Philadelphia several years before coming to Petoskey.

Chester—A. L. Spafford informs the Tradesman that the report that the patrons of the Co-operative Association store originally invested \$600 in the enterprise is incorrect, inasmuch as the original investment was only about \$100. No more money was put into the business, yet two and a half years later Mr. Spafford was able to show that the goods on hand had an inventory value of nearly \$1,300 and brought \$600 over and above the indebtedness.

Belding—W. F. Bricker and E. R. Spencer have traded real estate in this city for the general stock of Holmes & Dancer, of Stockbridge, and have removed the stock to Belding and opened it up in the Bricker double store.

Port Huron—The Michaels Clothing Co. has filed articles of association with the County Clerk. The capital stock is \$5,000, held as follows: Rosa Michaels, Corry, Pa., 310 shares; C. Weil, Port Huron, 180 shares; M. Michaels, Port Huron, 10 shares.

North Lansing—A. L. Harlow, who recently removed to this place from Charlotte and embarked in business under the style of the Bauner Grocery Co., has purchased the grocery stock of John Rork and removed it to his new store in the Rouse building.

Owosso—Crowe Bros. have merged their shoe business into a stock company under the style of the Crowe Wesener Co. The new corporation has a capital stock of \$10,000, all paid in. August C. Wesener, who joins the new enterprise, has been head clerk for Osburn & Sons for several years.

Lansing—G. E. Cimmerer, grocer at 108 Franklin street, has been giving trading stamps, but in an announcement just issued he says: "I have been giving trading stamps for the past year, but my year having expired Feb. 1, 1898, and with the experience I have had with them, I have decided that it is better for my customers to get their groceries at less price than it is to get the stamps. Having so decided, I will give no more stamps."

## Manufacturing Matters.

Holland—Peter Stegenga has started a broom factory here.

Marshallville—M. O. Walker succeeds Frank Ching in the flouring mill business.

Mt. Pleasant—Houck & Wells have leased the grain elevator of Carr & Granger for a period of five years.

St. Johns—Hugh W. Morris has purchased a building of the St. Johns Land Co. and will shortly embark in the manufacture of medium priced chairs.

Stanton—J. W. Willett & Co. have moved their saw and shingle mill back here from Ionia county and consolidated it with their planing mill in this city.

Eaton Rapids—Wm. Smith is now manufacturing both egg crates and fillers at his factory in this city, being the only manufacturer in the country who combines both lines of business under one roof.

Millbrook—The Wm. Lane Cedar Co. has purchased 180 acres of timber land near this place, which is expected to yield 8,000,000 shingles, 500,000 feet hemlock lumber, 100,000 feet black ash lumber and 1,000 cords of beech and maple wood.

Detroit—The San Telmo Cigar Manufacturing Co. has filed articles of incorporation. The capital stock is \$10,000, all paid in. The incorporators are as follows: Oscar Rosenberger, 400 shares; Oscar Rosenberger, trustee, 380; Oscar Rosenberger, trustee, 200; James E. Mareutette, 10; Charles W. Stubbs, 1 share.

Jackson—A company known as the Jackson Sleigh Co. has been organized at this place with a capital stock of \$10,000, all paid in. Harry G. White, of Mancelona, has 350 shares; Edmund H. Carpenter, Jackson, 270; Albert C. Teer, Jackson, 100 and E. M. White, 280 shares. The company proposes to manufacture vehicles of all kinds for wholesale and retail trade.

Covington—This place will soon be upon the map. It is situated 65 miles west of Marquette, on the D., S. S. & A. Railway, in the heart of a large tract of hardwood. Already there are a few settlers close by on homesteads, who spend most of their spare time cutting cordwood for Chapin & Manness, whose headquarters are at Trout Creek at present. Several houses will be built here the coming season.

St. Johns—The St. Johns Spring Co. has been re-organized, local business men having taken stock in the corporation to the extent of several thousand dollars. Thomas Bromley, Jr., has been elected President of the company, J. T. Millman will act as Vice-President and M. D. Hubbard will serve as Secretary and Treasurer. The buildings occupied by the corporation will be moved to a location adjoining the railroad, which will effect a saving in the drayage bill of several hundred dollars per year.

Kenton—This is a model little lumbering town and is the headquarters of the Sparrow-Kroll Co., which operates one of the best mills in the Upper Peninsula. The town is located in the heart of the best standing pine along the D., S. S. & A. Railway and, unless the pine tributary is devastated by forest fires, it will be a thriving place for several years to come. The Sparrow-Kroll Co. has a contract to put in the timber of the Kirby-Carpenter Co., besides that for its own consumption here. The K. C. Co.'s logs are taken over the railroad owned by the S.-K. Co. to the St. Paul Railway, eight miles north, whence they are taken to Menominee to be sawed.

Kalamazoo—Suit has been commenced by summons in the Circuit Court against M. Henry Lane for \$25,000 by Luke Cooney, Jr. The case grows out of the alleged action of Mr. Lane in endeavoring to sell the cash register patents which are owned by a company composed of Messrs. Luke Cooney, Jr., M. H. Lane, H. P. Kauffer, H. B. Peck, F. B. Lay and Lawrence Cooney. The patents were obtained by Luke Cooney and the company was organized to develop and sell the same, the promoter being W. C. Johnson. The foundation for the suit rests in the alleged action of Mr. Lane with Mr. Johnson in a deal which was on in New York. In support of the claim of a conspiracy and attempted fraud there are about a score of Mr. Lane's letters which were written to Johnson.

## Dundee's Linen Trade.

The average importation of jute into Dundee for the past four years has not been far short of 240,000 tons a year, while the imports of flax and tow average 22,000 tons. The exports of linen yarn last year amounted to 18,200,000 pounds; of linen cloth, 164,500,000 yards; of jute yarns almost 50,000,000 pounds, and of jute cloths 237,000,000 yards. The feature of the trade was an increase of 30 per cent. in the exports of jute yarns as compared with 1896.

Howard Morley, general dealer at Cedar Springs, has added a line of groceries. The Clark-Jewell-Wells Co. furnished the stock.

John Jagt has opened a grocery store on East Bridge street near the corner of North Union street.

The trade-bringing accomplice of the jobber and manufacturer is the commercial traveler.

Gillie's New York teas. All kinds, grades and prices. Phone Visner, 1589.



## Grand Rapids Gossip

### The Grocery Market.

**Tea**—There has been no change in prices during the week, although some grades are rather firmer than during the week before. The storm and cold weather have interfered with the trade to some extent, but only temporarily. There ought to be a general re-opening of trade all over the country in a few weeks.

**Coffee**—Some New York estimators put the Santos crop of this year at 6,000,000 bags, and that of the coming season at from 5,500,000 to 6,500,000 bags. It seems to be a probability that the coming crop of Brazils will be fully as large as that of the year just past. Wm. Scott & Sons have compiled figures showing the receipts and distribution of coffees in this country during the year 1897. They show an increase in distribution of Brazil coffees of 59,195 tons, or 989,317 bags, and a decrease in distribution of mild coffees of 2,139 tons, or 96,988 packages. The sales of Brazils were 4,334,837 bags, or 254,990 tons. The total sales of coffees in this country during the year were 329,534 tons.

**Canned Goods**—Holders of tomatoes appear to have faith in the prospects for higher prices, but are obliged to shade if they want to sell goods. Corn is slightly stronger than tomatoes, and the price is well maintained. All sales are made at full figures, but the demand is only moderate. There is nothing doing in peas, which rule at unchanged prices. A few California peaches are selling, but the demand for Eastern goods is dull.

**Dried Fruits**—The consuming demand of seedless raisins has increased, because of the increased cost of currants, and this has started considerable speculation in this line of fruit. While strictly sound raisins are held very firm on the Coast, there is a good supply of rain-damaged fruit that can be had at low rates, and much at the buyer's own terms. A good many of these goods are being sent East on consignment, to be sold at enough to cover cost with a little over for the growers. The prune market is reported to be very healthy on the Coast. The demand from European sources has absorbed so large a portion of last year's crop that no surplus is found there. The demand for the Klondike is also taking a considerable stock, while the general consumptive demand is good.

**Crackers**—The past week has witnessed the consummation of the biscuit deal, through the organization of the National Biscuit Company, and the purchase of the assets of the New York, American and United States companies, together with recently acquired properties, for about \$18,650,000. The money was paid over by the Illinois Trust and Savings Bank of Chicago from the subscriptions received from old stockholders and underwriters for the new preferred stock, which amounts to \$23,000,000. The company starts in business in a strong position financially, as well as with reference to the biscuit trade. It is now operating about 140 plants, which have 90 per cent. of the business east of the Sierra Nevadas, and the corporation has in its treasury over \$1,500,000 in cash, \$2,000,000 in preferred stock and \$5,000,000 in quick assets of the old companies, including materials and accounts and bills receivable.

**Rice**—No. 1 Japan is about all

cleaned up on the market, and prices are high. All rice, foreign and domestic, has held to a very strong position, quite beyond expectations.

**Syrup and Molasses**—There is a better movement in sugar syrup, the low grades of which are not to be had. Prices are unchanged. Molasses is very strong, and with a small demand. If any demand develops there should be a material advance.

**Cheese**—The cheese situation is not so strong as the trade expected. It is hard to account for this fact, as stocks are very small for the demand. Buyers are not taking hold of cheese very freely at present. The consumption of cheese must be quite light, or else there would be more activity.

**Fish**—There is no quotable change in the market, but all New England fish are firm. There has been a considerable loss of shipping, and men, in the late storms, the cod and haddock fisheries suffering to a considerable extent.

### The Produce Market.

**Apples**—Prices are unchanged. 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 movement is very steady, and the stock is of good quality. The total trade in this fruit this winter is rather above the average trade of this season.

**Beets**—25c per bu.

**Butter**—Factory creamery is moving fairly steady on the basis of 17@18c. In dairy grades the market is well cleaned up on extras, but on the lower grades the movement is slow. There is a steady call for fancy lots of roll and print at the present prices, and arrivals are well cleaned up. Prices range from 10@14c, according to quality.

**Cabbage**—The market is stronger and higher, choice stock having advanced to \$3 per 100.

**Carrots**—30c per bu.

**Celery**—Without change, choice stock readily commanding 20c per bunch.

**Cranberries**—Stocks are so nearly exhausted that the staple is practically out of market.

**Eggs**—Arrivals are coming in very freely and strictly fresh have declined to 14@15c, with indications of still lower prices in the near future.

**Honey**—11c for white comb and 8@10c for dark.

**Lemons**—The market is steady, with a little firmer feeling on California stock. The movement is light, but not lighter than is normal at this season of the year. The stocks of Messinas are very light. California fruit is the bulk of the offerings, and is of fine quality.

**Lettuce**—Grand Rapids Forcing has declined to 12c per lb.

**Onions**—The market is unchanged, both yellow and red varieties being held at 75c. Spanish are practically out of market.

**Oranges**—Up to the present time the receipts, although well colored, were in a measure immature and not as sweet as the fruit is at its ripest. From this time on the receipts will be of sweeter and more mature stock. The shipments to this market had for a time slackened up to give time to clean up the stock of the first pickings. Mexicans are showing an easier feeling, quoting at 25c less per box than last week. The total movement of oranges is good, and the trade promises to be very large this season.

**Potatoes**—The market is in fairly good shape, considering the manner in which local buyers have held the price up at the principal buying points throughout the State. The demand is good and, now that the weather has moderated again, stock will begin to move with the old-time activity.

**Sweet Potatoes**—Illinois Jerseys command \$3.75 per bbl.

### Underhanded Methods of the Bell Telephone Cohorts.

Word comes from Holland that a brother of F. A. Forbes, President of the Michigan (Bell) Telephone Co., spent two days at that place last week, endeavoring to induce subscribers of the Ottawa Telephone Co. to discontinue the independent telephone service and put in Bell instruments. His inducement was a three-year contract, the first year free and the two remaining years at \$12 a year.

The Tradesman is not surprised that the Bell Co. should make such an offer, for the selfish object of the proposition is too apparent, and it is not strange that Mr. Forbes left Holland disappointed in his mission.

The independent companies have more actual telephones in service in Michigan than the Bell Co., and the number is increasing rapidly. State lines are flourishing and better service is being given on the new lines than the Bell gave formerly. The success of the movement against the Bell Co. is assured and already reasonable rates have been established in many parts of the State. If the Bell Co. should drive out the new enterprises, old rates would be established immediately. Here in Grand Rapids the Bell Co. makes out its residence rental bills as formerly—at the old \$36 rate—and marks them paid and delivers to the subscriber. This shows that if the Bell Co. ever gets on its feet again, it will charge \$36 for the same service now given by the independent company for \$20 per year. It can do this because it is operating without a franchise, while the Citizens Co. cannot raise its rates above the present basis on account of its being restricted by franchise. The only safety to the public is to encourage independent exchanges wherever possible, because it is the avowed intention of the Bell Co. to make the people pay dearly for their experience in case it ever gets the upper hand again, which all friends of justice and fair play devoutly hope may never be the case.

### Flour and Feed.

During the past fortnight flour has been dragging along behind a speculative wheat market. In the meantime, flour stocks are being gradually reduced to a point where traders will find it necessary to purchase for actual needs. If we are to have a sort of sky-rocket market for the next few weeks, as predicted by conservative traders, it behooves buyers of both wheat and flour to be very careful in regard to their being interested very much on either side of the market. On the other hand, the writer cannot but believe that, with wheat not above \$1 per bushel, flour purchased for the actual requirements of business for the next three or four months will prove to be good property.

The city mills are running steadily and booking their usual share of business.

Millstuffs are in good demand and bran is very firm at \$1 per ton advance in price. Feed and meal are also in good demand, ranging 50 cents per ton higher.

WM. N. ROWE.

### Hides, Pelts, Furs, Tallow and Wool.

Hides have advanced another ¼c and are few in number. Tanners begin to object to the price asked and prefer to say, 'Let my neighbor have them if he wishes them.' Someone must work in less if the supply is to go around.

Pelts are equally scarce and have

reached the limit at which price pullers will handle them. A new demand opens up in the Klondike region for a certain class of skins—those too short in wool for profit to the puller and too long for mitten stock—which are used for clothing and sleeping bags.

Furs hold their own in value, with lighter competition, the speculative demand having ceased, for the present at least.

Tallow is weaker for soap stock, with ample supply. White edible is in good demand at fair prices. Soap stocks are of so many kinds that tallow has no bright future. There is no improvement in lard to enhance values on a dull trade of soaps.

Wools are firm at old prices, with no snap to the trade and with light sales. Considerable has left the State in the past two weeks, holders having weakened, although the bulk is held here, too close to seaboard prices to move readily. Eastern buyers are in the State to take advantage of any weak spots, as the product is wanted East to replenish depleted stocks. It will all be in demand later, as the foreign supply is limited and inferior in quality.

WM. T. HESS.

### The Grain Market.

The wheat market has been remarkably quiet during the past week. The receipts in general were large, but the exports showed a falling off and, owing to the small decrease in the visible, prices sagged. The greatest decline was on cash wheat, but futures declined about 1c per bushel. The decrease in the visible was 580,000 bushels, against 1,705,000 bushels for the corresponding week last year. As has been stated before, speculation is dead, so far as the May deal is concerned, as one man has a corner on that part of the market.

Argentine did not export as much wheat as she did the previous week and it looks now as though there would be a falling off in her exports this week. India has also been exporting only a small amount of wheat, when large exports from that country were looked for. Notwithstanding the market has a very bearish tone at present, we are positive that prices will advance in the near future, as the present large receipts cannot keep up.

Corn was easy and featureless, as no one was interested in it. The same can be said of oats. Mill feed is very strong and scarce and we note an advance of \$1 per ton on bran.

The receipts of wheat were 61 cars, corn 11 cars, and a lonely 1 car of oats. Millers are paying 88c for wheat.

C. G. A. VOIGT.

### Echoes of the Wayland Failure.

Peter Doran, attorney for A. B. Bosman, of Holland, has served notice on the Peninsular Trust Co. not to pay the alleged claims of Brown & Adams, B. Van Anrooy and Chas. E. Sherwin against the bankrupt estate of the Wayland Manufacturing & Mercantile Co. and asserts that he will contest their payment to the extent of carrying the matter to the Supreme Court. The action of Brown & Adams in presenting an alleged claim of \$320 for legal services is not unusual, in view of the custom of attorneys in such cases, but the nerve of Van Anrooy and Sherwin, in attempting to mulct the estate to the tune of \$640, after beating their creditors to the amount of several thousand dollars, certainly places these alleged gentlemen in a very unpleasant light before the business community.



## GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 5.—The edge of the big Boston storm which this city received caused some delay in local trading, but the mills were soon grinding and the drays running, and to-day business moves in its normal channels. The month opens well among jobbers and all seem well satisfied with the volume of business doing, although professing their ability to take care of a "little more."

The fruit trade is greatly agitated over reports from Germany prohibiting American fruit. Matters seem somewhat mixed and it is hard to ascertain just how far the prohibition extends. There is great cry of "retaliation," but it is hoped the matter will be amicably adjusted.

The coffee market has been firm all the week. Orders, while not large, have been numerous and have come by mail and wire from nearly all parts of the country. Rio No. 7 is quotable at 6½¢. Very little has been done in a speculative way, but contracts have been made on a slightly higher basis than a week ago. There are in store here and afloat, 1,096,541 bags, against 688,285 bags at the same time last year. In mild coffees there has been an average amount of trading at unchanged quotations. The Java crop is said to be likely to be very much smaller than last year, the reduction being almost 75 per cent. Prime to fancy Padang coffee is worth to-day 22½¢@30¢.

Reports from Cuba say that the output of sugar in that island will probably not exceed 300,000 tons, instead of 400,000 tons, which it was thought a short time ago would be the yield. Notwithstanding this, the market for raw sugars has been very dull and refiners seem to be unwilling to do any business in advance of current wants. Refined have improved. Orders have come in freely and the opinion is that stocks generally must be pretty low. Prices advanced ½¢ to-day.

Some little improvement has been observed in teas, but, as a rule, transactions have been limited. Buyers seem to think sellers' rates too high and are not willing to invest in more than sufficient for present business. Auction sales have been rather lightly attended.

While orders have not been large nor very frequent, the tone of the rice trade is firm and prices are well maintained. Southern markets are reported as firm and the arrivals extremely light. New Japan is meeting with considerable enquiry on a basis of about 5½¢ in carload lots. Prime to choice Southern, 5¼¢@5½¢.

Spices are firm and some very good sales are reported. Quotations are not apparently higher, but an advance is likely at any time, although it is not probable it will be large.

The molasses market shows some animation, but actual transactions have not been numerous, nor have the amounts been large. Dealers profess much confidence in the outlook. Quotations are firm and concessions are almost unknown.

The demand for syrups is better and dealers are hopeful. Supplies with refiners are said to be light and prices are firm.

Sales of canned goods futures have been the most interesting topic for discussion during the week. Tomatoes are about 10¢ higher than last year and the sales of corn which have been reported are generally above last season's rates. Present business is very good and brokers are all doing a good trade. Reports indicate the starting up of many new factories this year, but they will live only as they turn out meritorious goods.

Dried fruits are firm. There is a good enquiry for raisins, and prunes are especially firm. Holders on the Coast will not part with their stock except at full rates, Santa Clara prunes being held at 3¢ f. o. b. coast.

The very cold weather prevented the shipment of green fruits until Friday

and trade was almost completely stopped. Prices show about the same range as last week. California oranges are quotable at from \$2.10@2.50.

There is little doing in beans. Choice marrows are worth from \$1.30@1.35. Choice pea, \$1.10.

Western dispatches indicating greater firmness there have had a like influence on the butter market. The cold weather, too, had something to do with the hardening tendency. Prices, however, have not appreciated more than a small fraction and more than 20¢ has been obtained only in a very few cases.

Twenty cents is the general figure for fancy Western creamery. For firsts of really fine quality 19¢ has become the established rate, but the stock must be very nice to fetch this. Some medium grades of creamery which have been held here for some time are moving out at 16¢@18¢. The arrivals of butter have been very light and on Thursday were but 1,735 packages. Exports have been small and the quality of butter going abroad has been inferior.

Practically nothing is being done by cheese exporters. The home trade shows some improvement and the general situation is somewhat better. Still there is room for improvement. Small size full cream N. Y. State cheese is quotable at 9¢@9¼¢ for September make. Large size, 8½¢@8¾¢.

Arrivals of eggs are somewhat larger and the market is hardly as firm as last week. Western eggs are worth from 18¢@19¢. The cold weather has prevented a large business, but dealers yesterday were more in public view and transactions were larger. Daily receipts are now about 5,000 cases.

## How He Laid the Foundation of His Immense Fortune.

The death of Charles Fleischmann, whose name has become world-wide by reason of the celebrated Fleischmann yeast, which occurred suddenly at his home in Cincinnati on December 11, removed from life one of the greatest philanthropists and capitalists the world has ever seen. In his life the boy of to-day can find a bright example, and the business man a paragon of honesty and integrity. His death was a great public calamity to Cincinnati, the home of his adoption, and to the country in general.

His name has become a household word throughout the length and breadth of the land, and to all to whom he had become personally known, either among the army of his employees, in business life or charitable institutions, his death was received as a great loss, and as sincerely mourned.

Mr. Fleischmann was born in Hungary, near Budapest, November 3, 1834. He was the oldest of five sons and the second child. His brothers were Colonel Louis Fleischmann, of New York, Henry, now in Europe with a stable of trotting horses from the Fleischmann stables, Gustav, a resident of Buffalo, and Maximilian, deceased.

The deceased came to America in 1866, and went to Cincinnati in 1868. On his birthday in 1869, he was married to Miss Henrietta Robertson, of New York City, who survives him. The other members of the family are Julius and Max Fleischmann and Mrs. C. R. Holmes. Four children survive.

Mr. Fleischmann's first experience in the business world was gained while living with a Hungarian nobleman. He had left home at the early age of 13, and some six years were spent under the care of the distinguished Hungarian, who had evidently taken a notion to the young man, and with the eye of the seer saw the bright future in store for him. It was in this capacity that the boy learned the distiller's trade, as it was taught then only in Hungary, and at the same time gained a knowledge of the manufacture of yeast. He traveled much, too, with the nobleman, and indeed it was in the early years of his life that he acquired the habit of exercising more and more the wonderful perceptive faculties with which he was endowed, and which in after years proved so useful to him.

The age of 19 found him engaged in

a general mercantile house. It was some years later that his mind began turning to the great new country. Just how all those intervening years were filled up does not appear, but the year 1866 saw him landed in New York, in company with his brother Maximilian. The brothers were not long without employment. The need of better facilities for distilling liquors in this country had been felt for some years, and when it became known in New York that these two brothers were distillers from Hungary, they were at once given employment.

One of their first acts was to get a patent upon a process for distillation, by which it was claimed a much larger yield would be obtained from the same amount of grain. After two years in the metropolis, the brothers Fleischmann went to Cincinnati, and the prosperous career of the deceased capitalist dates from that period. It has always been a source of special pride that the history of Mr. Fleischmann's unusual business successes should be interwoven with the history of the city of his adoption, and for which he always held the warmest feelings of love. And this all dates back little more than a quarter of a century.

In 1879 Mr. James W. Gaff visited Europe on a pleasure trip. During his travels he made a tour of Hungary, and visited several distilleries. There he saw for the first time the utilization of a product of the distilleries in the form of yeast. Further than that, he sampled the famous breads made therefrom. When he came home he at once went to Charles Fleischmann and told him of the yeast.

"Why, I know all about that yeast," said Mr. Fleischmann; "I have made it, and can make it again."

"Then why in the world didn't you tell me before?" was Mr. Gaff's surprised reply.

Mr. Fleischmann explained that he had not deemed its utilization practical in this country, but Mr. Gaff was enthusiastic, and a partnership was at

once formed, and the foundation was then and there laid for the immense fortune reaped by the two partners. It was then decided to try the venture in New York. A large distillery was leased. The Centennial Exposition in Philadelphia proved the turning point in the tide of Mr. Fleischmann's affairs. The firm decided, as a last resort, to make a grand display at that exposition. Thousands of dollars were expended in fitting up an exhibit that will be remembered to-day by every one who visited Philadelphia in 1876.

The idea was merely to advertise the yeast. Ovens were built and the actual workings of the yeast were shown, even down to the baking and serving of the bread. But a restaurant was added, and besides enjoying the advantages of the immense advertisement received, the firm cleared many thousands of dollars from the sales during the exposition. From that time on the success of the firm was established, and the business was in a condition to allow Mr. Fleischmann to exercise the splendid executive ability that brought all his successes of after years.

## Niggah Knows Wot's Good to Eat.

Written for the TRADESMAN.

Dat dah chicken's mighty gran'  
Roostin' up dah, fat an' fine;  
I'll sure git it, ef I can—  
Gwine to make dat chicken mine.

Fat an' slick as any eel,  
Jess de size foh pickin';  
I reach up, an' den I feel  
De neck ob missus' chicken.

Jess a minit I is gone,  
Chicken she gone, too!  
'Way down vondah troo de cawn  
Bet yoh life I flew.

Put de pot on, Mary Jane,  
Fetch de skillet niggah;  
White folks' loss is niggahs' gain;  
Fix to fan de fiah.

Biled or fried, it's ha'd to beat—  
No time now foh kickin'.  
Niggah knows wot's good to eat—  
Dat's why he eats chicken!

E. W. ROWELL.

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GRAND RAPIDS, MICH.



**Mr. Hinckley's Valentine and What Came of It.**

Written for the *TRADESMAN*.

"Mr. Marshall, will you step into my office?"

It was Mr. Hinckley's voice that spoke, on the morning of the thirteenth of February. Such a request is the most common thing in the world, yet so unusual was the matter upon which I was consulted on this particular morning that I recall it all vividly.

Mr. Hinckley, in whose employ I have been for a number of years, is a man of about thirty-five summers, very dignified, very silent and very reserved—a very successful business man. I have always respected and admired Mr. Hinckley, and I have reason to suppose he values my services as an assistant; but there has never been the slightest intimacy or friendship between us. He called me in, on this particular morning, not to unburden his heart of its secrets, but simply because he thought that, concerning the matter in hand, my judgment might be better than his own. He was a man who had been very much absorbed in his business ever since I had known him. He never went into society. He knew almost nothing of women and their ways and was rather shy in their presence.

This morning his manner was a little constrained, but he maintained his dignity as usual. He was the employer, I the employed, knowing well my place.

"I want to consult you about a little matter, Mr. Marshall. I have here a little poem which I intend to send tomorrow to a—a friend."

He then showed me a little manuscript which, judging from its soiled condition and the frequent erasures, must have been a matter of no small labor with him.

"I wish you to copy this in your best hand;" and he took from his desk some elegant note-paper, upon which I was to write. "I also want something to start it with," he continued; "didn't the old poets invoke the aid of the muses—or—something of that kind?" he asked in a vague sort of voice.

I answered that I was sure they did. I then read his production over carefully and, after a moment's thought, suggested this couplet:

Come to my aid, ye muses nine,  
And help me write this valentine.

Mr. Hinckley thought this would answer nicely. He then asked me very gravely what I thought of the poem.

Having been trained in my youth to strict truthfulness in all my conversation, I always try to keep as near as possible to the line of verbal veracity; and, if I am sometimes compelled to deviate from it slightly, I feel more comfortable if the deflection consists more in the gestures and intonations employed than in the actual words. So I responded promptly, and with no perceptible trace of insincerity, that I considered it a very remarkable production. I further added that I had never seen anything like it, and that I thought it could not fail to please.

Since that interview, I have always plumed myself greatly, not upon the counsel I gave him, but upon the fact that I restrained myself from giving a lot of advice he did not ask for. I felt perfectly at home on the subject. While by no means a handsome man, it has always been said of me that I have a winning way with women. If I had Mr. Hinckley's bank account and other resources to draw upon, I should feel no great hesitancy in attempting to win almost any girl's affections. It was on

my lips to tell him that, if the case were mine, I shouldn't send that valentine. Why not take the lady to the opera or theater, get permission to call upon her, send her music and books and flowers, and thus proceed in a more conventional manner generally? But I refrained from any such suggestions and instead proceeded dutifully to copy the poem.

When Mr. Hinckley told me that the missive was to be addressed to Miss Eloise Norton, giving the street and number, I felt a great lightening of responsibility. If, in time of war, you were advising a military officer concerning the best way to take a fort, you would not weigh your words so carefully if you were morally certain that the fort would surrender the moment he fired the first gun. Miss Norton had been typewriting in Mr. Hinckley's office for a few weeks, but on this particular day she was absent for some reason. She was not a beauty, yet she was pretty enough, and nice enough in every way, although just what had infatuated Mr. Hinckley I could not see. I calculated that he had sense enough to know that it might be many a long day before another suitor such as Mr. Hinckley offered himself, and I predicted, in my private consciousness, that his conquest would be an easy one.

The poem, complete, read as follows:

Come to my aid, ye muses nine  
And help me write this valentine.

A LADY'S HEART.

It is a Problem; dark and deep  
The mysteries that involve,  
And from my grasp the fates still keep  
The clue by which to solve it.

From learning's well I do not drink,  
Nor care I to be able;  
But still, I seek this "missing link"  
In happiness' cable.

It is a Safe, upon whose store  
I place the highest valuation;  
This single fact do I deplore  
I do not know the combination.

It is a Star that dazzles bright  
In azure firmament above me.  
Dear Star, pray leave your airy height—  
Come down to earth and stay and love me.

Mr. Hinckley placed at the close his own characteristic signature.

"Could you suggest anything to send with the poem?" he asked.

I replied that I thought nothing else would be so appropriate as some beautiful flowers to accompany the effusion, and at his request I went to the florist's and ordered them. It cost him a pretty penny, but he was delighted with my selection, and the offering was dispatched to Miss Norton's home on the morning of St. Valentine's Day by a trusty messenger.

I am unable to describe what emotions swelled the lady's heart upon the receipt of this token of Mr. Hinckley's love, or what passed between them the next time they met, for I never was told. I am painfully limited to giving the few plain facts in my possession. But she resigned her position in his office and soon after began to reign gracefully and graciously in his elegant home.

And a very competent and business-like spinster now wields the keys of the typewriter in Miss Norton's stead.

QUILLO.

**Longest Run on Record.**

"I can't afford," said the man of moderate means, "to go to many places of amusement, but I am admitted free to the play with the longest run on record, 'The Struggle of Life.'"

**Not Always to His Credit**

She—It's always to a man's credit when he is able to stop drinking.

He—Not always. Sometimes it's to his lack of credit.

**An Antiquated System.**

It is a peculiar anomaly that, while in this country we have a decimal system of coinage, we still cling to an old and cumbrous system of measurement and weight. We are inclined to laugh at England's persistency in adhering to the old methods, and smile at the time wasted by British school children in learning that forty pence is "three-and-four pence" and fifty pence is "four-and-tuppence," but we can hardly afford to do this when we ourselves are so imbued with British conservatism as to adhere to the system of weights and measures which has come down to us from Colonial times.

It would be difficult to adduce any reason for retaining our present difficult and unsatisfactory system, while on many accounts the use of the metric system would be a great advantage. It is asserted that one reason why Germany has made such successful inroads into England's trade with South America is that the merchants of our neighboring republics greatly prefer goods which are put up according to the measurements with which they are familiar. There is little doubt that our trade with the southern continent would be increased if we used the system of weights and measures which is now employed by the greater part of the civilized world. The difficulties now encountered are so well known that it is unnecessary to dwell on the trouble which results from buying goods put up in unfamiliar measurements.

The scientific world has long found it necessary to adopt the easily understood and symmetrical system introduced by France, and it is only a question of time when the system will become universal. Already in England strong efforts are being made to induce the government to abandon the antiquated methods now in use. The present is, therefore, a favorable time for Congress to take up this matter and bring the United States into line with other countries. Those who are interested in the question will do well to ex-

press their opinion on it, as it only needs agitation for beneficial results to be reached at an early date.

**Banana Food for Invalids.**

After a long experience with typhoid patients, Dr. Ussery, of St. Louis, maintains that the best food for them is the banana. He explains by stating that in this disease the lining membrane of the small intestines becomes intensely inflamed and engorged, eventually beginning to slough away in spots, leaving well-defined ulcers, at which places the intestinal walls become dangerously thin. If a solid food is taken into the stomach, it is likely to produce perforation of the intestines, dire results naturally following. This being the case, solid foods, or those containing a large amount of innutritious substances, are to be avoided as dangerous. The banana, although it may be classed as a solid food, containing as it does some 95 per cent. nutrition, does not possess sufficient waste to irritate the sore spots; nearly the whole amount taken into the stomach is absorbed, giving the patient more strength than can be obtained from other food.

**This One Was an Exception.**

From the *Crosswell Democrat*.

As a rule traveling men are a jolly, open-hearted lot, but there are exceptions to the rule. It isn't many moons since a specimen was in this city who was just the opposite. He represented a wall paper establishment and was compelled to carry a large trunk for his samples. He borrowed a wheelbarrow from the station agent and saved 15c by doing his own draying. He engaged a room and breakfast at one hotel and when he found they were going to tax him the exorbitant rate of 75c he objected and struck out to find a cheaper hostelry. He couldn't do it and in desperation paid 50c for a bed and bought 10c worth of beefsteak, which he cooked over a lamp for breakfast and thus saved another 15c.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 9, 1898.

### GERMANY'S AGGRESSIVE POLICY.

The action of the German government in the matter of the prohibition of the importation into Germany of American fruit has served to fully arouse the authorities at Washington to the importance of seriously considering the hostile attitude Germany has assumed towards us for some time past. Ever since Congress passed the Dingley tariff bill, with its countervailing duty on beet sugar, Germany has threatened to retaliate for what she claimed to be a discrimination against German sugar, but which is, in reality, no discrimination whatever. It was at one time believed that a reciprocity treaty between the two countries would restore good feeling, but Germany, not long ago, totally abandoned the reciprocity idea as a preliminary, as it now appears, to the adoption of a retaliatory policy.

The prohibition of American fresh fruit is not the first nor most important blow aimed at American trade by Germany. The consular reports for some time past have teemed with cases of more or less flagrant discrimination against American products. The prohibition maintained for so long against American pork and hog products is well known. More recently American cattle and fresh meat have been excluded from German markets. Still more recently American dried fruits came under the ban, owing, it was alleged, to the fact that they were dried on zinc screens, and as a result were objected to on sanitary grounds. Following the recent prohibition of fresh fruit comes the threat to exclude American horses because of the supposed danger of importing influenza among German live stock. It is also stated that the present Reichstag will consider the advisability of excluding American wines, so as to prevent the active competition with German wines which is now being experienced.

Did Germany act in an honest and straightforward way, and impose a retaliatory tariff on American goods, the matter would appear less serious, but to exclude our products on trumped-up grounds, and particularly sanitary grounds, only serves to emphasize the ill feeling entertained towards us by the German government.

Although the Government at Washington appears to be fully alive to the significance of the recent acts of the German government, there is really little

chance of any retaliatory legislation. The present Administration is not an aggressive one, but timid and time-serving, with no apparent foreign policy. After some bluster it is probable enough that Washington will quietly accept the action of Germany as an accomplished fact and take no further steps in the matter.

### THE RAPID DECAY OF A RACE.

That great historical lesson which has been learned from experience in various parts of the world, that an inferior race, mentally and morally, cannot successfully exist alongside a superior race, is receiving annually new exemplification in the decay of our aboriginal tribes, even when the Government has undertaken the maintenance and education of the latter.

The recent debate on the Indian appropriation bill in the House of Representatives disclosed two facts worthy of note—first, that the Indians continue rapidly to die out, and, secondly, that the Government appropriations on Indian account continue to increase, in spite of the lessening number of the nation's wards. Just as our pension payments increase as the real veterans die out, so the Indian appropriations multiply as the real Indians become fewer.

This curiosity in the financial aspect of the case can be left for explanation to the Government financiers; it is the other side of the matter simply to which it is here desired to call attention.

It was found that in 1870 there were about 300,000 Indians left in the country. Since that time these savages have been rendered less savage in many respects, have been under Government control, been cared for and an attempt at education of their young has been made. In 1890 it was announced that the total of this class of population had shrunk to 249,000—a loss of one-sixth in twenty years. It is now estimated by competent authority that the number remaining will barely reach 230,000. As this rate of decay seems to be steady and regular, it would, unless checked in some way, wipe out the Indian in the next century.

This decay and disappearance of an inferior race in the presence of the Anglo-Saxon or other branches of the Caucasian race has been steadily going on in South Africa, in Asia, in Australia and in the islands of the Pacific, as well as on the North American continent. It means much yet in the way of history and the progress of society and has a direct bearing on the relation and future of the two races now represented in the Southern States. The remarkable fact is that the more we civilize inferior races, the faster they disappear, for they seem to appropriate our vices much quicker than our virtues.

Plymouth, in England, is going to spend about \$3,250,000 in improving its harbor so that large ocean steamers can be accommodated, both as to a port of departure and a port of call. As is the case with Southampton, some of the German transatlantic and other lines make use of Plymouth as a point where New York passengers can land in England, or sail for the United States.

Japan is about to adopt the American public school system. Japan will possibly be practical enough to lop off about half the ridiculous curriculum and educate its boys and girls in less time, and with more reference to fitness for earning a living, than we do.

### GENERAL TRADE SITUATION.

The record for the past week is a continuation of the general condition of increasing volume of business, with slowly advancing prices, the most notable exception being that wheat fell off in both movement and value. Speculative efforts were made to bear stocks in Wall Street, but the average for the week scored a material advance, attributed to outside or non-professional buying. Local distribution was interfered with somewhat by the storms of last week, but the demand for seasonable goods was also a consequence.

Perhaps the most steady and healthy advance is found in the iron and steel manufactures, notwithstanding the fact that the raw materials and cruder forms are held down in price by the enormous production. Increasing demand is keeping up and advancing the prices on products, and mills in the West are refusing orders for delivery before mid-summer. There is a good deal of discussion as to combination on ores, billets and the various manufactured forms, but as yet with little result, the operators seeming to hesitate about interfering with the conditions which are so rapidly increasing business, although with moderate returns.

The woolen works are pushed with orders and are enjoying a greater measure of prosperity than they have known for years. Sales of wool at the three chief markets have been only 6,361,400 pounds for the week, against 13,563,700 for the corresponding week last year, but the buying is mostly for mills, and represents more nearly the actual consumption. While the cotton mills are at present waiting to clear off accumulated stocks, there is a better demand for goods springing up and a much clearer prospect for the future.

While there is no apparent explanation for the decline in wheat, as all ordinary indications are of a bullish tendency, it is probable that the cause may be looked for in the fact that the advance was largely speculative, that the level was too high for general values and so could not be long maintained. There was a decided falling off in export movement in both wheat and corn for the week. The decline in both price and movement seems to have turned this week, with a decidedly stronger tendency at the last.

As an index of the volume of the financial transactions of the country, the bank clearing reports show the phenomenal aggregate for the week of \$1,470,000,000. The totals for the month of January are reported by Bradstreets as larger than for any previous monthly total ever reported. Taking into consideration the comparatively low level of values still maintained, the fact becomes evident that the volume of merchandise exchange for the country must greatly exceed that of any former period. Failures for the week are about the average for the season—295.

### A HOUSE TO BE AVOIDED.

Robert Stevenson & Co., the Chicago wholesale druggists, adorn their price lists with emphatic statements to the effect that they sell no goods to cutters. Yet the schedule of Paul V. Finch, the bankrupt cut-rate Grand Rapids druggist, discloses the fact that Robert Stevenson & Co. are creditors of the ill-fated establishment to the extent of \$944.57. All of which goes to show that there is a vast difference between pretense and practice—between the pretended abhorrence of cut-throat methods

on the stationery and the real policy of sending out men to sell goods on the quiet to the demoralizers of trade. No druggist who possesses a particle of self-respect or pride in his calling will continue to buy goods of a house which is as two-faced and treacherous as this disclosure proves Robert Stevenson & Co. to be.

The people of San Jose, Cal., vigorously protest against the notoriety thrust upon that town in connection with the fruit tree pest, which led the Prussian government to prohibit the importation of American fruit. They claim that the scale, or shield louse, was imported into California from Tasmania over twenty years ago, and that it originally came from Europe. The name was foisted on San Jose because the first efforts to eradicate the pest were made there. The so-called San Jose scale has now been practically stamped out of existence in this country.

With pure California wine selling at six cents a gallon in bulk, the United States can get along very well without that million odd dollars' worth of Rhine wine, much of it adulterated, which has annually been imported from Germany. An embargo on the stuff would be a good way to begin retaliation in case our fruits are excluded from Prussia.

A Baltimore man cured himself of nervous trouble by sending a bullet crashing through his brain. He is alive, and will recover, the action of the bullet having caused a change in his nervous system that will rid him forever of nervousness. It is doubtful, however, whether this new method of cure will ever become popular.

The Ohio law providing for the collection of \$5,000 from a county by friends of a person lynched therein has been declared unconstitutional by Judge Dustin of the common pleas court at Urbana, who holds that it is an encroachment of the legislative upon the judicial branch of the government.

Oregon has an inventor who evidently comes from genuine Yankee stock. He has invented certain musical instruments of aluminum. The strings are detachable, so that the mandolin can be used for a stewpan, the guitar for a ham broiler or fish frier, and the banjo for the browning of flapjacks.

Within the past few days thousands of gallons of spirits have been shipped from Peoria, Ill., to Japan to be used in the manufacture of smokeless gunpowder. The spirits play an important part in the process, and Peoria houses have found an excellent market for their goods.

From all over the Union come reports of the great advance made by independent local companies. They are not only crowding out the Bell people by giving cheaper rates and superior service, but they are absolute masters of the situation in many localities.

If Germany keeps on prohibiting business and importations from the United States, she will keep everything out but American travelers who go there to spend good American money among a people who do not love them.

Perfumed butter is something new. There is danger that the purchaser may get on the wrong scent, and call it bad.



### PROBLEM OF THE WEATHER.

If our meteorologists only knew the manner in which the causes or forces which produce the weather of our planet operate, they would have the key to many mysteries.

Weather is commonly supposed to be produced by the heat of the sun acting upon the atmosphere, while the atmosphere in turn acts upon the land and the sea, but it is possible only to generalize upon these subjects. Nothing is known of the manner in which, out of the sun's heat and its influence upon the air and water, the infinite varieties of weather are produced.

Oftentimes nothing is so capricious as the weather. There are rapid successions of mild temperatures, cold waves, dry and wet. One day the wind is from the east; next day it blows from the north; and another time there will be weeks and even months of drought, while at another excessive falls of rain and snow characterize particular seasons, and the destructive cyclones from the sea and tornadoes from the land seem to have their times and seasons to work their terrible will.

Science has been able to study the conditions at the surface of the earth in limited areas, and by means of the telegraph it can forecast the movement of a particular wave of weather which has made its appearance at some point within the territory under observation, very much as it is possible to predict the movement of a railway train which has started for a particular destination. But as to the causes which have produced any sort of weather before it comes within the radius of observation, nothing whatever is known.

The ocean cyclones are only recognized after they have traversed unknown regions of the sea and made their appearance in the Caribbean and West Indian archipelagoes. Do they cross the equator from the South, or are they born in the Northern Hemisphere where they wreak their fury on sea and land? Is there any direct connection between the weather north of the equator and that south of it? And what are the relations of the weather at the surface of the earth and that far up above the tops of the highest mountains? It is always cold on the tops of high mountains, and many of them, even in the tropics, are covered with perpetual snow. Far above their summits reign cold and darkness, for, powerful as are the rays of the sun, they are unable either to illuminate or to warm up the attenuated atmosphere of the upper regions.

Thus it is that, while all weather is believed to result from the action of the sun upon the atmosphere, very little is known of the manner of its operation, and the interesting question whether the weather north of the equator has any systematic relation with that of the Southern Hemisphere comes up at the mention of the news from Australia to the effect that extraordinary temperatures are prevailing in many parts of that continent.

It is midsummer south of the equator when it is midwinter north of it, and just at this time in Australia the thermometer during the heat of the day averages about 124 in the shade, and in a long list of towns the lowest figure found was 110. In the sun it is 160, so it is impossible to work at midday. The heat has caused numerous fires from spontaneous combustion, and the houses are so baked during the day that in the worst sections the residents are sleeping in gardens and on roofs. The dam-

age from fire is very great. News comes from all parts of Australia of the destruction by flames.

It is not reported how the Australian weather comports with that of South America, Asia and North Africa; but there may be some connection. The problem of the weather is a vast one, and it will be of enormous practical value to solve it. If all seasons of drought, of flood, of extreme cold, and of storms, could be foreknown, the benefits to the human race would be incalculable.

### THE REVOLT IN INDIA.

Although the campaign in Northern India has been nominally suspended for the winter, the British forces continue to meet with disasters. A portion of the force operating against the Afridis was corralled recently in a difficult pass in the mountains and severely cut up, losing many in killed and wounded.

So unsuccessful has been the campaign that the British government has seen fit to remove Sir William Lockhart from the command of the forces along the Indian frontier, and replace him by another officer. It is now admitted that a spring campaign will be necessary, and that considerable re-enforcements will have to be sent forward from Europe, it being evidently deemed unsafe to deplete the garrisons in other portions of India or to call upon the imperial service troops maintained by the native princes of India.

The situation in India has greatly hampered Great Britain in handling the campaign in Egypt, and the conduct of negotiations in the Far East. There is a grave suspicion that Russia is secretly encouraging the rebellious tribesmen, as the protraction of the trouble in Northern India aids the plans of that power in the Far East.

When such an experienced, far-seeing and sagacious statesman as Chauncey M. Depew scents danger it is safe to say that danger is in sight. The unusual compliment was recently paid him of an unanimous election to the presidency of the Republican Club of New York City. In accepting the office he made a speech of great significance. He said: "The two curses of power are flattery and isolation, because they prevent access to the great official, or leader, and make his mind inhospitable to advice and suggestions other than he desires." Political leaders who think the province of leadership is to boss will find food for reflection in Mr. Depew's remark, and every one will concur in his additional statement that "more and more every day the business man of America is coming to understand that his highest business is the business of politics." Mr. Depew said that "blow after blow from the President, or from Congress, has taught us that from Washington can come any night the paralysis of trade and the stoppage of industries, or from Washington can come the legislation which will energize and promote the business interests of the country." Other nations make commercial issues supreme. In this country political issues predominate. Other nations build navies and equip armies to open new ports of trade. We legislate for patronage instead of patriotism. President Depew struck the keynote, and it was a timely note of alarm to the American people.

The man who talks too much about his intentions rarely accomplishes what he intends doing.

### THE PROMISE OF LARGE PROFITS.

One of the most remarkable lapses of class morality is that which in the past few years seems to have become developed to an unusual degree among trusted fiscal agents, such as bank presidents and cashiers, treasurers of states, cities and private corporations and other persons who have custody of large amounts of trust funds.

The Chemical Bank of New York has long been known as one of the strongest financial institutions on the continent, but the cashier fell in with a Napoleon of finance, or, more properly, a Napoleon of confidence men, and this Napoleon did him out of the money. The man, whose name is Grables, appears to possess extraordinary genius for securing popular confidence in his schemes. Apparently, with no capital of his own, he talked so attractively about the grand opportunities for making money he was able to offer; and the confidence he inspired enabled him to get millions of money from those whom he was able to charm, and one of these was Cashier Quinlan, of the Chemical Bank.

This wonderful schemer has organized mining enterprises, irrigating enterprises, town-building enterprises and all sorts of enterprises in the Black Hills and other Western regions. He appears to have exerted great influence on religious bodies, and in that way he was able to secure a large part of the confidence that caused people to put their money in his hands.

The successful confidence man or woman seems to have the power to hypnotize his or her victims, and they hand out their money without a murmur. This is really the only explanation of the success in which such operators carry out their schemes. Of course, they always promise large profits to their victims, and it is astonishing what vast numbers of otherwise sensible people can be made to believe that they have only to put their money in the hands of the operator and he will return it multiplied in some magical way.

How often is it the case that a slick rascal can go among plain, solid business men, to whom he is a total stranger, and induce them to risk their money in his wild schemes, while other men whom they have long known, and whose honesty and correct business methods they have tested, will have the greatest difficulty in securing recognition for their commercial and industrial enterprises. There is not a day when rascally jobs are not imposed on the people by confidence operators; but whether it be the swindling of a simpleton from the rural districts, or a vast scheme perpetrated upon bankers and merchants by a Napoleonic operator, the principle of the thing is always the same.

### THE PANAMA CANAL SCHEME.

More or less interest attaches to the Panama ship canal scheme. The failure of the company that undertook its construction was caused chiefly by bad management, supplemented by the colossal corruption and jobbery connected with the work. This corruption pervaded the French National government at the time, and the terrible scandals that were exposed were only a part of the enormous rascality that involved the falling to pieces of a grand undertaking.

United States Consul General Gudgeon at Panama has made an interesting report on the operations now in progress for the construction of the work. The line of the canal is 54 miles. Work was

begun by the old company in 1882. At times, and most of the time until the discontinuance of the work in 1889, there were employed no less than 10,000 laborers. The very best and latest machinery was used. This consisted, in part, of dredges, drills, engines, pumps, etc. Some of this machinery was well adapted to the work in hand, but a larger portion of it has never been used, and therefore its utility is not known. All along the canal line one can see vast sheds full of new and costly machinery, while in the river and ditches are large quantities of it.

A new company was organized in 1894. Since then there have been employed an average of about 3,000 laborers. The new incorporators, as were the old, are mostly Frenchmen. It is believed that, if work continues at all after this year, such a force will be placed on the work that it can be finished in from seven to ten years.

A committee from Paris is to report on the canal, and if a favorable showing be made it is hoped to float bonds to get new subscriptions for pushing the work. Everything depends on the ability of the promoters to regain the confidence that was so shamefully violated by the old company.

The canal is practically finished from Colon to Bujoe, fourteen miles. This, however, is the least expensive part of the canal. The great trouble is in passing through the Culebra ridge. At first it was thought there would be no need for locks, but this idea has been abandoned. The width of the canal will be 160 feet at the top and 72 feet at the bottom, except through the ridge, where it will be 78 feet at the top and 29 feet at the bottom.

Poor as seems the prospect for the early construction of the Panama canal, it seems no worse than is that of the Nicaragua undertaking.

A dispatch from Muncie tells how twenty-six young women of the best society of Muncie have decided that they would pay for the frescoing of the First Presbyterian church by shining shoes in the downtown stores for four Saturdays, beginning on Saturday next. Their scheme has already caused a commotion, especially among the parents of the young women, who think that they are overstepping the bounds of reason in their enthusiasm. At the same time, others think if the ladies must shine in society, they might as well shine for the benefit of the church.

The bonds of all fire and marine insurance companies doing business in California and not incorporated under the laws of that State have been declared invalid by Insurance Commissioner Clunie, of California. This may disturb seriously the business of some eighty-two insurance companies which have been operating for years in California, since it is contended that they have no right to transact business in that State without the approval of the insurance commissioner.

When a weary Willie approaches a prosperous looking farmhouse for a bite of something to stay his stomach, he does not expect the dog to be turned loose on him. This is not the sort of bite he wants.

A New York fidelity company has compiled statistics of the embezzlements of public and private funds during last year in this country. The sum aggregated \$11,154,530.



## CLEARING CHECKS.

## How the Work Is Accomplished by the Banks.

It is a new definition of a banker that Secretary of the Treasurer Gage gives, "One who transfers capital." As was shown by the Tradesman last week, a large proportion of the business of the country is done, not with currency and coin, but with checks, drafts and other evidences of credit. Business has become largely a transfer of credit or capital, and it is the business of the modern banker to do the transferring.

To draw a check is one of the simplest operations in the business world, only equalled, perhaps, by the operation of depositing a lot of checks received to one's credit at the bank. Assuming that the check is good—and it is a rare exception when it is otherwise—it pays a debt, but exactly how the debt paying is accomplished is a mystery to a large majority of those who draw checks, and possibly many of them have never even thought how it is done. Checks may be sent to New York, San Francisco or New Orleans and in the course of time they will come back, bearing the endorsement of the payee and perhaps all covered over with the stamps of various banks in different parts of the country, and finally the punched stamp of the bank upon which it is drawn, the latter to the effect that the check after all its wanderings has at last been paid and charged to the account of the drawer. Every endorsement and stamp on the back of the check, whether made by an individual or bank represents a transfer of capital or credit, and in its travels a single check may represent debts paid to many times its face.

If a check is presented at the bank upon which it is drawn, the money is paid over and the amount called for is charged to the account of the drawer. This is the simplest form of payment by check and with a minimum of detail. It is a process easily understood and the process is supposed to be followed in every instance; but if the payee is in New York, Kalamazoo or some other city it is obviously impossible for him to present the check personally at the bank upon which it is drawn, or even to forward the check for collection. He might do the latter, but it would entail an immense amount of time and expense and the business would be by just so much hampered and hindered. The payee simply deposits the check in his home bank, has the amount credited to his account, and the bank does the rest. The check may go through half a dozen or more banks and ripple the financial waters all the way from the Atlantic to the Pacific before it is finally laid to rest in the bank upon which it is drawn, and the last act may be and often is a passage through the local clearing house. The travels of a check before its final payment may be illustrated. A Grand Rapids man may have a creditor in New Orleans, and he forwards his check to satisfy the indebtedness. The payee endorses his name on the back of the slip of paper and deposits it to his credit in the bank where he does business. The New Orleans bank may not have a correspondent bank in this city, but having one in New York, the check is stamped and forwarded as a credit to the bank in New York. The New York bank may be in the same fix as the New Orleans institution, but having a correspondent in Chicago, stamps the check and forwards it to Chicago and receives credit

for the amount. The Chicago bank may send it to a Detroit correspondent and the Detroit bank, having a correspondent bank in this city charges the amount to the account of that bank or takes credit and forwards it for collection, and unless the correspondent happens to be the bank upon which the check is drawn, the paper goes through the clearing house before its travels finally cease. This illustration may be extreme, but it is not at all improbable; in fact, the stamps and endorsements that appear on the backs of old checks often indicate many transfers and long traveling. In the illustration, the check in its travels has changed the aspect of the accounts everywhere it has touched. The New Orleans creditor was the first to get the benefit from its travels, receiving either cash in hand from the bank in which he deposited it or having his account credited with the amount. The New Orleans bank received credit from the New York bank to which the check was forwarded. The New York bank received credit from Chicago, the Chicago bank received credit from Detroit, the Detroit bank received credit from Grand Rapids, and the Grand Rapids bank received credit from the bank upon which it was drawn, through the clearing house. The foreign check deposited in a Grand Rapids bank goes through the same process, only that it is reversed. In every instance the payee is the first to be benefited and the drawer is the last to be touched. The banks in this city have their correspondents in all the large cities of the country and the banks in other cities are similarly situated, and this makes the multitudinous transfers easy and without friction. Were this not so, the business of the country would come to a standstill. Without the banks business could not be done, at least not without vast expense and delay, and it is the banks that do the transferring of credits representing the business transactions of the land.

The operations of the clearing house are understood by comparatively few not directly connected with the banks. The clearing house is not a branch of the banking business, but merely an expeditor of business. Before the local clearing house was established each bank had to send to all the other banks against which it held checks to have them cashed. If the Old National, for instance, received in the course of a day's business checks drawn on the Grand Rapids, National City and Fourth National, a messenger had to be sent out to collect the money these checks represented and the other banks had to do the same thing with their holdings. This process was slow, vexatious and not entirely without danger because the amounts involved would often run up to a high figure. By means of the clearing house all this is avoided. The banks meet by their respective representatives, check up accounts and make a settlement among themselves, and the differences or balances are paid either in cash or in New York or Chicago exchange. Promptly at noon each day a little procession of bank clerks file into the director's room of the Old National Bank and, without removing their hats or observing other formalities, arrange themselves around the directors' table, with S. V. McLeod, manager of the clearing house, at the head. Each clerk represents one of the city banks and brings with him the checks taken in by his bank against the other banks in the city, properly sorted, of course,

# 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.



and with a slip of paper on each bunch showing the amount, and he hands to the manager a slip showing the total amount. The bunches of checks are distributed each to its respective bank representative and they figure up their own totals from the outer slips and hand the results to the manager, who tabulates them. The checks one bank sends in against the others are credits, and the checks held against it and handed in by the other banks are debits, and the balance is to be paid in settlement of the account, either by the bank when the debits are in excess or by the clearing house when the credits are in excess.

On one day last week the Old National Bank held checks drawn on the other city banks to the amount of \$40,280.12, while the other banks held its checks to the amount of \$32,879.86, leaving a balance of \$7,400.26 in its favor, to be paid by the clearing house. On the same day the National City held \$7,792.54 in checks against the other banks, and the other banks held its checks for \$19,743.26, leaving an adverse balance of \$11,950.72, which it had to pay into the clearing house. The day following the condition might be just the reverse. On the day in question the total of all the checks presented was \$235,195.79, and it required \$72,937.20 to pay the balances. The clearings are made at noon each day, the session lasting about five minutes, and the balances are paid at 2:30 o'clock each afternoon, when those banks against whom the balances run for that particular day hand in their cash or exchange and the banks with the credits in their favor receive what is due them. New York or Chicago exchange is usually used in making these settlements and it is rarely that coin or currency enters into the transactions at all. The credits and debits, both in the clearings and in the balances, always balance and the clearing house itself has neither capital nor credits of its own. It is merely a vehicle for expediting business and is not in itself a business institution.

The members of the clearing house are the five national banks, the four savings banks and the postoffice, the latter becoming a member a few weeks ago. The Michigan Trust Company clears through the Old National bank, and the Peninsular Trust Company through the Grand Rapids National. The checks that go through the clearing house are those drawn on the city banks only. They are deposited in the general course of local business, or come in from outside correspondents, as the case may be. If a business man who deposits at the Fourth National receives a Kent Savings check, instead of going to the Kent for the money, although it is just across the street, he hands it in with his other deposits at the Fourth, and the check reaches its destination through the clearing house.

The bank clerk, returning from the clearing house session, brings back the checks upon his bank delivered by the clerks from the other banks, and they are handed to clerks who charge the items up against the accounts of the check drawers on the books of the banks. The checks are then given a final punch which perforates the word "Paid" through them, and the bits of paper, having served their purpose, are laid away, to be delivered to the depositor when he brings in his bank book to be balanced. The old checks are as good as any receipt that a bill has been paid and are often kept for years to be

used for that very purpose. In the bank various ways are resorted to to preserve the checks until called for. In some banks the card catalogue is used, in others envelopes and in still others drawers, but this is merely a matter of detail, the result being the same in any case.

It may be added that all this shifting of credits is largely a matter of book-keeping. The banks here carry balances in New York, Chicago and other cities, and these balances rise and fall with the ebb and flow of business. The Eastern checks and drafts that are cashed or deposited here are forwarded for collection and increase the balance, and the checks and drafts that are sent from this city and return by way of New York reduce it. The shifting of the credits is an expense to the banks for book-keeping, clerk hire, postage and expressage, but in this city the competition in banking is so keen that rarely is a charge made for cashing a check for even those who are not customers of the bank where it is presented. When a draft on New York, Chicago or some other point is purchased at the bank, a small charge is made for it, but with most business houses the check is used for making remittances and the only benefit the bank realizes is in the use of the money the depositor carries as a balance.

#### The Passing of the Old Country Store

Stroller in Grocery World.

We are come upon times when the old things which ought to be revered by reason of their very antiquity are hustled out of the way by new and modern ideas that crash like a discord upon an ear accustomed to the quiet, restful monotone of the older things.

Don't hold me altogether responsible for this. It was inspired by a picture sent out as a New Year's gift by a Boston coffee house. It is called "An Old Fashioned New England Grocery," and represents the old-time general store, with a delightful quartette of old loafers seated comfortably around the big egg stove.

It is the disappearance of these old-fashioned general country stores that has led me to muse upon the decadence of the antique. You may go in any part of the country that you wish to, and you won't be able to find one of these real old-time establishments. True, there are general stores—lots of them—but the real old sort, the sort of places that provided seats for their loafers, that were the Mecca in the evenings for the floating population of the whole countryside or village—where are they gone? Verily, they have disappeared, and in their place has come a modernity which fails to satisfy. Now that the old country store is gone, what, indeed, shall remain?

Not long ago I visited a little country village where a part of my boyhood was passed. It is a delightful little place, if you are not particular, and one of its features was one of these old country stores. This store sold everything. It was a regular Wanamaker's. At the back was one of those old fashioned egg stoves, seated in a big zinc lined tray in which was sprinkled sawdust. Around this stove used to sit in the evenings a familiar group of "store loafers." They were all old men, gabby old gossips, and every old dote of 'em used to set great store by the talks they had in the evenings. Those old loafers knew the pedigree and the genealogy of every man, woman and child in the village. They knew that Sam Mulligan's mother married a Cobb, and that Tommy Welch's grandfather used to have fits every Thursday.

Well, I went there the other day, and as I knew all of the old fellows well, I stopped in the store to shake their hands. My! What a change! The old place hadn't changed much on the outside, except by a coat of paint, but the inside was completely transformed. The old egg stove with its sawdust tray had disappeared. In place of the rare, ripe perfume of simmering tobacco juice

that used to caress the nostrils in the good old days when I knew the place, there was a baser odor of kerosene and codfish—the typical smell of a new-old store.

The old loafers were gone, too, and the entire inside of the place had been changed. There were new counters, and the hams and lumps of dried beef that used to hang overhead had been relegated to the back room. It was a new store. It represented to me almost a sacrilege.

I talked with the proprietor, who, by the way, was the son of the old fellow who kept the place when I was a boy. In the course of conversation I asked him how the farmers of the county were doing with their crops nowadays. Ten or twenty years ago the farmers used to trade all their produce for supplies at this store. It used to be a regular custom in all rural districts.

"We don't take farmers' stuff any more," said the storekeeper. "Stopped that long ago. They send their stuff to the city now, and pay cash for their supplies."

Alas and alack! Another time-honored custom dead and buried! Gracious, they won't allow us to wear trousers some of these days, because they're too old-fashioned.

Give us back the old times, I say. What do we want with cash registers and cash carriers and bicycle carriages for delivering goods? The wheelbarrow's the safest thing ever invented for delivering. What better do we want? What better can we get?

You can talk about the good times and the march of civilization and all that, but I'll tell you one thing: The retail storekeeper doesn't make more than half the profit to-day that he did twenty years ago when the old-fashioned store thrived—when it was the forum where questions of National importance were settled night after night. The good new modern times are all right, but give us back the nice fat profit that we used to make when the times were old.

## 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, C. H. FRANK.

### Grand Rapids Retail Grocers' Association

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

### Saginaw Mercantile Association

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

### 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, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

### 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.

There are Others

But the

Celebrated Seymour Cracker

Made at Grand Rapids by the Wm. Sears & Co.  
Factory is acknowledged to be the

Leading Brand in America

No Chalky Finish

No Rancid Flavor

No Spongy Leavening

But a pure, clean, healthful cracker, made from the highest-priced, purest and best material obtainable. It costs little more than "the other kinds." Is more than worth the difference. It is the best known, and known as the best. Manufactured by

National Biscuit Company,

Successor to

The New York Biscuit Co.



## Fruits and Produce.

### How the Consumption of Cheese May Be Increased.

Cheesemaking, as one of the industries of the United States, is an especially important one in several of the states. In the early part of the present century, cheese was the principal production on the dairy farms in the Eastern and Middle States. Exports of cheese began over 100 years ago and in the year 1800 had reached nearly 1,000,000 pounds.

The make and exportation of the United States steadily increased until about fifteen years ago, the total make of the country being reported by the Census Department as follows, expressed in pounds:

|           |             |
|-----------|-------------|
| 1849..... | 105,535,893 |
| 1859..... | 103,663,927 |
| 1869..... | 163,927,282 |
| 1879..... | 243,157,850 |
| 1889..... | 256,761,883 |

Previous to 1860 nearly all the cheese was manufactured on farms, but about that time, the improved and economical system of making in factories first had its start. The advantages of the factory system were so plain to be seen, that in ten years, or 1870, nearly three-quarters of the production of cheese of the whole country was made in factories. Fully 90 per cent. of the cheese manufactured in this country is made in the eight states of New York, Wisconsin, Ohio, Illinois, Vermont, Iowa, Pennsylvania and Michigan, the production running in the order named, New York alone producing over one-half and with Wisconsin two-thirds of the product of the entire country.

Our own State, while naturally one of the best for dairying, does not show up with much of an output to its credit, producing only about 150,000 boxes, or 6,000,000 pounds in weight, or a trifle over 2 per cent. of the total product for the United States.

The rate of consumption of cheese for the United States averages about  $3\frac{1}{2}$  pounds per capita for the entire population, while in some parts, where the quality is of the best and the supply abundant, this is increased to 8 to 10 pounds. The value of cheese as a food does not receive the recognition it deserves in this country. It has been said that Americans taste cheese, while Europeans eat it. Looking up the consumption of cheese per capita of the several countries, this seems to be the fact. Several reasons can be found for the low rate in this country, compared with the European, one being that the food value of cheese and its large nutritive qualities have not been known by many of our people. Information concerning the relative value of the various articles of food has not been general. This subject has received more attention in the last few years, and as the facts are rapidly being shown up, this will lead to a recognition of the food value of cheese and its cheapness, compared with other foods, and so largely increase its use.

Factorymen and dealers should unite in efforts to please the consumer and so increase the amount of cheese used. There is no reason why our people should not use more cheese than is consumed to-day. This would be of great benefit, as an increase now of 25 per cent. would take an amount larger than our entire exports and, unless the make was increased, would place us in a condition where every pound of our make could be sold and consumed in our own country. Another reason, which has not

been mentioned, might be given as to the small amount of cheese per capita used here, when compared with Great Britain, and that is, the price at which it is retailed. There it is sold at an advance of 15 to 20 per cent., while here, as a rule, 40 to 50 per cent. advance on cost is asked.

The general grocer here will generally declare that there is very little profit in cheese and, in proof, shows no special inclination to increase the sale of it. If the dealer could always be sure of obtaining a strictly first-class article of uniform quality, it would, no doubt, largely increase his trade, but many of the large dealers from whom he buys place price before quality and buy here and there, or wherever they can get the lowest prices quoted. The result is, the retail grocer does not receive cheese of uniform quality and will complain of the small amount of his cheese sales.

All whose interests center in cheese production should work for superiority of quality and economy in production. Factory managers and cheesemakers need always to remember that in honest markets the best goods are the easiest sold and far the most profitable. Both must be constantly on the watch for improvements and economies. Buy the best in everything and handle nothing that is not first class, because it is cheap. This applies to everything used in the manufacture of cheese, salt, rennet, coloring, etc.

The wants of the different markets, especially our own, and the fancies of buyers must be studied and satisfied. The British market, yet our largest customer, continues to want a large cheese, rich, well cured and very firm in texture, while our own markets prefer a smaller cheese, 40 to 45 pounds in weight, comparatively new, mild and rich, and of medium texture and color. The highest standard of quality possible must be set for our cheese and the utmost endeavors of all makers should be to attain it.

At present Canada is our principal competitor in the British market. One writer has said, on Canadian competition, "There is no doubt that she will continue to increase her make as long as she can find a market for her goods." If it were not for our duty on foreign cheese, her product would surely be found with us, for the reason that the dairymen of Canada live more economically than our dairymen and can afford to produce cheaper goods. Our duty on cheese protects against her importations and the Canadians must, therefore, find their markets in Great Britain or elsewhere. In order to successfully do this, they know their product must be upheld with every restriction that will guarantee its quality, hence their laws are framed with express reference to this. This legal requirement gives confidence in their cheese abroad and causes it to be sought after in preference to stock from this country, of which so much has been adulterated that it is all looked upon with suspicion. One state has one law on the subject and another state has another law, while still another has no law at all. It is self-evident, we must have a National law which will affect the whole cheese product alike, to place us on the same footing as our Canadian neighbors. With such a law, it will be the fault only of our dairymen and cheesemakers if their product does not meet with as ready sale as their neighbors'.

It is true that Canada has built up this industry by large grants of money



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

**MILLER BROS.,**

Mfrs of Foot and Power  
Bean Picking Machinery.

ROCHESTER, MICH.

**R. HIRT, Jr.**  
**Produce Commission Merchant**  
Market Street, Detroit.  
Write for particulars.

## BEANS AND POTATOES

CARLOTS ONLY.

**MILLER & TEASDALE CO.,**  
ST. LOUIS, MISSOURI.

## 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.



and by creating a department whose special business is to see that every cheesemaker in the Dominion is well instructed before he begins his work and that he receives additional instructions each year, to enable him to keep up with all improvements in the business.

In our country, the states in which cheese are made have so many ways of using their money that only in a very few is any appropriated for that purpose and then as a rule only a very small amount. As a consequence, the majority of our cheesemakers are apt to go on in their old and often careless way, with no one to instruct them or even suggest a better method. We may say we have one exception. Combinations as a rule are said to be detrimental—but here this one that is not—combinations of cheese factories or where a number of factories are brought under the control of one man, the proprietor or superintendent. He says to his makers, I want all of our cheese to be made uniform in quality and in order to have them so, they must all be made by the same rule and on the same plan. By this means the combination avoids the idea upon which many of the separate factories go to pieces. That is the idea of some makers, that they know as much as anyone else on the subject of cheesemaking and are unwilling to try to learn, even when they have a chance. Canada is one large combination under the management of its thoroughly capable Dairy Commissioner.

The first requisite for making a first-class cheese is clean, pure and wholesome milk. This is the foundation of the cheese industry and unless the patrons themselves see to this and endeavor to deliver to the factory such milk, the efforts of the cheesemaker will be more or less ineffectual. Cleanliness should be a cardinal point all along the line, and while it should be the important thing around the factory, it must go back of that and apply to the external conditions of the cow, her surroundings and the care taken in milking.

The average farmer is apt to think that the cheesemaker who insists upon clean, untainted milk is too particular, but the maker knows that its value to the factory, as well as his own reputation as a maker, depends on the care it has received previous to its delivery. On its condition should depend the price paid for it. Every dairyman should know and be impressed with the fact that the care the milk receives the first few hours after milking has a great influence on its quality and the cheese made from it.

It is clearly to the interest of each patron that the milk he delivers shall be the best and purest possible. Any one who increases his monthly dividend by adulterating his milk in any manner is stealing that amount from his neighbor, to whom it belongs, but anyone who delivers badly tainted milk to a cheese factory does even worse—his milk may spoil an entire vat or largely decrease the yield, and this decreases the returns to every patron. Cheesemakers should absolutely refuse to accept milk unfit for use.

I believe that the losses caused by taints or changes are enormous and far more than losses caused by skimming or watering. Pure milk should not merely mean a normal chemical composition, but also freedom from all unnecessary contaminations. A good supply of pure water is of the greatest value

to a dairyman and careful attention should be given to it. Surface water is particularly undesirable, as it is always rich in bacterial life.

The exposure of milk to the air, for the purpose of the removing of taint or animal odor, or aeration, is a very important and useful operation. It is of use chiefly in removing odors absorbed from the air or from food eaten by the cow; both of these are strongest when the milk is first drawn, while those caused by bacteria are least noticeable when the milk is fresh but increase when held. Milk can be made unfit for use by being placed in a tightly closed can immediately after milking, without aeration or cooling. All taints should be out of the milk before the lid is placed on the can. Much taint can be prevented by cleanliness. Aeration is a means of only in part overcoming these neglects.

It is often stated that milk does not require so much care when it is to go to a cheese factory as when sold at retail. This is true only so far as cooling is concerned and is very misleading. When the milk is delivered promptly at the factory it may be cooled sufficiently by stirring, or aeration, but if it must be carried a distance, cooling must be attended to. Milk from dairies where cooling is not practiced is frequently found tainted. In such cases cooling is the preventive needed and the labor necessary will be well repaid by the better product.

Every influence possible should be exerted to induce our patrons to weed their herds and keep the best cows possible. The average quality of cows kept for all dairy purposes should be brought up to a profitable standard. For the present it would be reasonable to require an average of 5,000 pounds of milk; this would be a reasonable standard for the dairy cow at the present time.

I believe there is a great chance for the growth of the cheese industry, especially in our own State. It is one of the least among the different branches of dairying in this country, both in volume and value of product, yet it is of much importance to the entire industry. It furnishes the most convenient and best way of disposing of all surplus milk, consequently all are interested in helping to stimulate the cheese trade. Our utmost effort should be made to improve the offerings in our own market, so as to increase home consumption and at the same time be in a position, when our home markets are dull, to make a first-class cheese suitable for the foreign market. We will then be in a position to take advantage of both, and, with proper laws to protect the cheese industry against fraud and with an improvement in the quality of our goods, there is no reason why the cheese industry of our State and country should not remain prosperous.

FRED M. WARNER.  
Farmington, Mich.

My Wife.

My wife cannot cook, though she studies a book  
Of recipes day after day,  
But what do I care? She is charming and fair,  
And as sweet as the blossoms of May.

She tries all her might, but her bread isn't light,  
For she never can get it to rise;  
But then you should see, as she breakfasts with me,  
The light that illumines her eyes.

No skill can she boast in preparing a roast,  
And in pies her successes are few;  
And ill she fares when soup she prepares,  
For she's sure to get into a stew.

But no fault do I find, for she's loving and kind,  
And when bachelorship I forsook,  
'Twas to wed a sweet wife, a companion for life—  
It wasn't to marry a cook.

Effect of Dingley Tariff on Italian Lemons and Oranges.

From the Commercial America.

The Dingley tariff has had an injurious effect upon the growers of Sicily oranges and lemons. Dispatches just received announce that a crisis has been reached in Southern Italy and Sicily, prices for fruit being so low in many places that it does not pay to pick the fruit. It is always the darkest hour just before dawn, however, and relief for the Italian orange and lemon growers is in sight from two sources. Negotiations have begun between the Russian and Italian governments for mutual concessions, the representatives of the Russian government saying to Italy: "You scratch my back by reducing your duty on petroleum 20 per cent. and I'll scratch yours by knocking 20 per cent. off my duty on oranges and lemons." In addition to this, when Jack Frost recently lunched on a majority of the California lemons he bit a hole in the cloud which darkened Sicily lemons and let through a ray of sunshine hope. The American people cannot do without lemonade, and if the California crop is as greatly damaged as current reports indicate, where else can they get their lemons except from Sicily? A leading importer sized up the lemon situation by asking that pertinent query.

The Dingley law caused a considerable change in the orange and lemon markets. In the first place, bankers refused to advance money to growers for their fruit by reason of the uncertainty of the outcome of the sale. The new tariff act advanced the duty on lemons from 23 cents per box to about 84 cents, and on oranges from 23 cents to about 75 cents. Under the Wilson law the duty was levied according to the cubic contents of the packages, while under the Dingley law the duty is collected according to the weight. Lemons, being closer packed than oranges, weigh more; hence the difference in the duty. In order to show the effect of the present law it is only necessary to compare receipts of oranges and lemons this year and last. In December, 1896, 47,000 cases and 44,000 boxes were received at this port, while last month's receipts were only 8,400 cases and 10,000 boxes. Lemons make a little better showing, but the falling off in arrivals has been very large, figures for the 1896 period being 120,800 boxes, against 72,200 in December of 1897. Receipts of lemons for the present month have been about 47,000 boxes, against 125,000 last January.

The Kentucky House has passed a bill requiring railroads to transport bicycles as baggage.

ANCHOR BRAND  
**OYSTERS**  
Will please your customers and make you money.  
Popular prices prevail. Ask for quotations.  
**F. J. DETTENTHALER,**  
117-119 MONROE STREET, GRAND RAPIDS, MICH.

W. R. BRICE. ESTABLISHED 1852. C. M. DRAKE.  
**W. R. BRICE & CO.**  
BUTTER AND EGGS  
ON COMMISSION  
Philadelphia, Pa.  
**W. R. BRICE & CO.**  
**5057**  
**PHILADA**  
Shippers of Butter, Eggs and Poultry using one  
of our stencils are assured of the best service to be  
obtained in Philadelphia.  
The largest receivers of Butter, Eggs and Poultry in Philadelphia.



## Shoes and Leather

Practicality in Boot and Shoe Advertising.

Written for the TRADESMAN.

I believe that more practical arguments may be advanced in advertising a line of footwear than are possible in almost any other branch of merchandising. The elements of comfort, durability, style and economy enter so largely into the customer's thoughts when the purchase of a new pair of shoes is contemplated that they furnish an almost limitless field for persuasion in the talk of the advertisement.

The advertising of a general line of footwear, to be of the greatest value, should be classified under three separate and distinct heads, and neither should be allowed to conflict with either, viz., men's, women's and children's. When advertising a specialty in men's footwear, devote your entire advertisement to that specialty, as the points to be brought out and dwelt upon concerning good features in a man's shoe are of no special value in advertising either women's or children's shoes; and the same is true reversed. It is well to mention, very quietly, in each advertisement, that all classes of footwear are kept in stock; but put it in small type and in a corner, out of the way.

Now, let us take up these three heads, in their order, keeping in mind the golden fact that there are appropriate goods to sell at appropriate seasons, and also that boot and shoe advertisements, to be of the greatest benefit, should as nearly as possible approach the conversational and argumentative form in which the salesman would appeal to the customer personally. As an illustration, let me say that I have a man's shoe in which there is only a small profit at \$3, but which I know to be good value at \$4, and which I have determined to use as bait for the sale of other goods at greater profit. Before writing my advertisement of this particular shoe, I will take the shoe and study its points, putting myself in the place of the man who expects to put his hard-earned money down in exchange for it and who expects to test its value by wearing it. Having thus impressed the good points of this shoe upon my mind, I have reached the conclusion that it is valuable especially for the wear of men who are upon their feet most of the time in their waking hours, and who need a shoe that is perfectly easy, not too light, is neat, and, as men who are compelled to stand up all day are not usually wealthy men, their footwear must be lasting in quality.

Right here, I would say that there is nothing more valuable, as an auxiliary to newspaper advertising and window display, than to have your printer get out some neat circular letters, in this argumentative and conversational style, and mail them direct to a number of the class desired to reach.

Now, why is this shoe easy on the foot? In a few words, because it has a medium heavy sole, is flexible, is lasted to the natural shape of the foot, and therefore perfectly supports the heel, the arch of the instep and the ball of the foot, leaving the toes in their natural position, each part of the shoe being in exact proportion. It is neat, because of the shape of the toe, its tasty ornamentation and general good workmanship. Durable, because made of the best stock throughout and by

thoroughly efficient and painstaking mechanics.

With these facts as a basis, I will write an advertisement something like this:

### A Day on Your Feet

proves the value of those old easy shoes you burned up the other day, for all they looked so disreputable. Let me tell you about those

### "Always-Easy" Shoes

which I am selling for only a Half Dozen Fifty Cent Pieces. Medium weight, flexible sole, made natural shape of foot, support every part perfectly and leave the toes (and corns) in their natural position. Neat as a daisy. Will wear as well as any \$4 shoe on the market, as only the best grades of stock and best workmen are used in their manufacture. I never had a pair returned or complained of because they tired the feet or didn't wear well, and I always try to sell them to men who stand on their feet most of the time. I want to show you a pair.

F. J. Blank.

All Kinds of Footwear.

Such advertising as this is a personal appeal that touches a tender spot—foot comfort—and is the keynote to successful selling.

An entirely different method must be employed in advertising women's footwear. Although the ladies, as a rule, are not attracted so much by comfort and durability as the sterner sex, still these practicalities should have their proper place and weight in the advertisement. Beauty of fit and finish, style, whether the shoe will make the foot appear smaller or aristocratically long and slender, and all the little points which go to make up the ensemble of a daintily-dressed and stylish foot are the fascinations which draw the dollars from feminine purses. And this is true of all classes of women—factory girls and saleswomen, Fortune's favorite young misses and stately matrons, alike. This being the case, it is the part of wisdom to fashion the talks to the ladies in such manner as to cover, as nearly as possible, these points with respect to differently-shaped feet; and, after looking over my stock, I will, for general purposes, write an advertisement like this:

### He Looks at Your Feet

first thing—whether he is your brother or the other girl's brother or your husband. Men are all alike in this. If your feet are neatly shod, he thinks you are elegantly clad, even if you are wearing a dress that's made over from last year. We have shoes that make feet appear long and slender—aristocratic. Shoes that make large feet look small, and little feet as dainty as Cinderella's. Shoes that conceal all deformities. Shoes that are perfect in every detail that goes to make up a strictly well-dressed foot. Reasonable prices.

BLANK & CO., Shoe Outfitters.

This advertisement will be understood to be only an outline. Special styles may be mentioned, as also special prices and regular prices. Comfort and wear should have their proper place in the description of any particular shoe, but in advertising ladies' shoes it is best to make these subservient to the points mentioned above.

Shoes specially made for old ladies' wear and for invalids should be given space by themselves, and never should be allowed to conflict.

## 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.

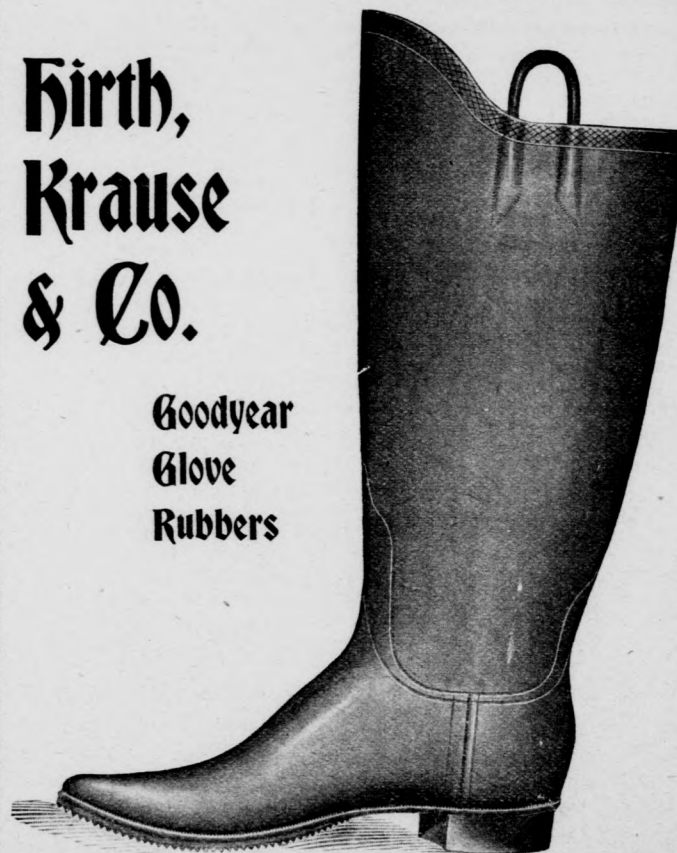
We still handle the best rubbers—Lycoming and Keystone—and Felt Boots and Lumbermen's Socks.

Geo. H. Reeder & Co.,

19 South Ionia Street,  
Grand Rapids, Mich.

## Hirth, Krause & Co.

Goodyear  
Glove  
Rubbers



Unquestionably the best Boot made. Prices may go higher.

Order Now.



Children's footwear advertising should be designed to appeal to the common sense and pocketbook of the parents. Infants' footwear does not need any special publicity. School shoes for children give the best opportunities for strong advertising talks, and the arguments may be made clinchers. As in all other lines, the stock should be thoroughly well known by the seller, that he may talk about the shoes from a personal knowledge. Below is a practical school shoe advertisement:

### A Healthy Schoolboy

or girl exercises the feet thoroughly jumping, running, skipping, sliding—on the way to school. This exercise

### Wears Out Shoes

The boy can't help it—it's natural—but it's tough on his father's pocketbook. I have recently added a line of

### School Shoes

designed to meet the needs of those who cannot afford to buy shoes every two or three weeks for that boisterous boy. They will stand all kinds of hard knocks, keep out the wet when he stops to wade through a mudpuddle, and at the same time look well. This is a special invitation for you to bring that boy in and have him fitted. He'll like the shoes and so will you.

JOHN BLANK, General Shoe Dealer.

Pictures may be used to excellent advantage in shoe advertising, especially for children. Advertising cuts do not cost much and fill a profitable place in attracting the eye of the reader to the subject matter of the advertisement.

In closing this article, I will reprint a boot and shoe advertisement which is as good an illustration as I can give of the utter and useless waste of money in such publicity. This is taken from a Grand Rapids paper:

### Our Boots, Shoes and Rubbers

Cannot be beaten in the city. See our prices. Fashionable grades also down to hard pan prices. There's no humbug about

Blank's Bargain Shoe House,  
Blank Street.

This occupied about five inches of space, and was displayed fairly well by the printer, but I will venture the assertion that this advertisement not only failed to secure a particle of patronage, but that, if any one, through accident—not design—chanced to read it, his mind was instantly made up to have nothing to do with a merchant who had no better sense than to write such an advertisement. "Our Boots, Shoes and Rubbers Cannot be Beaten in the City!" Humph! A humorist would ask if the articles in question must be taken outside of the corporation in order to legally beat them, on account of an ordinance prohibiting cruelty to shoes.

It is my opinion that an ordinance should be drafted to protect the public from cruelty in compelling it to read such stuff. CASELLA.

By a curious coincidence the number of lives lost at sea during 1896 in British merchant ships is returned as exactly 1897.

London imports on an average 10,000 pineapples every week.

### With or Without.

If the anticipations of a certain Boston company are realized, the first question the retail shoe clerk will soon ask, after learning the prospective customer's wants, will be "With or without elevators?" The tall or fairly tall customers probably won't be interrogated thusly, but the short, dumpy little ladies and sawed-off men will be the targets for the retail shoe clerks to shoot their queries at. Truly, science is a wonderful thing, but who ever thought that a company would be organized for the purpose of making short people tall, but, nevertheless, such a company has been formed in Boston. In the announcement which the firm makes, they say: "Increase your height from one to four inches, without detection, by using our new invisible elevators. Can be worn in any shoe, etc." Perhaps we may yet hear of some system whereby tall men may be made short. Strange things have happened in this era of progress, and stranger things may happen in years to come.

### The Tendency of the Age.

The necessity of merchants leading temperate and regular lives was strikingly illustrated in Toronto a few weeks ago in the sudden death of a prominent merchant. It was supposed that he died of heart disease, but a post-mortem examination revealed the fact that it was due to eating his meals at irregular hours, and when specially busy scarcely taking time to eat at all, resulting in an ulcerated stomach and disease of the kidneys. The tendency of the business age in this direction is specially marked among our young men, thousands of whom hastily swallow a mid-day lunch and rush back to business, only to be reminded in future years that they have sacrificed the best gift heaven bestows, that of health, in a scramble for wealth. It is a poor investment.

### Boots from the Klondike.

The window display of a retail shoe dealer recently attracted much attention. It was based on the interest that is still so keenly felt in Klondike matters. A pair of heavy boots, thickly gilded with liquid paint, were placed in the center of the window, the floor of which was strewn with gravel, many of the pebbles being gilded. Large-sized pieces of coal gilded to represent gold nuggets were scattered about, and a large card in the rear of the window explained that the boots had been sent to the store from the Klondike by a former employe, who had sent them on to illustrate what was meant by walking on the sunny side of Easy street. It was very simple, but attracted more attention than many a more elaborate display.

### Large Business in Leather.

There are fully 12,000 hides tanned weekly in Newark, N. J. About half of these become shoe tipping and vamp leather, the remainder carriage, dash, furniture and fancy leather. More horse hides are tanned than in any other place in this country. Cordovan vamps are the product. Chrome tanned sole for bicycle shoes is made and the manufacture of kangaroo and kangaroo kid is an important interest. All kinds of bag and book leather are produced. The tanners are said to get more money out of a hide than anywhere else. Three, and sometimes four, splits are made and finished. It is estimated that \$16 is realized per hide, and the yearly business done amounts to \$10,000,000.

### A Costly Practice.

Men are bringing suit daily to recover small sums, when they ought to know that they will have to pay out on the average three dollars for every one they recover. An honest lawyer would tell them so; but not all the lawyers are honest. So men sue and waste their time and their money. They hang around courts with their witnesses when they ought to be at work. One of the most economic measures imaginable would be a law cutting off the right of appeal in petty cases and making the decision

of the trial court final. It would save the taxpayers and litigants money. Generally the trial court would decide about right, but if it did not in a particular case the defeated party would be better off than if he were permitted to appeal.

### Then and Now.

It is only a tiny shoe  
That she touches with tender care,  
A cunning little bit of a thing  
That a baby used to wear,  
And she gently raises it to her lips,  
And lovingly holds it there.

It is worn and faded and old,  
But it brings up the happy past.  
She sadly sighs as she thinks of the joys  
That were too sweet to last.

In fancy she sees a little child  
As it gambols over the floor,  
An elflike creature with golden hair  
Is cooing a baby song once more,  
And a tear drops down on the tiny shoe  
That the beautiful dream child wore.

"Ah, well," she sighs to herself,  
"Tis, alas, the will of the fates!  
I used to be able to wear this shoe,  
But now I take number eights."

Prof. Grunmach, head of the Rontgen laboratory in the Berlin University, has stated that, judging from his own observations, the various reports of the cure of tuberculosis of the lungs by means of Rontgen rays are extremely improbable. He adds, however, that several cases of lupus have improved surprisingly after their application.

A man who recently died in Paris had kept a record of the number of cigars he had smoked during his lifetime. The number was 628,713.

A bill to exempt new manufactories from taxation for ten years has been introduced in the Tennessee Legislature.

Japanese patriots want to erect an iron Eiffel tower to commemorate the victory over China.

The estimate of the number of tramps in the United States varies between 40,000 and 60,000.



No. 14 represents our Shoe Display Arm for side of window. Makes a very attractive and sightly display. Is nickel plated. Price, \$30.00 per dozen. Write for illustrated catalogue of display fixtures. Manufactured by 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.

## 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.



## Clerks' Corner

### Things to Be Done and to Be Left Undone.

Written for the TRADESMAN.

So much depends on the personal characteristics and traits of a salesman as to whether he is a valuable man for his employer or not that it is well for clerks to study their own qualities from all possible standpoints—to "see themselves as others see them." Looking back over a limited experience as a clerk, and an extended experience in dealing with clerks from in front of the counter, I am impelled to note here a few things a clerk, to assure himself of a large personal following, and thereby a good salary, should do and should not do. I will commence with the "Do not's."

Do not support yourself languidly against the shelves behind you, as if you were merely there as an accommodation while waiting for the customer to make known his wants.

Do not allow your attention to wander, for an instant, from the customer and his needs. Your time and his is money.

Do not suggest a substitute for the article desired, unless the customer paves the way for it. He knows what he wants.

Do not leave a poor customer for a better. It may please the good customer, but not unless he is ignorant and selfish.

Do not flirt with any of your pretty girl customers. It distracts attention from business and leads to loss of custom.

Do not allow your countenance, actions or words to betray vexation, no matter how justly annoyed you may be.

Do not gossip with one customer about another, nor allow your customer to think that such a breach of good faith is possible with you.

Do not make use of a falsehood—stated or implied—to make a sale. Such tactics never hold true.

Do not attempt to impress an ignorant customer with your superiority in any direction. Rather lead him to think that the knowledge you may be able to impart to him in regard to values and qualities was already his own.

Do not haggle with a customer—come to your best price at once when you see he is determined to beat down the price. Hagglings is apt to cause you to lose your dignity and temper.

Do not offer advice unasked—the customer will let you know if he needs it. Do not carry around a glum countenance.

Do not, above all things, use tobacco or liquor in any form—either when on duty or when off duty; a malodorous breath loses many good customers.

Be alert and attentive when the prospective customer approaches the counter.

Be considerate of customers' foibles. Trade is won by this.

Be neat and clean in your personal appearance. Teeth clean, linen clean, hair, clothes and shoes neatly brushed are the little necessities of the toilet which make friends.

Be sober, self-respectful, truthful, anxious to please.

Be all that you can be to all men, compatible with the attributes of manliness.

Be prompt to detect likes and dislikes in the faces of your customers—then you know what to urge.

Be thoughtful of the small courtesies of life in both action and speech, no matter how boorish the customer may be.

Be, if anything, more careful and attentive to the shabbily-dressed customer than to the richly-dressed one. Poor clothes often cover a fat purse.

Be a careful student of human nature, especially facial characteristics. This enables you to gauge your customer at a glance.

Be, first, faithful to your employer's interests, and, second, to the interests of your customers.

Be as courteous to your fellow clerks as you are to your employer and customers.

Be careful to use good language, but avoid the use of high-sounding phrases and long words.

Be as pleasant and cordial upon the departure of a person who has had down all the goods in your department, without making a selection, as you are to the customer who has made a good purchase, and that quickly. The non-buyer may come again and develop into a good customer, and your unfailing courtesy will cause him to seek you out.

Careful study of these "Don'ts" and "Dos," coupled with manliness at all times, will insure your success while a clerk, and pave the way for a rapid rise to the position of your own employer.

NEMO.

### Too Much of an Automaton.

A story is told of a clerk who was forever "kicking" for a raise of a dollar a week in his salary. "Like pulling a tooth out of a chicken," he would remark to his fellows every Friday night after opening his envelope and finding in it the same old amount as of yore. The "boss" had his reason for not "doing the handsome" by him, however, and it transpired what that reason was when the clerk finally made a personal appeal to him, feeling his worth would never be recognized otherwise. "I was standing behind the stove this morning," said the "boss," "when a man came in and asked you for a pair of shoes, like 'that pair' displayed in the window. You said to him, 'What size, sir?' He replied, 'Nine,' and a nine you reached up and got for him. It suited him to a T. He told you to wrap it up and you started to do it when you were asked by the manager, who saw the shoe was not of the latest, whether the customer had tried it on or not. 'No,' you replied, and then the thought came to my mind: 'Would a first-rate clerk in this case make a sale without attempting to fit his customer first or to offer some suggestion about the style not being the latest?' I concluded he would not when I saw that the manager, unlike himself, understood the advantage which a thoroughly-pleased customer gives to a store and sought to remedy your rather quick-sale methods by suggesting we had a shoe in stock in the same style that would fit better and consequently look better. Although the man objected to trying on any other shoes, the manager's gentle persuasion gradually brought him around to it, with the result that he got a perfect fit in less than five minutes. No, I can't raise your salary until you become less of an automaton."

### From Wool to Fur Hats.

The large hat factory of John Hendel's Sons, at Reading, Pa., is being equipped to manufacture fur instead of wool hats. The overproduction of wool hats causes the change.

### Proposed Class Legislation in the Interest of Clerks.

From the Commercial America.

The clerks employed in the drug stores of the City of New York are making an effort through the Legislature to make the adoption of shorter hours of labor compulsory.

Drug clerks doubtless have a grievance; their hours of labor are long; the business is confining; their duties are exacting, and a high degree of skill is essential: but the question arises whether relief should be invoked through legislative enactment. It would seem that an effort should first be made to secure the assent of employers to the adoption of fewer hours of labor. Many employers would doubtless recognize the justice of such an appeal. One objection to the proposed measure is that it is to apply only to drug clerks in New York City. If it is desirable that drug clerks in this city shall have shorter hours of labor, there would appear to be no good reason why the proposed law should not be made to apply to all cities in the State. Another objection to the proposed measure is that it is an attempt to regulate by law the private business of druggists. Furthermore, such a law would compel proprietors of small drug stores either to abandon business or work longer hours themselves.

The drug trade section of the Board of Trade and Transportation has passed resolutions disapproving of the bill; the German Apothecaries' Society of New York City has passed similar resolutions, and has a committee actively engaged in opposition to the measure; the Kings County Pharmaceutical Society has passed similar resolutions and has sent, or is sending, copies thereof to every Assemblyman and State Senator, and finally a petition is being circulated among New York druggists who oppose it.

Many among the conservative element in the retail drug trade believe that, while reform in the matter of shorter hours is a desideratum, it should not be attempted through the passage of special bills of this nature, which are calculated to work injury to many in interest.

The depth to which the sun's rays penetrate water has been recently determined by the aid of photography. It has been found that at a depth of 533 feet the darkness was to all intents and purposes the same as that on a clear but moonless night. Sensitive plates exposed at this depth for a considerable length of time gave no evidence of light action.

Dr. Berend announced at a recent medical meeting in Berlin that the falling out of the hair, observed so often after employment of the X rays, is only temporary, and that therefore the rays are of no value for the removal of abnormal growths of hair.

The revenue of the Russian government last year was \$730,000,000.

### A Little Boy's Lament.

I'm going back down to grandpa's;  
I won't come back no more  
To hear the remarks about my feet  
A muddyn' up the floor.  
They's too much said about my clothes,  
The scoldin's never done—  
I'm goin' back down to grandpa's,  
Where a boy kin hev some fun.

I dug up half his garden  
A gittin' worms fer bait;  
He said he used to like it  
When I laid abed so late;  
He said that pie was good fer boys,  
And candy made 'em grow.  
Ef I can't go to grandpa's  
I'll turn pirate first you know.

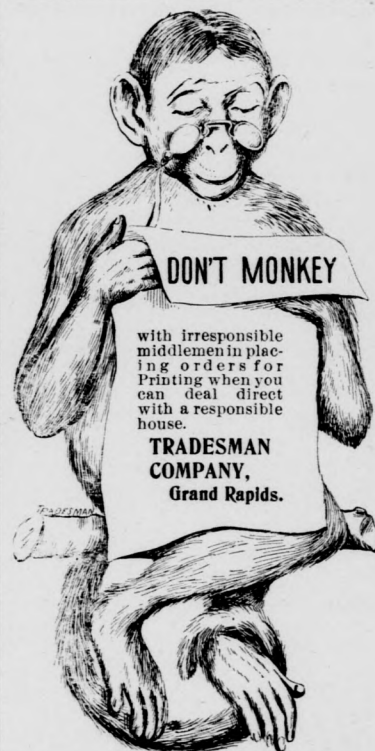
He let me take his shotgun,  
An' loaded it for me;  
The cats they hid out in the barn,  
The hens flew up a tree.  
I had a circus in the yard  
With twenty other boys—  
I'm going back down to grandpa's,  
Where they ain't afraid of noise.

He didn't make me comb my hair  
But once or twice a week;  
He wasn't watchin' out fer words  
I didn't order speak;  
He told me stories 'bout the war  
And Injuns shot out West.  
Oh, I'm goin' down to grandpa's,  
For he knows wot boys like best.

He even run a race with me,  
But had to stop an' cough;  
He rode my bicycle and laughed  
Bec'us he tumbled off;  
He knew the early appletrees  
Around within a mile.  
Oh, grandpa was a dandy,  
An' was "in it" all the while.

I bet you grandpa's lonesome,  
I don't care what you say;  
I seen him kinder cryin'  
When you took me away.  
When you talk to me of heaven  
Where all the good folks go,  
I guess I'll go to grandpa's,  
An' we'll have good times, I know.

A. T. WORDEN.



### DETROIT FLEXIBLE DOOR MATS

#### STANDARD SIZES

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

Retail for \$1.00 upwards.

Any dimension to order.

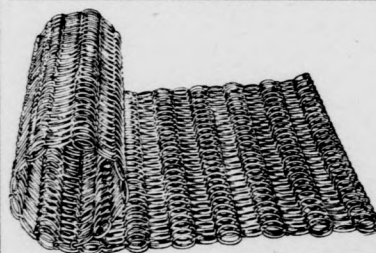
Made of Flat Wire. The Latest and Best.

Supplied by Foster, Stevens & Co.

and the mfrs. Write for prices.

**THE DETROIT SAFE COMPANY,**

67-85 East Fort Street, Detroit, Mich.



**GRAND RAPIDS PAPER BOX CO.**



## 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, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

You can't stall the drummer when he is after business.

Ed. F. Payne, formerly engaged in the shoe business at Saranac, has engaged to travel for the Rogers Shoe Co., of Toledo.

John H. Darrow, formerly on the road for C. L. Weaver & Co., has engaged to travel in this State for the W. H. H. Peck Co., jobbers of rubber goods at Cleveland.

It is a good policy for every commercial traveler to keep his nerve with him, but it is not required that he should turn it into gall and inflict it upon other people.

It is the duty of a commercial traveler to secure for himself, in the way of salary, all that he is worth to the firm that he represents, and do his utmost to make himself worth more.

A confident air, a readiness to reply, a knowledge of the merits of the sample line handled, and a belief in its superiority to everything else of its kind, are the means of effecting sales.

It is the Michigan Travelers Mutual Accident Association—not the Michigan Commercial Travelers Association—which elected J. Boyd Pantlind President the other day. The slip of the pen entitles both organizations to the apologies of the Tradesman.

The traveling men who have been catering to Finch & Co., the cut-rate and cut-throat druggists who recently failed in this city, are the recipients of good solid chunks of cold shoulder at the hands of the legitimate retail trade these days. This is about the only way the decent druggist has of expressing his disapproval of the policy of certain houses which pretend to cry down the disreputable methods of cutters and slashers, yet quietly furnish them with ammunition to assault the regular dealers who are undertaking to conduct their stores along legitimate lines.

Every man has a hobby and Frank Hedden's (Simmons Hardware Co.) hobby is olive growing. During his recent visit to California, he purchased an interest in an olive ranch near Los Angeles and he is now so full of the subject that he fairly bubbles over with it on the least provocation. He is thoroughly familiar with all the various varieties of olives and conversant with the different processes of preparing the fruit for market. He is sanguine that the ripe olives of California will eventually supersede the green olives of Italy and that, when that time comes, his investment in California will be away above par.

W. D. Church (Parke, Davis & Co.) has turned over a new leaf again. It is no new thing for him to turn over a

new leaf; in fact, he has pursued this policy so systematically for years that he has come to be known as "Willie, the Leaf Turner." This time he has sworn off on the deadly cigarette, having satisfied himself that the persistent use of the article was affecting his heart, injuring his eyesight and destroying his sense of smell, besides interfering with his success as a salesman in many places where cigarettes are not tolerated by buyers. His reformation is due to his friend, Hugh Wilson—who was something of a cigarette nuisance himself—and the penalty of a lapse into the old degradation is the forfeiture of two bright crisp \$10 bills which are held by Ben. E. West as stakeholder.

The commercial traveler of to-day is a representative business man in every sense of the word and is recognized as such. His mind is broadened by the constant contact with men engaged in the production, jobbing and retailing of goods. He is an economist of the practical type, because he has to handle the problems connected with the production and consumption of goods in a practical way. He learns to be tactful in the course of his business experience, if he is not naturally so, and knows that a weak compliance with every view advanced by the men with whom he is dealing is neither necessary nor serves to increase their respect for him. He is possessed of a dignity which can bend without breaking and is as intent upon preserving his self-respect entire as are men in any other department of business life.

Stephen T. Bowen (John G. Miller & Co.) now carries a side line in the shape of a rheumatic remedy, which he is selling at the rate of a dozen packages a day. It will be remembered that Bowen was given up to die at the Park Place (Traverse City) last summer, but remembering that only the good die young, he insisted on disregarding the summons from the Angel of Death, pleading a prior engagement in Chicago. When he left Traverse City his friends bade him a tearful farewell, believing they would never see him again this side of the seething—no, pearly gates—but when he put in an appearance a few months later, completely emancipated from the thralldom of Old Rheum, they insisted on knowing his recipe and subsequently trotted out seventy odd dollars for seventy odd boxes of the stuff which enabled him to turn his thoughts from pearly gates to all-wool clothing.

"Speaking of cigarettes," remarked the buyer of one of the largest wholesale houses in the city, "reminds me of a man who called on me to-day in the interest of one of the oldest and best houses in its line in the country. I needed some goods in that line and was just debating whether I would send the order to the house in question or to its principal competitor. The appearance of the salesman quickly settled the question. His mustache, clothes and breath reeked with the fumes of the cigarette and his fingers disclosed the yellow stains which are a characteristic of the cigarette fiend. I turned him down so quickly that it must have made his head swim and immediately mailed the order to the competing house. I am addicted to tobacco in the shape of cigars and derive a great deal of enjoyment from the use of the weed, but I have no use for a man who is so low in the scale of humanity as to smoke cigarettes and delight in discriminating against him every time I get a chance."

### Interesting Meeting of Post C.

Detroit, Feb. 1.—At the last meeting of Post C, a communication was read from Jno. B. Kelly, expressing his regret at not being able to attend the business meeting and suggesting that some suitable acknowledgment be tendered Post K (Kalamazoo) for the excellent entertainment given and the kindness shown Post C and all Knights of the Grip and their ladies during their stay in the Celery City.

John McLean moved that Post C tender a vote of thanks to the members of Post K and to their ladies for their royal hospitality and for all courtesies extended by them to us, on the occasion of the ninth annual convention, and that a copy of same be sent to the Secretary of Post K. Carried.

W. H. Baier, of the Entertainment Committee, was voted \$5 for music for the February meeting.

R. W. Jacklin, chairman of the Committee on Badges, presented a bill for \$12.60 for badges, which, having been approved by the Executive Board, was ordered paid. His report showed that only a few badges had been used, owing to the small number attending the convention from our Post, and that the balance had been turned over to the Secretary as the property of the Post. It was decided to present the remaining badges to the ladies present as souvenirs.

Chairman Walsh appointed the best looking man in the hall to act as a committee of one to see that every lady was properly labeled. Of course, the Major got the job; and I am of the opinion he liked it, judging by the time he took to do the work.

It was moved by John McLean that J. B. Howarth and H. G. Baker be elected honorary members for 1898, and that their names be entered on the Post roll. Carried. The Secretary was instructed to notify each gentleman of the action of the Post.

It was moved that a vote of thanks from Post C be extended to P. T. Walsh for the scathing rebuke administered by him at the annual convention at Kalamazoo to John R. Wood, for denying certain statements made by him (Wood) at the meetings of Post C held in October and November, 1897.

After adjournment, the remainder of the evening until 12 o'clock was spent in card playing and dancing. The musical and literary program was dispensed with, as it was rather late when we adjourned.

H. Y. KENYON, Sec'y.

### Movements of Lake Superior Travelers

A. P. Simpson has resigned his position with Manhard-Jopling Co., Ltd., Marquette, and is now with the Northern Hardware Co., Duluth.

Alex Stevenson (Buhl, Sons & Co.) took in the Shriners' meeting at Marquette and brought the house down with his story of Scotch hospitality.

Harry C. Work (Woodward & Stone) was also there and says, "Work never misses a good thing."

W. R. Smith (Hibbard, Spencer, Bartlett & Co.) could not resist the temptation of being on hand, even although lately married.

M. E. Rounds (E. C. Atkins & Co.) always attends—would be on hand if he were in Europe.

Dude Thatcher, of Escanaba, was there. Had more fun than any one else except our German friend, Duval, from Menominee.

J. R. McKeand (Cudahy Packing Co.) would rather attend a Shrine meeting than sell a hog.

W. F. Mitchell, the coon, was in his element.

J. C. Foster (M. R. Manhard Co., Ltd.) has the reputation of being just a little bit sporty. He went to Grand Marais with four chickens and came home with two. It looks suspicious, to say the least.

### A Tale of Two Travelers.

A good story comes from the East of a hardware traveler and a cutlery traveler who represent the same house and always travel together. They never let

an opportunity pass to boom each other. Both go into a hardware store together, and, after the usual greetings, the cutlery man excuses himself to go to the hotel, ostensibly for a forgotten sample. The hardware traveler pours into the ear of the hardware dealer stories of the cutlery man's wonderful sales—"sweeping everything clean," "Never saw a man who could sell so much cutlery in all my life," etc. When the cutlery man returns, the hardware traveler goes to the hotel, thus giving the cutlery man a chance to pump the hardware man full of the success of his companion—"Four carloads," etc. The hardware man falls into a fit and the effect is lost. QUIX.

### Remember the Wife at Home.

Howell, Jan. 29.—The enclosed was taken from the Christian Herald, and it seemed so applicable that I made only one change, using words, "Knight of Grip," in place of "Comrade." Should space be vacant, and agreeable, please print it, crediting same to Herald.

W. F. GRIFFITH.

Knight of Grip, have you a wife?

Write her every day.

Half the joy is out her life

When you are far away.

Write her from the speeding car;

Never mind the thump and jar

Which your loving letters mar—

Write her every day.

And, however far you wander,

I am sure 't would pay,

Could you see her read and ponder

Over what you say.

Have your tablet in your grip,

Fountain pen charged to the tip,

Then don't let the chances slip—

Write her every day.

The more a traveling salesman can enter into the thoughts and feelings of his customer the better will be his chance of effecting a sale.

Smoke the Famous

## FIFTH AVENUE CIGARRO

Pure, clean and mild. Made entirely of Selected Long Leaf, 5 cents a foot, 15 cents a yard. Made by

Standard Cigar Co., Cleveland, O.

Aaron B. Gates,

Michigan State Agent.

## 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.

## Hoskins & Company

COMMISSION BROKERS.

## GRAIN, PROVISIONS AND STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

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

## HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

## THE WHITNEY HOUSE

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

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



## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

### The Horrors of the Morphine and Cocaine Habits.

In defending his crusade against morphine—and cocaine—containing proprietaries, before the Ohio publishers, Commissioner Blackburn instanced the horrors that result from the habits produced by these insidious substances.

We quote him in part:

"It is scarcely ten years ago that I learned that there was such a thing as a morphine or cocaine habit. I went home one evening and found a telegram announcing that a near relative was dangerously sick at a sanitarium in Cincinnati, and asking us to care for him. I took the first train to Cincinnati, found him, and discovered that the sanitarium was an institution devoted to the cure of the morphine habit. I did not know until my arrival the nature of his trouble. He lived several days, and at periods was lucid and conscious. He told me that he was not afraid to die; that hell itself had no terrors for him; that he had lived the most damnable existence for the last fifteen years that it was possible for the imagination to invent; of all the torment, agony and suffering, more than he had ever dreamt of, he had endured since acquiring the morphine habit. His death came with a terrible shock to the members of his family, as none of them ever suspected that he was a victim of that drug.

"I went to Indianapolis to close up his estate and learned from the man whom he had left in charge of his business that there were dozens of morphine victims in that community. I came in contact with a number of them while there, and they are the most gaunt, miserable, distressed mortals that creep the earth.

"Another case, a gentleman I knew shortly before I engaged in the drug business. He was using, when I first knew him, about five grains of cocaine a day; but he had been an habitue for some time, and although he had a very large business, he soon began to neglect it and give himself up to the pernicious enjoyment of this accursed drug. He tried to quit several times, and his struggles were pitiful to observe. He tried other stimulants—whisky and cocaine—with the result of acquiring both the cocaine and morphine habit. At this time he was in the height of his popularity, and married one of the brightest young women of the county, and their prospects to the outside world seemed brilliant. About two years afterward a child was born to them, and it was the most pitiful looking object that I ever saw. It only lived a few months. The father kept getting worse, and he, too, died, but not until he had taught his wife how to use morphine, and had ordered it for her relief in some ordinary complaint. After his death she returned to her parents in a neighboring town. She wrote me repeatedly for morphine, claiming it was to be used for 'la grippe.' I sent her one or two small quantities, but refused to supply her further, as my suspicions were aroused that she was not using it for a

legitimate purpose. The last time I ever saw her she stood in my store wringing her hands and begging me for the love of God to supply her with enough morphine to save her life. I gave her a small quantity and forbade her ever to enter my store again.

"That I am not the only one that has observed the terrible effect of these drugs can be abundantly proven by a trifling investigation. Since publicity has been given to the prosecutions begun by the department of which I am at the head, numerous persons have come to me and to the drug inspector, Mr. Herbst, and related incidents of the most harrowing character. Numerous cases can be cited right here in Columbus where the habit was acquired through the use of so-called patent medicines. In my talks with druggists in all parts of the State I learn that nearly every drug store has more or less of these helpless, hopeless victims.

"Several months ago one of my chemists mentioned the name of a well-known catarrh cure, and stated that in a certain Massachusetts town it began to be generally used among the employees of a large cotton mill. The label stated that it contained cocaine. In a short time the persons using this preparation learned that it was the cocaine that gave the temporary relief sought for, and they began buying it directly from the drug stores. In a few months nearly the entire working population of the town was completely demoralized from its use."

#### He Used His Judgment.

About twenty miles inland I stopped at a general store to rest and get a bite to eat. Besides keeping hardware, woodenware, dry goods, groceries, saddlery, notions, boots and shoes, smoked and salt meats, there was a stock of drugs in the rear. I got some crackers and cheese, and while eating, there came in a colored man. He complained of pains in the chest and wanted a remedy. The merchant scratched his nose reflectively, looked along the shelf and finally took down a bottle, poured a two-ounce vial full and corked it up, and handed it over with the remark:

"Take five drops of that in water every four hours. Fifty cents."

The negro paid and went away, and in a few minutes a woman came in for something for dyspepsia. He took down a chance bottle, poured some of the contents into a vial, and charged her sixty cents. Then I enquired if he was a doctor.

"Well, sorter," he replied.

"And you know drugs?"

"Yes, tolerably fair."

"You put up queer remedies for those two complaints."

"Did I? Do you know drugs?"

"I have served five years as prescription clerk."

"Just the man I've been aching to see for a month! I took this stock on a debt. The fellow agreed to write on each bottle what the contents were good for, but he missed over half of 'em. I've been dealing out sorter on my own judgment, and I've had mighty good luck so far."

"Haven't you killed any one?"

"'Bout a dozen, I reckon, but all but one have been niggers, and the one white man was no 'count anyhow. Now you just put in the afternoon marking up them bottles, and I'll keep ye over night and hand ye two big dollars in the morning."

#### Incompatibilities of Cold Cream.

Professor Merck called attention recently to the fact that a number of substances, particularly those of a phenol character, are incompatible with cold cream. Pyrogallol and resorcin are instances. Decomposed resorcin produces an irritating skin affection.

#### Labels on Tin.

Labels may be made to adhere perfectly to tin if, says Popular Science News, the entire surface of the latter be wiped with a mere suspicion of hydrochloric acid. All tin is dressed with oil; this the acid effectually removes.

#### Care in Dispensing Poisons.

Scarcely a week passes but there is the record of a fatal poisoning case by carbolic acid, given in mistake for some other liquid, declares the Canadian Pharmaceutical Journal. In two out of three cases coming under our notice the acid was supplied in bottles never intended for such purposes. One was a whisky flask, and the other a ginger-beer bottle. Every reputable druggist should refuse to put a deadly poison in such a container. We hold that his responsibility in such cases does not end when he simply attaches a "carbolic acid" poison label to such a package.

Quite recently a case came under the notice of the writer where the label afforded but poor protection against accident. The bottle bore the "carbolic acid" poison label of one of our leading druggists; it was only partially attached to another underneath—"Ess. Lemon." A slight pull removed the carbolic label. Now, look at the opportunity for a poisoning case—a bottle of carbolic acid with an essence of lemon label. This was a case of gross carelessness on the part of the one who pasted a new label over an old one, and had an accident occurred that party would have been guilty of criminal negligence.

We hold it incumbent on the druggist to use every reasonable precaution to avoid the possibility of accident. A special poison bottle may be too expensive in cases of small sales, such as is usual with carbolic acid, but an inexpensive poison guard has been recently placed on the market by a Toronto druggist, which seems to be well adapted for the purpose of a preventive.

#### The Drug Market.

Opium—The reports of damage to the growing crop have been confirmed, and as the large stocks are being reduced in this country, prices are hardening. We advance our quotations 10c per pound.

Morphine—This article is firm and another advance is probable.

Codeine—Is steady.

Quinine—Firm at the decline, at unchanged prices.

Borax—Has advanced and higher prices are probable. As American refiners have a protection of 5c per pound, they can advance to 10c and still keep out the foreign.

Cloves—Have advanced.

Golden Seal—This article is firm.

Iodine and preparations of iodine are unsettled, as there is trouble in the combinations from new competition.

#### Decolorizing Reddened Carbolic Acid.

One of our exchanges gives a process for accomplishing this which is said to be both cheap and effective: Prepare a saturated solution of stannous chloride. As a very small quantity is needed, a drachm of it will go a great ways. Liquefy the carbolic acid with about five per cent. of water; add to each pound of acid about eight drops of the tin chloride solution, and allow it to stand in a warm place. If heated in a water-bath, the process will be greatly hastened. Should the carbolic acid not become decolorized after thirty minutes' standing, add another drop or two of the tin salt solution. Too much salt

turns the carbolic acid green, and if this happens all one has to do is to add more carbolic acid.

#### Rendering Epsom Salts Pleasant.

The stomach will not reject Epsom salts, writes Parcell in Prescription, if it is prepared in this way: "Put a tablespoonful in a teacup and add two or three tablespoonfuls of boiling water; stir well, decant, and reject the residuum. Add a little lemon-juice, let the mixture cool, and give to the patient. If in the country, beyond the reach of lemons, vinegar will make a four-rate substitute."

#### To Restore Weakened Alcohol.

Alcohol that has been used as a drying agent in absorbing moisture (as in the drying of photographic negatives), and has consequently become weakened, can be riden of its superfluous water by a vigorous shaking with well-dried potassium carbonate, which takes the water unto itself and forms a solution. An hour after shaking the alcohol may easily be decanted from the heavier solution of the salt.

#### A Natural Query.

"I am getting up a little article about men of wealth," explained the reporter, as he entered the great merchant's office, "as a sort of lesson for the young men of to-day. Would you mind telling me how you got your first real start in life?"

"Not at all, not at all," replied the old man pleasantly. "Do you want the truth, or the regulation biographical romance that is ordinarily used? It's immaterial to me."

"There miles from nowhere, in a little backwoods village over in North Carolina, the other day, I found the one town in the world where everybody works and no loafing is permitted," says a writer in the Louisville Post. "In this hamlet there's no idleness that is not voluntary or vicious, and this privilege is not allowed, even to the Wandering Willie out of a job. On a sign at the postoffice in Beechland is this injunction, from which there is no appeal: 'No loafing allowed in this town. We work, and so must everybody else who expects to reside here for any length of time. Idleness breeds crime, and as we never had a robbery or a murder here, we have determined to strike at the root of all evil. Tramps will be given one hour in which to depart, and honest men out of employment will be given work if they desire it. If not, they must git, and git as quick as their lazy legs will carry them away from our village. This means you.'"

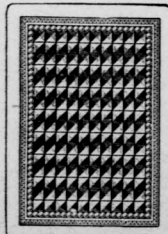
**Cutler's Carbolate of Iodine Pocket Inhaler**  
IS GUARANTEED TO CURE  
All druggists \$1.  
W. H. SMITH & CO., Props.,  
Buffalo, N. Y.

**PIMPLES** blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and preserves a healthy glow to the complexion; perfectly harmless. At drug stores 25c per bottle; by mail 35c. B. Schrouder, Pharmacist, Grand Rapids, Mich.

## The Cheapest Enameled Playing Card

ON THE MARKET IS THE

### NO. 20 ROVERS



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

**THE AMERICAN PLAYING CARD CO.,**  
KALAMAZOO, MICH.



## WHOLESALE PRICE CURRENT.

| Advanced—                                     |            | Declined—                                |            |
|-----------------------------------------------|------------|------------------------------------------|------------|
| <b>Acidum</b>                                 |            |                                          |            |
| Aceticum.....                                 | 60¢ 3      | Conium Mac.....                          | 35¢ 50     |
| Benzoicum, German.....                        | 70¢ 75     | Copaiba.....                             | 1 10¢ 1 20 |
| Boric.....                                    | 15         | Cubææ.....                               | 90¢ 1 00   |
| Carbolicum.....                               | 20¢ 41     | Exechthitos.....                         | 1 00¢ 1 10 |
| Citricum.....                                 | 40¢ 42     | Erigeron.....                            | 1 00¢ 1 10 |
| Hydrochlor.....                               | 30¢ 5      | Gaultheria.....                          | 1 50¢ 1 60 |
| Nitrosum.....                                 | 80¢ 10     | Geranium, ounce.....                     | 75         |
| Oxalicum.....                                 | 12¢ 14     | Gossypii, Sem. gal.....                  | 50¢ 60     |
| Phosphorium, dil.....                         | 15         | Hedeoma.....                             | 1 00¢ 1 10 |
| Salicylicum.....                              | 60¢ 65     | Juniper.....                             | 1 50¢ 2 00 |
| Sulphuricum.....                              | 13¢ 14     | Lavandula.....                           | 90¢ 2 00   |
| Tannicum.....                                 | 1 25¢ 1 40 | Limonia.....                             | 1 30¢ 1 40 |
| Tartaricum.....                               | 38¢ 40     | Mentha Piper.....                        | 1 60¢ 2 20 |
| <b>Ammonia</b>                                |            |                                          |            |
| Aqua, 16 deg.....                             | 40¢ 6      | Mentha Verid.....                        | 1 50¢ 1 60 |
| Aqua, 20 deg.....                             | 60¢ 8      | Morrhua, gal.....                        | 1 00¢ 1 10 |
| Carbonas.....                                 | 12¢ 14     | Myrica.....                              | 4 00¢ 4 50 |
| Chloridum.....                                | 12¢ 14     | Olive.....                               | 75¢ 3 00   |
| <b>Aniline</b>                                |            |                                          |            |
| Black.....                                    | 2 00¢ 2 25 | Picis Liquida.....                       | 10¢ 12     |
| Brown.....                                    | 80¢ 100    | Picis Liquida, gal.....                  | 35         |
| Red.....                                      | 45¢ 50     | Ricina.....                              | 90¢ 1 10   |
| Yellow.....                                   | 2 50¢ 3 00 | Rosmarini.....                           | 1 00       |
| <b>Baccæ.</b>                                 |            |                                          |            |
| Cubææ..... po. 18                             | 13¢ 15     | Rose, ounce.....                         | 6 50¢ 8 50 |
| Juniperus.....                                | 6¢ 8       | Succini.....                             | 40¢ 45     |
| Xanthoxylum.....                              | 25¢ 30     | Sabina.....                              | 90¢ 1 00   |
| <b>Balsamum</b>                               |            |                                          |            |
| Copaiba.....                                  | 55¢ 60     | Santal.....                              | 2 50¢ 7 00 |
| Peru.....                                     | 2 40       | Sassafras.....                           | 55¢ 60     |
| Terabin, Canada.....                          | 45¢ 50     | Sinapis, ess., ounce.....                | 1 40¢ 1 50 |
| Tolutan.....                                  | 50¢ 60     | Sitelli.....                             | 40¢ 50     |
| <b>Cortex</b>                                 |            |                                          |            |
| Abies, Canadian.....                          | 18         | Thyme.....                               | 40¢ 50     |
| Cassia.....                                   | 12         | Thyme, opt.....                          | 1 60       |
| Cinchona Flava.....                           | 18         | Theobromas.....                          | 15¢ 20     |
| Euonymus atropurp.....                        | 30         | <b>Potassium</b>                         |            |
| Myrica Cerifera, po.....                      | 20         | Bi-Carb.....                             | 15¢ 18     |
| Prunus Virginiana.....                        | 12         | Bichromate.....                          | 13¢ 15     |
| Quillaja, gr'd.....                           | 14         | Bromide.....                             | 50¢ 55     |
| Sassafras..... po. 18                         | 12         | Carb.....                                | 12¢ 15     |
| Ulmus..... po. 15, gr'd                       | 15         | Chlorate, po. 17@19c.....                | 16¢ 18     |
| <b>Extractum</b>                              |            |                                          |            |
| Glycyrrhiza Glabra.....                       | 24¢ 25     | Cyanide.....                             | 35¢ 40     |
| Glycyrrhiza, po.....                          | 28¢ 30     | Iodide.....                              | 2 60¢ 2 85 |
| Hæmatox, 15 lb box.....                       | 11¢ 12     | Potassa, Bitart, pure.....               | 28¢ 30     |
| Hæmatox, 1s.....                              | 13¢ 14     | Potassa, Bitart, com.....                | 15         |
| Hæmatox, 1/2s.....                            | 14¢ 15     | Potass Nitras, opt.....                  | 8¢ 10      |
| Hæmatox, 1/4s.....                            | 16¢ 17     | Potass Nitras.....                       | 7¢ 9       |
| <b>Ferru</b>                                  |            |                                          |            |
| Carbonate Precip.....                         | 15         | Prussiate.....                           | 20¢ 25     |
| Citrate and Quinia.....                       | 2 25       | Sulphate po.....                         | 15¢ 18     |
| Citrate Soluble.....                          | 75         | Glycyrrhiza..... pv. 15                  | 16¢ 18     |
| Ferrocyanidum Sol.....                        | 40         | Hydrastis Canad.....                     | 55         |
| Solut. Chloride.....                          | 15         | Hydrastis Can., po.....                  | 60         |
| Sulphate, com'l.....                          | 50         | Hellobore, Alba, po.....                 | 15¢ 20     |
| Sulphate, com'l, by bbl, per cwt.....         | 50         | Inula, po.....                           | 15¢ 20     |
| Sulphate, pure.....                           | 7          | Ipecac, po.....                          | 2 50¢ 2 60 |
| <b>Flora</b>                                  |            |                                          |            |
| Arnica.....                                   | 12¢ 14     | Iris plox..... po. 35@38                 | 35¢ 40     |
| Anthemis.....                                 | 18¢ 25     | Jalapa, pr.....                          | 25¢ 30     |
| Matricaria.....                               | 30¢ 35     | Maranta, 1/2s.....                       | 25¢ 30     |
| <b>Folia</b>                                  |            |                                          |            |
| Barosma.....                                  | 23¢ 28     | Podophyllum, po.....                     | 22¢ 25     |
| Cassia Acutifol, Tinnevely.....               | 18¢ 25     | Rhei.....                                | 75¢ 1 00   |
| Cassia Acutifol, Alx.....                     | 25¢ 30     | Rhei, cut.....                           | 1 25       |
| Salvia officinalis, 1/2s and 1/4s.....        | 12¢ 20     | Rhei, pv.....                            | 75¢ 1 35   |
| Ura Ursi.....                                 | 8¢ 10      | Spigelia.....                            | 35¢ 38     |
| <b>Gummi</b>                                  |            |                                          |            |
| Acacia, 1st picked.....                       | 65         | Sanguinaria..... po. 15                  | 18         |
| Acacia, 2d picked.....                        | 45         | Serpentaria.....                         | 30¢ 35     |
| Acacia, 3d picked.....                        | 35         | Senega.....                              | 40¢ 45     |
| Acacia, sifted sorts.....                     | 28         | Similax, officinalis H.....              | 40         |
| Acacia, po.....                               | 60¢ 80     | Smilax, M.....                           | 25         |
| Aloe, Barb. po. 18@20                         | 12¢ 14     | Scilla..... po. 35                       | 10¢ 12     |
| Aloe, Cape..... po. 15                        | 12         | Symplocarpus, Fœtidus, po.....           | 25         |
| Aloe, Socotri..... po. 40                     | 30         | Symplocarpus, po.....                    | 25         |
| Ammoniac.....                                 | 55¢ 60     | Valeriana, Eng. po. 30.....              | 15¢ 20     |
| Assafœtida..... po. 30                        | 25¢ 28     | Valeriana, German.....                   | 12¢ 16     |
| Benzoinum.....                                | 50¢ 55     | Zingiber.....                            | 25¢ 27     |
| Catechu, 1s.....                              | 13         | Zingiber j.....                          | 25¢ 27     |
| Catechu, 1/2s.....                            | 14         | <b>Semen</b>                             |            |
| Catechu, 1/4s.....                            | 16         | Anisum..... po. 15                       | 12         |
| Camphore.....                                 | 40¢ 43     | Apium (graveleous).....                  | 13¢ 15     |
| Euphorbium..... po. 35                        | 10         | Bird, 1s.....                            | 4¢ 6       |
| Galbanum.....                                 | 1 00       | Carul..... po. 18                        | 10¢ 12     |
| Gamboge..... po. 25                           | 30         | Cardamom.....                            | 1 25¢ 1 75 |
| Gualacum..... po. 25                          | 30         | Coriandrum.....                          | 8¢ 10      |
| Kino..... po. \$3.00                          | 3 00       | Cannabis Sativa.....                     | 4¢ 4 1/2   |
| Mastic.....                                   | 60         | Cydonium.....                            | 75¢ 1 00   |
| Myrrh..... po. 45                             | 60         | Chenopodium.....                         | 10¢ 12     |
| Opil..... po. \$4.10@4.30                     | 100 3 15   | Dipterix Odorata.....                    | 2 00¢ 2 20 |
| Shellac.....                                  | 25¢ 35     | Fœniculum.....                           | 2 20       |
| Shellac, bleached.....                        | 40¢ 45     | Fœnugreek, po.....                       | 7¢ 9       |
| Tragacanth.....                               | 50¢ 80     | Lini.....                                | 3¢ 4       |
| <b>Herba</b>                                  |            |                                          |            |
| Absinthium..... oz. pkg                       | 25         | Lini, gr'd..... bbl. 3                   | 4 1/2      |
| Eupatorium..... oz. pkg                       | 20         | Lobelia.....                             | 35¢ 40     |
| Lobelia..... oz. pkg                          | 25         | Pharlaris Canarian.....                  | 4¢ 4 1/2   |
| Majorum..... oz. pkg                          | 28         | Rapa.....                                | 4 1/2      |
| Mentha Pip..... oz. pkg                       | 23         | Sinapis Albu.....                        | 7¢ 8       |
| Mentha Vir..... oz. pkg                       | 22         | Sinapis Nigra.....                       | 11¢ 12     |
| Rue..... oz. pkg                              | 39         | <b>Spiritus</b>                          |            |
| Tanacetum..... oz. pkg                        | 22         | Fruentum, W. D. Co.....                  | 2 00¢ 2 50 |
| Thymus, V..... oz. pkg                        | 25         | Fruentum, D. F. R.....                   | 2 00¢ 2 50 |
| <b>Magnesia.</b>                              |            |                                          |            |
| Calcined, Pat.....                            | 55¢ 60     | Fruentum, J. O. T.....                   | 1 25¢ 1 50 |
| Carbonate, Pat.....                           | 20¢ 22     | Juniperis Co. O. T.....                  | 1 65¢ 2 00 |
| Carbonate, K. & M.....                        | 20¢ 25     | Juniperis Co.....                        | 1 75¢ 3 50 |
| Carbonate, Jennings.....                      | 35¢ 36     | Saacharum N. E.....                      | 1 90¢ 2 10 |
| <b>Oleum</b>                                  |            |                                          |            |
| Absinthium..... 3 25¢ 3 50                    |            | Spt. Vini Galli.....                     | 1 75¢ 6 50 |
| Amygdale, Dulc.....                           | 30¢ 50     | Vini Oporto.....                         | 1 25¢ 2 00 |
| Amygdale, Amare.....                          | 8 00¢ 8 25 | Vini Alba.....                           | 1 25¢ 2 00 |
| Anisi.....                                    | 2 25¢ 2 31 | <b>Sponges</b>                           |            |
| Aurant Cortex.....                            | 2 25¢ 2 40 | Florida sheeps' wool.....                | 2 50¢ 2 75 |
| Bergamit.....                                 | 2 40¢ 2 50 | Nassau sheeps' wool.....                 | 2 00       |
| Cajuput.....                                  | 85¢ 90     | Velvet extra sheeps' wool, carriage..... | 1 25       |
| Caryophylli.....                              | 65¢ 70     | Extra yellow sheeps' wool, carriage..... | 1 00       |
| Cedar.....                                    | 35¢ 36     | Grass sheeps' wool, carriage.....        | 1 00       |
| Chenopadi.....                                | 2 75       | Hard, for slate use.....                 | 75         |
| Cinnamoni.....                                | 1 80¢ 1 90 | Yellow Reef, for slate use.....          | 1 40       |
| Citronella.....                               | 45¢ 50     | <b>Syrups</b>                            |            |
| Acacia..... 50                                |            |                                          |            |
| Aurant Cortex..... 50                         |            |                                          |            |
| Zingiber..... 50                              |            |                                          |            |
| Ipecac..... 50                                |            |                                          |            |
| Ferri Iod..... 50                             |            |                                          |            |
| Rhei Arom..... 50                             |            |                                          |            |
| Smilax Officinalis..... 50                    |            |                                          |            |
| Senega..... 50                                |            |                                          |            |
| Scilla..... 50                                |            |                                          |            |
| Morpha, S.P. & W..... 2 15¢ 2 40              |            |                                          |            |
| Morpha, S.N.Y. & C. Co..... 2 15¢ 2 40        |            |                                          |            |
| Moschus Canton..... 40                        |            |                                          |            |
| Myristica, No. 1..... 65¢ 80                  |            |                                          |            |
| Nux Vomica..... po. 20 15                     |            |                                          |            |
| Os Sepia..... 15¢ 18                          |            |                                          |            |
| Pepsin Saac, H. & P. D. Co..... 1 00          |            |                                          |            |
| Picis Liq. N.N. 1/2 gal. doz..... 2 00        |            |                                          |            |
| Picis Liq., quarts..... 1 00                  |            |                                          |            |
| Picis Liq., pints..... 85                     |            |                                          |            |
| Pil Hydrarg..... po. 80 50                    |            |                                          |            |
| Piper Nigra..... po. 22 30                    |            |                                          |            |
| Piper Alba..... po. 35 30                     |            |                                          |            |
| Pilx Burgun..... 10¢ 12                       |            |                                          |            |
| Plumbi Acet..... 10¢ 12                       |            |                                          |            |
| Pulvis Ipecac et Opil 1 10¢ 1 20              |            |                                          |            |
| Pyrethrum, boxes H. & P. D. Co. doz..... 1 25 |            |                                          |            |
| Pyrethrum, pv..... 30¢ 33                     |            |                                          |            |
| Quassia..... 8¢ 10                            |            |                                          |            |
| Quinia, S. P. & W..... 33¢ 38                 |            |                                          |            |
| Quinia, S. German..... 28¢ 38                 |            |                                          |            |
| Quinia, N.Y..... 33¢ 38                       |            |                                          |            |
| Rubia Tinctorum..... 12¢ 14                   |            |                                          |            |
| Saccharum Lactis pv..... 18¢ 20               |            |                                          |            |
| Salacin..... 3 00¢ 3 10                       |            |                                          |            |
| Sanguis Draconis..... 40¢ 50                  |            |                                          |            |
| Sapo, W..... 12¢ 14                           |            |                                          |            |
| Sapo, M..... 10¢ 12                           |            |                                          |            |
| Sapo, G..... 15                               |            |                                          |            |
| Siedlitz Mixture..... 20                      |            |                                          |            |
| Sinapis..... 18                               |            |                                          |            |
| Sinapis, opt..... 30                          |            |                                          |            |
| Snuff, Maccaboy, De Voës..... 34              |            |                                          |            |
| Snuff, Scotch, De Voës..... 34                |            |                                          |            |
| Soda Boras..... 9                             |            |                                          |            |
| Soda Boras, po..... 9                         |            |                                          |            |
| Soda et Potass Tart..... 26¢ 28               |            |                                          |            |
| Soda, Carb..... 1 1/2¢ 2                      |            |                                          |            |
| Soda, Bi-Carb..... 3¢ 5                       |            |                                          |            |
| Soda, Ash..... 3 1/2¢ 4                       |            |                                          |            |
| Soda, Sulphas..... 2                          |            |                                          |            |
| Spts. Cologne..... 50¢ 55                     |            |                                          |            |
| Spts. Ether Co..... 50¢ 55                    |            |                                          |            |
| Spt. Myrcia Dom..... 2 00                     |            |                                          |            |
| Spts. Vini Rect. bbl..... 2 40                |            |                                          |            |
| Spts. Vini Rect. 1/2 bbl..... 2 45            |            |                                          |            |
| Spts. Vini Rect. 10 gal..... 2 48             |            |                                          |            |
| Spts. Vini Rect. 5 gal..... 2 50              |            |                                          |            |
| Less 50 gal. cash 10 days..... 1 40¢ 1 45     |            |                                          |            |
| Strychnia, Crystal..... 1 40¢ 1 45            |            |                                          |            |
| Sulphur, Subl..... 2 1/2¢ 3                   |            |                                          |            |
| Sulphur, Roll..... 2¢ 2 1/2                   |            |                                          |            |
| Tamarinds..... 8¢ 10                          |            |                                          |            |
| Terebenth Venice..... 28¢ 30                  |            |                                          |            |
| Theobromas..... 45¢ 45                        |            |                                          |            |
| Vanilla..... 9 00¢ 10 00                      |            |                                          |            |
| Zinci Sulph..... 7¢ 8                         |            |                                          |            |
| <b>Oils</b>                                   |            |                                          |            |
| Whale, winter..... 70                         |            |                                          |            |
| Lard, extra..... 40                           |            |                                          |            |
| Lard, No. 1..... 35                           |            |                                          |            |
| <b>Paints</b>                                 |            |                                          |            |
| Red Venetian..... 1 1/2¢ 2                    |            |                                          |            |
| Ochre, yellow Mars..... 1 1/2¢ 2              |            |                                          |            |
| Ochre, yellow Ber..... 1 1/2¢ 2               |            |                                          |            |
| Putty, commercial..... 2 1/2¢ 3               |            |                                          |            |
| Putty, strictly pure..... 2 1/2¢ 3            |            |                                          |            |
| Vermilion, Prime..... 13¢ 15                  |            |                                          |            |
| American..... 70¢ 75                          |            |                                          |            |
| Vermilion, English..... 13¢ 15                |            |                                          |            |
| Green, Paris..... 13¢ 15                      |            |                                          |            |
| Lead, Red..... 5 1/2¢ 6                       |            |                                          |            |
| Lead, white..... 5 1/2¢ 6                     |            |                                          |            |
| Whiting, white Span..... 70¢ 75               |            |                                          |            |
| Whiting, gliders..... 1 00                    |            |                                          |            |
| White, Paris Amer..... 1 00                   |            |                                          |            |
| Whiting, Paris Eng..... 1 00                  |            |                                          |            |
| cliff..... 1 40                               |            |                                          |            |
| Universal Prepared..... 1 00¢ 1 15            |            |                                          |            |
| <b>Varnishes</b>                              |            |                                          |            |
| No. 1 Turp Coach..... 1 10¢ 1 20              |            |                                          |            |
| Extra Turp..... 1 00¢ 1 10                    |            |                                          |            |
| Coach Body..... 2 75¢ 3 00                    |            |                                          |            |
| No. 1 Turp Furn..... 1 00¢ 1 10               |            |                                          |            |
| Extra Turk Damar..... 1 55¢ 1 80              |            |                                          |            |
| Jap. Dryer, No. 1 Turp..... 70¢ 75            |            |                                          |            |

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## PAINT BRUSHES



# 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.

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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| <b>AXLE GREASE.</b><br>doz. gross<br>Aurora.....55 6 00<br>Castor Oil.....60 7 00<br>Diamond.....50 4 00<br>Frazer's.....75 9 00<br>IXL Golden, tin boxes 75 9 00<br>Nica, tin boxes.....75 9 00<br>Paragon.....55 6 00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>CLOTHES LINES.</b><br>Cotton, 40 ft. per doz.....1 00<br>Cotton, 50 ft. per doz.....1 20<br>Cotton, 60 ft. per doz.....1 40<br>Cotton, 70 ft. per doz.....1 60<br>Cotton, 80 ft. per doz.....1 80<br>Jute, 60 ft. per doz.....80<br>Jute, 72 ft. per doz.....95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <br><b>Universal Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Superior Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Coupon Pass Books.</b><br>Can be made to represent any denomination from \$10 down.<br>20 books.....1 00<br>50 books.....2 00<br>100 books.....3 00<br>250 books.....6 25<br>500 books.....10 00<br>1,000 books.....17 50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <b>Fish.</b><br><b>Cod.</b><br>Georges cured.....@ 5<br>Georges genuine.....@ 5 1/2<br>Georges selected.....@ 6<br>Strips or bricks.....@ 9<br><b>Halibut.</b><br>Chunks.....9 1/2<br>Strips.....8 1/2<br><b>Herring.</b><br>Holland white hoops, bbl. 10 25<br>Holland white hoop 1/2 bbl 5 50<br>Holland white hoop, keg. 72<br>Holland white hoop mchs 80<br>Norwegian.....11 00<br>Round 100 lbs.....3 25<br>Round 40 lbs.....1 60<br>Scaled.....14                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>HERBS.</b><br>Sage.....15<br>Hops.....15<br><b>INDIGO.</b><br>Madras, 5 lb boxes.....55<br>S. F., 2, 3 and 5 lb boxes.....50<br><b>JELLY.</b><br>15 lb pails.....40<br>30 lb pails.....73<br><b>KRAUT.</b><br>Barrels.....3 50<br>Half barrels.....2 00<br><b>LYE.</b><br>Condensed, 2 doz.....1 20<br>Condensed, 4 doz.....2 25<br><b>LICORICE.</b><br>Pure.....30<br>Calabria.....25<br>Sicily.....14<br>Root.....10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>SAL SODA.</b><br>Granulated, bbls.....75<br>Granulated, 100 lb cases.....90<br>Lump, bbls.....75<br>Lump, 145 lb kegs.....88<br><b>SEEDS.</b><br>Anise.....9<br>Canary, Smyrna.....3<br>Caraway.....8<br>Cardamon, Malabar.....60<br>Celery.....11<br>Hemp, Russian.....3 1/2<br>Mixed Bird.....4 1/2<br>Mustard, white.....5<br>Poppy.....8 1/2<br>Rape.....4 1/2<br>Cuttle Bone.....20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>BAKING POWDER.</b><br><b>Absolute.</b><br>1/4 lb cans doz.....45<br>1/2 lb cans doz.....85<br>1 lb cans doz.....1 50<br><b>Acme.</b><br>1/4 lb cans doz.....45<br>1/2 lb cans doz.....75<br>1 lb cans doz.....1 00<br>Bulk.....10<br><b>El Purity.</b><br>1/4 lb cans per doz.....75<br>1/2 lb cans per doz.....1 20<br>1 lb cans per doz.....2 00<br><b>Home.</b><br>1/4 lb cans 4 doz case.....35<br>1/2 lb cans 4 doz case.....55<br>1 lb cans 2 doz case.....90                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>COCOA SHELLS.</b><br>20 lb bags.....2 1/4<br>Less quantity.....3<br>Pound packages.....4<br><b>CREAM TARTAR.</b><br>5 and 10 lb. wooden boxes.....30-35<br><b>COFFEE.</b><br><b>Green.</b><br><b>Rto.</b><br>Fair.....10<br>Good.....12<br>Prime.....13<br>Golden.....14<br>Peaberry.....15<br><b>Santos.</b><br>Fair.....14<br>Good.....15<br>Prime.....16<br>Peaberry.....17<br><b>Mexican and Guatamala.</b><br>Fair.....16<br>Good.....17<br>Fancy.....18<br><b>Maracalibo.</b><br>Prime.....20<br>Milled.....21<br><b>Java.</b><br>Interior.....20<br>Private Growth.....22<br>Mandehling.....24<br><b>Mocha.</b><br>Imitation.....22<br>Arabian.....24<br><b>Roasted.</b><br>Clark-Jewell Wells Co.'s Brands<br>Fifth Avenue.....28<br>Jewell's Arabian Mocha.....28<br>Wells' Mocha and Java.....24<br>Wells' Perfection Java.....24<br>Saneatho.....23<br>Breakfast Blend.....20<br>Valley City Maracalibo.....18 1/2<br>Ideal Blend.....14<br>Leader Blend.....12                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>Credit Checks.</b><br>500, any one denom'n.....3 00<br>1,000, any one denom'n.....5 00<br>2,000, any one denom'n.....8 00<br>Steel punch.....75<br><b>DRIED FRUITS—DOMESTIC</b><br><b>Apples.</b><br>Sundried.....@ 5 1/2<br>Evaporated 50 lb boxes.....@ 8 1/2<br><b>California Fruits.</b><br>Apricots.....7 1/2 @ 8 1/2<br>Blackberries.....@ 7 1/2<br>Nectarines.....@ 7 1/2<br>Peaches.....8 @ 8 1/2<br>Pears.....8 @ 7 1/2<br>Pitted Cherries.....@ 8 1/2<br>Raspberries.....@ 8 1/2<br><b>California Prunes.</b><br>100-120 25 lb boxes.....@ 3 1/2<br>80-100 25 lb boxes.....@ 4 1/2<br>60-80 25 lb boxes.....@ 5 1/2<br>40-60 25 lb boxes.....@ 7 1/2<br>30-40 25 lb boxes.....@ 8 1/2<br>1/2 cent less in 50 lb cases<br><b>Raisins.</b><br>London Layers 3 Crown.....1 60<br>London Layers 4 Crown.....2 00<br>Dehesias.....3 1/2<br>Loose Muscatels 2 Crown.....3 1/2<br>Loose Muscatels 3 Crown.....5<br>Loose Muscatels 4 Crown.....6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>Flackerel.</b><br>Mess 100 lbs.....16 30<br>Mess 40 lbs.....6 90<br>Mess 10 lbs.....1 82<br>Mess 8 lbs.....1 48<br>No. 1 100 lbs.....14 50<br>No. 1 40 lbs.....6 10<br>No. 1 10 lbs.....1 30<br>No. 1 8 lbs.....9 50<br>No. 2 100 lbs.....4 00<br>No. 2 40 lbs.....1 07<br>No. 2 10 lbs.....88<br>No. 2 8 lbs.....55<br><b>Sardines.</b><br>Russian kegs.....55<br><b>Trout.</b><br>No. 1 100 lbs.....5 50<br>No. 1 40 lbs.....2 50<br>No. 1 10 lbs.....70<br>No. 1 8 lbs.....59<br><b>Whitfish.</b><br>No. 1 No. 2 Fam<br>100 lbs.....6 75 5 75 2 75<br>40 lbs.....3 00 2 60 1 40<br>10 lbs.....83 73 43<br>8 lbs.....89 61 34                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>MINCE MEAT.</b><br>Ideal, 3 doz. in case.....2 25<br><b>MATCHES.</b><br>Diamond Match Co.'s brands.<br>No. 9 sulphur.....1 65<br>Anchor Parlor.....1 70<br>No. 2 Home.....1 10<br>Export Parlor.....4 00<br><b>MOLASSES.</b><br><b>New Orleans.</b><br>Black.....11<br>Fair.....14<br>Good.....20<br>Fancy.....24<br>Open Kettle.....25 @ 35<br>Half-barrels 2c extra.<br><b>MUSTARD.</b><br>Horse Radish, 1 doz.....1 75<br>Horse Radish, 2 doz.....3 50<br>Bayle's Celery, 1 doz.....1 75<br><b>PIPES.</b><br>Clay, No. 216.....1 70<br>Clay, T. D. full count.....65<br>Cob, No. 3.....85<br><b>POTASH.</b><br>48 cans in case.....4 00<br>Babbitt's.....3 00<br>Penna Salt Co.'s.....3 00<br><b>PICKLES.</b><br><b>Medium.</b><br>Barrels, 1,200 count.....5 25<br>Half bbls, 600 count.....3 13<br><b>Small.</b><br>Barrels, 2,400 count.....6 35<br>Half bbls, 1,200 count.....3 75<br><b>RICE.</b><br><b>Domestic.</b><br>Carolina head.....6 1/4<br>Carolina No. 1.....5<br>Carolina No. 2.....4 1/4<br>Broken.....3 1/2<br><b>Imported.</b><br>Japan, No. 1.....5 1/2<br>Japan, No. 2.....5 1/4<br>Java, fancy head.....6<br>Java, No. 1.....5<br>Table.....5 1/4 | <b>SOAP.</b><br>Single box.....2 75<br>5 box lots, delivered.....2 70<br>10 box lots, delivered.....2 65<br><b>JAS. S. KIRK &amp; CO.'S BRANDS.</b><br>American Family, wrp'd.....3 33<br>American Family, unwrp'd.....3 27<br>Dome.....3 33<br>Cabinet.....2 90<br>Savon.....2 50<br>Dusky Diamond, 50 6 oz.....2 10<br>Dusky Diamond, 50 8 oz.....3 00<br>Blue India, 100 1/2 lb.....3 00<br>Kirkline.....3 75<br>Eos.....3 65<br>Schulte Soap Co.'s Brand.<br><b>CLYDESDALE</b><br>100 cakes, 75 lbs.....3 80<br>5 box lots.....2 75<br>10 box lots.....2 70<br>25 box lots.....2 60<br>Allen B. Wrisley's Brands.<br>Old Country, 80 1-lb. bars.....2 75<br>Good Cheer, 60 1-lb. bars.....3 75<br>Uno, 100 1/2-lb. bars.....2 50<br>Doll, 100 10-oz. bars.....2 05<br><b>Scouring.</b><br>Sapollo, kitchen, 3 doz.....2 40<br>Sapollo, hand, 3 doz.....2 40<br><b>SODA.</b><br>Boxes.....5 1/4<br>Kegs, English.....4 1/4<br><b>SPICES.</b><br><b>Whole Sifted.</b><br>Allspice.....12<br>Cassia, China in mats.....12<br>Cassia, Batavia in bund.....22<br>Cassia, Saigon in rolls.....32<br>Cloves, Ambonya.....10<br>Cloves, Zanzibar.....10<br>Mace, Batavia.....55<br>Nutmegs, fancy.....60<br>Nutmegs, No. 1.....50<br>Nutmegs, No. 2.....45<br>Pepper, Singapore, black.....10<br>Pepper, Singapore, white.....12<br>Pepper, shot.....12<br><b>Pure Ground in Bulk.</b><br>Allspice.....12<br>Cassia, Batavia.....22<br>Cassia, Saigon.....40<br>Cloves, Ambonya.....18<br>Cloves, Zanzibar.....13<br>Ginger, African.....15<br>Ginger, Cochina.....18<br>Ginger, Jamaica.....23<br>Mace, Batavia.....70<br>Mustard, Eng. and Trieste.....18<br>Mustard, Trieste.....20<br>Nutmegs.....40 @ 50<br>Pepper, Sing., black.....12<br>Pepper, Sing., white.....15<br>Pepper, Cayenne.....20<br>Sage.....15 |
| <b>CONDENSED PEARL BLUING</b><br>1 doz. pasteboard boxes.....40<br>3 doz. wooden boxes.....1 20<br><b>BROOMS.</b><br>No. 1 Carpet.....1 90<br>No. 2 Carpet.....1 75<br>No. 3 Carpet.....1 50<br>No. 4 Carpet.....1 15<br>Parlor Gem.....2 00<br>Common Whisk.....70<br>Fancy Whisk.....80<br>Warehouse.....2 25<br><b>CANDLES.</b><br>8s.....7<br>16s.....8<br>Paraffine.....8<br><b>CANNED GOODS.</b><br><b>Manitowoc Peas.</b><br>Lakeside Marrowfat.....95<br>Lakeside E. J.....1 15<br>Lakeside, Cham. of Eng.....1 20<br>Lakeside, Gem. Ex. Sifted.....1 45<br>Extra Sifted Early June.....1 75<br><b>CATSUP.</b><br>Columbia, pints.....2 00<br>Columbia, 1/2 pints.....1 25<br><b>CHEESE.</b><br>Acme.....@ 11 1/4<br>Amboy.....@ 11<br>Byron.....@ 11 1/4<br>Elsie.....@ 12 1/2<br>Gem.....@ 12 1/2<br>Gold Medal.....@ 11 1/2<br>Herkimer.....@ 11<br>Ideal.....@ 11 1/4<br>Jersey.....@ 12<br>Lenawee.....@ 11<br>Riverside.....@ 12 1/2<br>Springdale.....@ 11 1/2<br>Sparta.....@ 11<br>Brick.....@ 10<br>Edam.....@ 75<br>Leiden.....@ 18<br>Limburger.....@ 10<br>Pineapple.....@ 43<br>Sap Sago.....@ 17<br><b>Chicory.</b><br>Bulk.....5<br>Red.....7<br><b>CHOCOLATE.</b><br>Walter Baker & Co.'s.<br>German Sweet.....23<br>Premium.....34<br>Breakfast Cocoa.....45 | <b>Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.</b><br><b>Extract.</b><br>Valley City 1/4 gross.....75<br>Felix 1/4 gross.....1 15<br>Hummel's foil 1/4 gross.....85<br>Hummel's tin 1/4 gross.....1 48<br><b>CLOTHES PINS.</b><br>5 gross boxes.....40<br><b>COUGH DROPS.</b><br>C. B. Brand.....1 00<br><b>CONDENSED MILK.</b><br>4 doz in case.<br>Gall Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 35<br>Dime.....3 75<br><b>COUPON BOOKS.</b><br><br><br><b>Tradesman Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Economic Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00 | <b>FOREIGN.</b><br><b>Currents.</b><br>Patras bbls.....@ 6 1/2<br>Vostizias 50 lb cases.....@ 7<br>Cleaned, bulk.....@ 9<br>Cleaned, packages.....@ 9 1/4<br><b>Peel.</b><br>Citron American 10 lb bx.....@ 13<br>Lemon American 10 lb bx.....@ 12<br>Orange American 10 lb bx.....@ 12<br><b>Raisins.</b><br>Ondura 28 lb boxes.....@ 8 1/2<br>Sultana 1 Crown.....@ 2<br>Sultana 2 Crown.....@ 2<br>Sultana 3 Crown.....@ 10<br>Sultana 4 Crown.....@ 10<br>Sultana 5 Crown.....@ 12<br>Sultana 6 Crown.....@ 12<br>Sultana package.....@ 14<br><b>FARINACEOUS GOODS.</b><br><b>Farina.</b><br>24 1 lb. packages.....1 75<br>Bulk, per 100 lbs.....3 50<br><b>Grits.</b><br>Walsh-DeRoo Co.'s.....2 15<br>Bulk in 100 lb. bags.....3 00<br><b>Hominy.</b><br>Barrels.....2 50<br>Flake, 50 lb. drums.....1 00<br><b>Beans.</b><br>Dried Lima.....3<br>Medium Hand Picked.....1 00<br><b>Maccaroni and Vermicelli.</b><br>Domestic, 10 lb. box.....60<br>Imported, 25 lb. box.....2 50<br><b>Pearl Barley.</b><br>Common.....1 75<br>Chester.....2 00<br>Empire.....2 50<br><b>Peas.</b><br>Green, bu.....89<br>Split, per lb.....2<br><b>Rolled Oats.</b><br>Rolled Avena, bbl.....3 85<br>Monarch, bbl.....3 75<br>Monarch, 1/2 bbl.....2 00<br>Private brands, bbl.....3 20<br>Quaker cases.....3 20<br>Huron, cases.....1 75<br><b>Sago.</b><br>German.....3 1/2<br>East India.....3<br><b>Wheat.</b><br>Cracked, bulk.....3 1/4<br>24 1 lb packages.....2 50 | <b>FLAVORING EXTRACTS.</b><br><br><b>Jennings'.</b><br>D. C. Vanilla.....2 0z.....1 20<br>3 0z.....1 50<br>4 0z.....2 00<br>6 0z.....3 00<br>No. 8 4 00<br>No. 10 6 00<br>No. 2 T. 1 25<br>No. 3 T. 2 00<br>No. 4 T. 2 40<br>D. C. Lemon.....2 0z.....75<br>3 0z.....1 00<br>4 0z.....1 40<br>6 0z.....2 00<br>No. 8 2 40<br>No. 10 4 00<br>No. 2 T. 80<br>No. 3 T. 1 35<br>No. 4 T. 1 50<br><b>Souders'.</b><br>Oval bottle, with corkscrew.<br>Best in the world for the money.<br><br><b>Regular Grade Lemon.</b><br>2 0z.....75<br>4 0z.....1 50<br><b>Regular Vanilla.</b><br>2 0z.....1 20<br>4 0z.....2 40<br><b>XX Grade Lemon.</b><br>2 0z.....1 50<br>4 0z.....3 00<br><b>XX Grade Vanilla.</b><br>2 0z.....1 75<br>4 0z.....3 50<br><b>GUNPOWDER.</b><br><b>Rifle—Dupont's.</b><br>Kegs.....4 00<br>Half Kegs.....2 25<br>Quarter Kegs.....1 25<br>1 lb. cabs.....30<br>1/2 lb. cans.....18<br><b>Choke Bore—Dupont's.</b><br>Kegs.....4 25<br>Half Kegs.....2 35<br>Quarter Kegs.....1 35<br>1 lb. cans.....34<br><b>Eagle Duck—Dupont's.</b><br>Kegs.....8 00<br>Half Kegs.....4 25<br>Quarter Kegs.....2 25<br>1 lb. cans.....45 | <b>SALT.</b><br><b>Diamond Crystal.</b><br>Table, cases, 24 3-lb boxes.....1 50<br>Table, barrels, 100 3 lb bags.....2 75<br>Table, barrels, 40 7 lb bags.....2 40<br>Butter, barrels, 280 lb. bulk.....2 25<br>Butter, barrels, 20 14 lb bags.....2 50<br>Butter, sacks, 28 lbs.....25<br>Butter, sacks, 56 lbs.....55<br><b>Common Grades.</b><br>100 3 lb sacks.....1 70<br>60 5 lb sacks.....1 55<br>28 10 lb sacks.....1 45<br><b>Worcester.</b><br>50 4 lb. cartons.....3 25<br>115 2 1/2 lb. sacks.....4 00<br>60 5 lb. sacks.....3 75<br>22 14 lb. sacks.....3 50<br>30 10 lb. sacks.....3 50<br>28 lb. linen sacks.....32<br>Bulk in barrels.....2 50<br><b>Waraw.</b><br>56 lb dairy in drill bags.....30<br>28 lb dairy in drill bags.....15<br><b>Ashton.</b><br>56 lb dairy in linen sacks.....60<br><b>Higgins.</b><br>56 lb dairy in linen sacks.....60<br><b>Solar Rock.</b><br>56 lb sacks.....21<br><b>Common.</b><br>Granulated Fine.....75<br>Medium Fine.....85                                                                                                                                                                                          | <b>CLYDESDALE</b><br>100 cakes, 75 lbs.....3 80<br>5 box lots.....2 75<br>10 box lots.....2 70<br>25 box lots.....2 60<br>Allen B. Wrisley's Brands.<br>Old Country, 80 1-lb. bars.....2 75<br>Good Cheer, 60 1-lb. bars.....3 75<br>Uno, 100 1/2-lb. bars.....2 50<br>Doll, 100 10-oz. bars.....2 05<br><b>Scouring.</b><br>Sapollo, kitchen, 3 doz.....2 40<br>Sapollo, hand, 3 doz.....2 40<br><b>SODA.</b><br>Boxes.....5 1/4<br>Kegs, English.....4 1/4<br><b>SPICES.</b><br><b>Whole Sifted.</b><br>Allspice.....12<br>Cassia, China in mats.....12<br>Cassia, Batavia in bund.....22<br>Cassia, Saigon in rolls.....32<br>Cloves, Ambonya.....10<br>Cloves, Zanzibar.....10<br>Mace, Batavia.....55<br>Nutmegs, fancy.....60<br>Nutmegs, No. 1.....50<br>Nutmegs, No. 2.....45<br>Pepper, Singapore, black.....10<br>Pepper, Singapore, white.....12<br>Pepper, shot.....12<br><b>Pure Ground in Bulk.</b><br>Allspice.....12<br>Cassia, Batavia.....22<br>Cassia, Saigon.....40<br>Cloves, Ambonya.....18<br>Cloves, Zanzibar.....13<br>Ginger, African.....15<br>Ginger, Cochina.....18<br>Ginger, Jamaica.....23<br>Mace, Batavia.....70<br>Mustard, Eng. and Trieste.....18<br>Mustard, Trieste.....20<br>Nutmegs.....40 @ 50<br>Pepper, Sing., black.....12<br>Pepper, Sing., white.....15<br>Pepper, Cayenne.....20<br>Sage.....15                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |



## STARCH.



|                                  |       |
|----------------------------------|-------|
| <b>Kingsford's Corn.</b>         |       |
| 40 1-lb packages.....            | 6     |
| 20 1-lb packages.....            | 6 1/4 |
| <b>Kingsford's Silver Gloss.</b> |       |
| 40 1-lb packages.....            | 6 1/4 |
| 6-lb boxes.....                  | 7     |
| <b>Diamond.</b>                  |       |
| 64 10c packages.....             | 5 00  |
| 128 5c packages.....             | 5 00  |
| 32 10c and 64 5c packages.....   | 5 00  |
| <b>Common Corn.</b>              |       |
| 20 1-lb packages.....            | 4 1/4 |
| 40 1-lb packages.....            | 4 1/4 |
| 20-lb boxes.....                 | 4     |
| 40-lb boxes.....                 | 3 3/4 |
| <b>Common Gloss.</b>             |       |
| 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 3/4 |

## STOVE POLISH.



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

## SUGAR.

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

|                              |      |
|------------------------------|------|
| Domino.....                  | 5 75 |
| Cut Loaf.....                | 5 75 |
| Crushed.....                 | 5 75 |
| Cubes.....                   | 5 44 |
| Powdered.....                | 5 44 |
| XXXX Powdered.....           | 5 50 |
| Granulated in bbls.....      | 5 25 |
| Granulated in bags.....      | 5 25 |
| Fine Granulated.....         | 5 25 |
| Extra Fine Granulated.....   | 5 28 |
| Extra Coarse Granulated..... | 5 38 |
| Diamond Confec. A.....       | 5 25 |
| Confec. Standard A.....      | 5 13 |
| No. 1.....                   | 4 88 |
| No. 2.....                   | 4 88 |
| No. 3.....                   | 4 81 |
| No. 4.....                   | 4 75 |
| No. 5.....                   | 4 63 |
| No. 6.....                   | 4 56 |
| No. 7.....                   | 4 50 |
| No. 8.....                   | 4 44 |
| No. 9.....                   | 4 38 |
| No. 10.....                  | 4 31 |
| No. 11.....                  | 4 25 |
| No. 12.....                  | 4 19 |
| No. 13.....                  | 4 13 |
| No. 14.....                  | 4 06 |
| No. 15.....                  | 4 00 |
| No. 16.....                  | 3 94 |

## SYRUPS.

|                   |    |
|-------------------|----|
| <b>Corn.</b>      |    |
| Barrels.....      | 16 |
| Half bbls.....    | 18 |
| <b>Pure Cane.</b> |    |
| Fair.....         | 16 |
| Good.....         | 20 |
| Choice.....       | 25 |

## TABLE SAUCES.

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

## TOBACCO.

|                                      |       |
|--------------------------------------|-------|
| <b>Cigars.</b>                       |       |
| 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..... |       |
| Star Green.....              | 35 00 |

## VINEGAR.

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

## Washing Powder.



|                       |      |
|-----------------------|------|
| 00 12 oz pkgs.....    | 3 50 |
| <b>WICKING.</b>       |      |
| No. 0, per gross..... | 25   |
| No. 1, per gross..... | 30   |
| No. 2, per gross..... | 40   |
| No. 3, per gross..... | 75   |

## Fish and Oysters

|                         |         |
|-------------------------|---------|
| <b>Fresh Fish.</b>      | Per lb. |
| Whitefish.....          | @ 8     |
| Trout.....              | @ 8     |
| Black Bass.....         | @ 12    |
| Halibut.....            | @ 15    |
| Ciscoes or Herring..... | @ 4     |
| Bluefish.....           | @ 10    |
| Live Lobster.....       | @ 18    |
| Boiled Lobster.....     | @ 20    |
| Cod.....                | @ 10    |
| Haddock.....            | @ 8     |
| No. 1 Pickerel.....     | @ 8     |
| Pike.....               | @ 7     |
| Smoked White.....       | @ 9     |
| Red Snapper.....        | @ 12    |
| Col River Salmon.....   | @ 1 1/4 |
| Mackerel.....           | @ 18    |

## Oysters in Cans.

|                         |      |
|-------------------------|------|
| F. H. Counts.....       | @ 35 |
| F. J. D. Selects.....   | @ 27 |
| Selects.....            | @ 22 |
| F. J. D. Standards..... | @ 29 |
| Standards.....          | @ 18 |
| Favorites.....          | @ 16 |

## Oysters in Bulk

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

## Shell Goods.

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

## Hides and Pelts.

Perkins & Hess pay as follows:

|                 |               |
|-----------------|---------------|
| <b>Hides.</b>   |               |
| Green.....      | 7 @ 8         |
| Part cured..... | @ 8 1/2       |
| Full Cured..... | 8 1/2 @ 9 1/2 |
| Dry.....        | 9 @ 11        |
| No. 12.....     | 4 @ 19        |
| No. 13.....     | 4 @ 13        |
| No. 14.....     | 4 @ 06        |
| No. 15.....     | 4 @ 00        |
| No. 16.....     | 3 @ 94        |
| <b>Pelts.</b>   |               |
| Shearlings..... | 5 @ 30        |
| Lambs.....      | 4 @ 10        |
| Old Wool.....   | 6 @ 1 25      |

## Furs.

|                             |                |
|-----------------------------|----------------|
| Mink.....                   | 50 @ 1 40      |
| Coon.....                   | 30 @ 1 00      |
| Skunk.....                  | 50 @ 1 00      |
| Musk rats, fall.....        | 5 @ 12         |
| Musk rats, spring.....      | 14 @ 17        |
| Musk rats, winter.....      | 12 @ 14        |
| Red Fox.....                | 1 @ 25 @ 1 50  |
| Gray Fox.....               | 4 @ 70         |
| Cross Fox.....              | 2 @ 5 @ 5 00   |
| Badger.....                 | 20 @ 60        |
| Cat, Wild.....              | 15 @ 40        |
| Cat, House.....             | 10 @ 20        |
| Fisher.....                 | 3 @ 50 @ 7 00  |
| Lynx.....                   | 1 @ 0 @ 2 00   |
| Martin, Dark.....           | 1 @ 50 @ 3 00  |
| Martin, Yellow.....         | 7 @ 1 50       |
| Otter.....                  | 5 @ 00 @ 9 00  |
| Wolf.....                   | 7 @ 1 50       |
| Beaver.....                 | 7 @ 00 @ 15 00 |
| Beaver Castors.....         | 2 @ 00 @ 8 00  |
| Opussum.....                | 5 @ 15         |
| Deerskin, dry, per lb.....  | 15 @ 25        |
| Deerskin, gr'n, per lb..... | 10 @ 15        |

## Wool.

|               |         |
|---------------|---------|
| Washed.....   | 14 @ 23 |
| Unwashed..... | 17 @ 17 |

## Miscellaneous.

|                    |               |
|--------------------|---------------|
| Tallow.....        | 2 1/4 @ 3 1/4 |
| Grease Butter..... | 1 @ 2         |
| Switches.....      | 1 1/2 @ 2     |
| Ginseng.....       | @ 3 00        |

## Candies.

## Stick Candy.

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

## Mixed Candy.

|                   |         |
|-------------------|---------|
| 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.....       | @ 11    |
| Choc. Monumentals..... | @ 11    |
| Gum Drops.....         | @ 8     |
| 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.....    | @ 50      |
| Gum Drops.....            | @ 50      |
| Lozenges.....             | @ 50      |
| A. B. Licorice Drops..... | @ 50      |
| Lozenges, plain.....      | @ 50      |
| Lozenges, printed.....    | @ 50      |
| Imperial.....             | @ 50      |
| Mottoes.....              | @ 50      |
| Cream Bar.....            | @ 50      |
| Molasses Bar.....         | @ 50      |
| Hand Made Creams.....     | 80 @ 1 00 |
| Plain Creams.....         | 60 @ 90   |
| Decorated Creams.....     | @ 90      |
| String Rock.....          | @ 90      |
| 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..... | @ 45 |

## Fruits.

|                           |             |
|---------------------------|-------------|
| <b>Oranges.</b>           |             |
| Mexicans 150 175-200..... | @ 3 00      |
| Cal. Seedlings.....       | 2 25 @ 2 50 |
| Fancy Navel 112.....      | @ 2 75      |
| 125 to 216.....           | @ 3 00      |
| Choice.....               | @           |

## 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.

|                                    |         |
|------------------------------------|---------|
| <b>Figs.</b>                       |         |
| Choice, 10 lb boxes.....           | @ 10    |
| Extra choice, 14 lb boxes.....     | @ 14    |
| Fancy, 12 lb boxes.....            | @ 14    |
| Imperial Mikados, 18 lb boxes..... | @ 14    |
| Pulled, 6 lb boxes.....            | @ 12    |
| Naturals, in bags.....             | @ 6 1/2 |
| <b>Dates.</b>                      |         |
| Fards in 10 lb boxes.....          | @ 8     |
| Fards in 60 lb cases.....          | @ 6     |
| Persians, G. M.'s.....             | @ 5 1/2 |
| 1b cases, new.....                 | @ 6     |
| Sais, 60 lb cases.....             | @ 4 1/2 |

## Nuts.

|                                        |         |
|----------------------------------------|---------|
| Almonds, Tarragona.....                | @ 12    |
| Almonds, Ivaca.....                    | @ 11    |
| Almonds, California, soft shelled..... | @ 13    |
| Brazils new.....                       | @ 9     |
| Filberts.....                          | @ 10    |
| Walnuts, Greenlows.....                | @ 12    |
| Walnuts, Calif No. 1.....              | @ 10    |
| Walnuts, soft shelled.....             | @ 9     |
| Table Nuts, fancy.....                 | @ 10    |
| Table Nuts, choice.....                | @ 9     |
| Pecans, Med.....                       | @ 8     |
| Pecans, Ex. Large.....                 | @ 10    |
| Pecans, Jumbo.....                     | @ 12    |
| Hickory Nuts per bu.....               | @ 1 60  |
| Ohio, new.....                         | @ 4 50  |
| Cocoanuts, full sacks.....             | @ 4 50  |
| <b>Peanuts.</b>                        |         |
| Fancy, H. P., Suns.....                | @ 6 1/2 |
| Fancy, H. P., Flags.....               | @ 6 1/2 |
| Roasted.....                           | @ 6 1/2 |
| Choice, H. P., Extras.....             | @ 4     |
| Choice, H. P., Extras, Roasted.....    | 5 1/4   |

## Grains and Feedstuffs

## Wheat.

|                                              |      |
|----------------------------------------------|------|
| <b>Winter Wheat Flour.</b>                   |      |
| Local Brands.....                            |      |
| Patents.....                                 | 5 50 |
| Second Patent.....                           | 5 00 |
| Straight.....                                | 4 80 |
| Clear.....                                   | 4 40 |
| Graham.....                                  | 4 75 |
| Buckwheat.....                               | 3 50 |
| Rye.....                                     | 3 00 |
| 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 45 |
| Pillsbury's Best 1/8s.....        | 5 35 |
| Pillsbury's Best 1/4s paper.....  | 5 35 |
| Pillsbury's Best 1/8s paper.....  | 5 35 |
| Ball-Barnhart-Putman's Brand..... |      |
| Grand Republic, 1/2s.....         | 5 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 |

## Oiley &amp; 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 50 |
| Laurel, 1/4s..... | 5 40 |
| Laurel, 1/8s..... | 5 30 |

## Meal.

|                 |      |
|-----------------|------|
| Bolted.....     | 1 75 |
| Granulated..... | 2 00 |

## Feed and Millstuffs.

|                             |       |
|-----------------------------|-------|
| St. Car Feed, screened..... | 14 50 |
| No. 1 Corn and Oats.....    | 13 50 |
| Unbolted Corn Meal.....     | 13 00 |
| Winter Wheat Bran.....      | 14 00 |
| Winter Wheat Middlings..... | 15 00 |
| Screenings.....             | 12 00 |

## New Corn.

|                         |        |
|-------------------------|--------|
| Car lots.....           | 31 1/2 |
| 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.

|                    |               |
|--------------------|---------------|
| <b>Beef.</b>       |               |
| Carcase.....       | 6 @ 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           |
| <b>Pork.</b>       |               |
| Dressed.....       | @ 4 1/2       |
| Shoulders.....     | @ 7           |
| Leaf Lard.....     | 5 1/2 @ 5 1/2 |
| <b>Mutton.</b>     |               |
| Carcase.....       | 7 @ 8         |
| Spring Lambs.....  | 8 @ 9         |
| <b>Veal.</b>       |               |
| Carcase.....       | 8 @ 9         |

## Oils.

|                          |          |
|--------------------------|----------|
| <b>Barrels.</b>          |          |
| Eocene.....              | @ 11 1/4 |
| 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 @ 30  |
| Engine.....              | 11 @ 21  |
| Back winter.....         | @ 8      |

## Provisions.

Swift & Company quote as follows:

|                       |       |
|-----------------------|-------|
| <b>Barreled Pork.</b> |       |
| Mess.....             | 10 25 |
| Back.....             | 11 00 |
| Clear back.....       | 10 50 |
| Short cut.....        | 10 25 |
| Pig.....              | 14 00 |
| Bean.....             | 8 50  |
| Family.....           | 10 00 |

## Dry Salt Meats.

|                   |       |
|-------------------|-------|
| Bellies.....      | 5 1/2 |
| Briskets.....     | 5 1/4 |
| Extra shorts..... | 5 1/4 |

## Smoked Meats.

|                       |      |
|-----------------------|------|
| Hams, 12 lb average   | 9    |
| Hams, 14 lb average   | 8½   |
| Hams, 16 lb average   | 8¼   |
| Hams, 20 lb average   | 7½   |
| Ham dried beef        | 13   |
| Shoulders (N. Y. cut) | 6    |
| Bacon, clear          | 7 @8 |
| California hams       | 5½   |
| Boneless hams         | 8½   |
| Cooked ham            | 11   |



## Hardware

### How One Hardware Dealer Handles the Credit Business.

The difficulties attending the credit business are always uppermost in the retailer's mind. Like Banquo's ghost, they hover around us in our sleeping and waking hours, depriving us of a large portion of the enjoyment we might otherwise enjoy in case the credit system were eliminated from the retail business.

My experience is wholly from a small retailer's standpoint, and from a small country town that is surrounded by a good farming country. It will not prove true in every locality, neither may it be practicable in a large business.

To begin with, I do not believe I can do a cash business, for in 1868 I gave the matter as thorough a trial as I was capable of, and found that at the end of a few weeks I had a batch of tickets that was in danger of being blown away or lost, so I made up my mind it was best to keep them bound in a book. I even went so far as to tell my customers who had left their pocketbooks at home that I would lend them \$5 until they came in again, when I was met with the reply that "they were not borrowing money," and every effort that I made to show them that it was not because they were not good, but because I had adopted the cash system; that I did not wish to keep any books, etc., met with just the one response, "I will go up the street and see if your competitor is trying to introduce some new system, too."

As I said before, after a few weeks' trial, and after seeing how little my best customers care for any innovation, I decided to do a credit business, and trust whom I had a mind to, as long as I had a mind to, and dun any person owing me when I saw fit to do so.

I incorporated two or three systems into my book-keeping, which I have found very profitable to me, but which made some work and which took some resolution to carry out at all times for the last twenty-nine years, but which I still believe pay me well. First, upon the 1st of each January, May and September, I draw off an alphabetical list of every penny due me, which puts all of my outstanding accounts before my eye, and after that list is made, I go through and write w for write and d for dun and s for sue opposite every one which has run over sixty days. I print upon every statement, "I do not wish to collect interest, but it will be added to all accounts sixty days old." When the time comes for making my next list (at the end of four months), I go over that previous list, and if I find an account still unpaid, I turn to that account and add four months' interest, which, even although the account may not be more than \$3, will be 10 cents (the profit sometimes upon a keg of nails, and less lifting). These are small amounts, but in the aggregate are not to be despised, and another thing in connection with this plan is, every small account is brought to notice and receives attention when it is needed. I remember many instances of loss which, if the matter had been looked after when promised, would not have proven a loss, but, being small, were overlooked, and while all may sometimes lose large amounts, the loss by little ones is not inconsiderable.

We are apt to pay more attention to selling goods than to collecting accounts

—it is more to our mind; but there is money in looking after collections, not as a byspell, but in a thorough, methodical way.

I live in a dairy section where there is little of this "after harvest" talk, which I found by experience generally meant after New Year's, and repeat, I have always found that there is seldom an exception to the rule, that a man can pay for a thing easier at the time he agreed to than at a later day, and when a man wants credit, he is generally willing to set a pay day, and if he is not, he can get his accommodations at my competitors'.

I believe that a man buys just a little freer on tick than for cash and is not as particular about a close price nor quite as hard to suit, but these advantages are all lost if not thoroughly looked after. My losses for a series of many years will not amount to 1 per cent. of all I charge, and when you take into account that a fair share of credits given are only for a very short time (often less than a week), it does not seem very large, but credit account does make a very large amount of work, so does selling goods, and unless accounts due can be looked after in some thorough, systematic way, I would say sell for cash, if you don't do one-tenth the business.

I can very readily see that a cash business is a source of perpetual delight to the dealer, and would be the choice of every merchant if there were only one party to the transaction, but, unfortunately, there are two, and you are only one of them. If every kindred dealer in a town would agree to a cash business it might work until some new dealer came in, but I fear then it would be short lived, or at least, the new man would get a foothold, from which it would be hard to dislodge him.

I have heard the old story that a farmer wants pay for his truck just as soon as unloaded, and generally gets it, which is all true, and I confess I have sometimes felt tried when such a man will hardly carry even his bank check until morning, but logic and philosophy are lost in the matter, and while they want and generally get prompt pay, they often want you to wait, and if they are responsible, I am willing to do it, but if they ask too much, I will very readily ask them to pay for the privilege. If they object, their deal and mine, in the future, will be on the pay-as-you-go basis.

Another thing I think important is, when a man says he will pay you at such a time after an urgent request, to mark that time ahead on a calendar, and when the day rolls around, if he has forgotten it, let him know that you have not, and by this system a large number of these little accounts, too small to worry about but too big to lose, will be paid and wiped out of the way. I keep still another list of names of all parties whom I have found by experience do not do as they agree, and the next time they ask for favors, they are kindly reminded of the past experience, or the favor is refused.

I am free to confess that there is one side of this credit business which we have never paid much attention to, that is worthy of some action on our part, if there is any prospect that we can accomplish anything by such action, and that is, the looseness with which many jobbers extend credit to those who become our competitors, but who were or are not entitled to any credit whatever. In some cases even this has been done to parties who have made one or more

previous failures and not yet learned the lesson that it is not all of business to put goods on the shelves and pass them out to Dick, Tom and Harry without a good, reasonable profit. Such competition is fostered and built up by jobbers because they are so anxious to sell goods, and they believe that, inasmuch as the fellow has failed once or twice he will again, and that they will be smart enough to get their pay and let the other fellow whistle. Such competition is hard to work against.

I know of no department of the retail trade more trying, and at the same time more profitable to work thoroughly, than this very one of collections. Everlastingly at it is my motto. C. A. PECK.

### It Is Like Rubber.

Business possesses one quality in common with rubber—that is to say, it will expand or contract according as it is influenced by varying conditions. Retailers, as a rule, will find that hustle mixed in the proper proportions with printers' ink will win trade when everything else fails. Keeping everlastingly at it has a lot to do with building up a business.

### To One I Love.

Written for the **TRADESMAN**.

I do not ask remembrance in your hours  
Busy and full,  
Bearing such gifts to others, rich in powers  
For use and rule.

Check not the current of your life, that breaks  
Joyous and strong,  
To harken where some haunting memory speaks  
Like a sad song;

But, when the dusk is creeping and the dew  
Lies on the hill,  
When the first star is trembling through the blue,  
Remote and still,

When from the lilies steals a breath so faint  
It thrills like pain,  
And, hushing into peace day's long complaint,  
Night falls again,

Oh, then one moment be the present fled;  
Think of past days,  
And that sweet summer which so strangely led  
In one our ways;

When I was yours in every pulse and thought,  
And you, too, seemed  
To give back something of the gift I brought—  
Or so I dreamed;

And know that, as it then was with me, sweet,  
So is it still;  
That a life's love is waiting at your feet  
Whenever you will.

E. W. ROWELL.

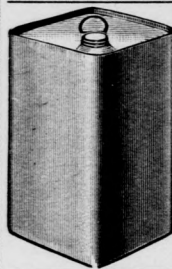
Cowardice is the cause of more men's failure than inability. They lack the heart to face adverse circumstances.

## 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.



## 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.

## 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.



## THE NEW ILLUMINANT.

## Some of the Characteristics of Acetylene Gas.

Written for the TRADESMAN.

While the general properties of acetylene have been familiar to students of chemistry during the past twenty years, it is only recently that its value as a light-producer became known. At that time, its description is that of a pungent, hydrocarbon gas which "burns with a bright smoky flame." It is only in recent years that it was discovered that, by properly confining the gas and burning it as it escapes from the most minute orifice, it burns with far more perfect combustion than any other illuminant in use, under similar conditions.

Like the modern aluminum, the calcium carbide from which acetylene is produced is a product made commercially possible by the electric reducing furnace. Thus it is that only in localities where almost unlimited power is at command, such as Niagara, the Sault, etc., can the material be prepared in the form in which it is shipped to all parts of the country, to be utilized in the production of the gas by the simplest chemical reaction with water.

As might be expected, the discoverers of the illuminating value of the new gas, and of the methods of production, were not slow to secure all possible patents on the new processes involved. These have secured to a great corporation the most perfect practical monopoly of the manufacture, and yet it has entered the field at prices which, it is claimed, make the gas, under suitable conditions, the cheapest illuminant known.

Since the value of the gas became known, extensive operations have been undertaken to prepare it as a portable commodity in its liquid form, to which it is easily reduced by the moderate pressure of 600 pounds; but in this form it has been found very dangerous to handle, as it is highly explosive. Recent examples of such explosions are familiar, and in many localities the manufacture is forbidden. On the other hand, the carbide is practically incombustible and, when air and moisture are excluded, may be kept indefinitely or shipped safely to any locality. The fact of the attempt to handle the liquid product having worked so disastrously has created a prejudice against its use, which is wholly undeserved.

While the method of producing the gas from the carbide by its reaction with water and burning it without the need of any purification other than the condensation of the moisture by proper cooling would seem the extreme of simplicity, there have yet been found many difficulties to overcome in devising apparatus which should be practical in these operations, and in the confinement of the gas, and in the maintaining at all times of the slight pressure of a couple of ounces while in the hands of unskilled managers. With a lamp chimney, a jar or pail, a cork, a gas burner and a bit of wire gauze, a complete generator may be made which will furnish a strong light for several hours. But in the construction of an apparatus which shall furnish sufficient light for a store or dwelling, and which shall work automatically at all times, requiring much less attention than a coal stove, there were involved some problems of considerable difficulty, so that, while the apparent simplicity has induced the devising of considerable of such ap-

paratus, the number which has been found practically successful is small.

Among the difficulties which have stood in the way of the adoption of much of the cruder apparatus have been the objections of insurance underwriters. The prejudice caused by the unfortunate attempts to utilize the liquid acetylene has subjected the carbide form to their scrutiny, and so no apparatus has been passed upon by the committees which could not meet all apparent and many imaginary objections. As a matter of fact, this gas, in the hands of the most moderate intelligence, is much safer than coal gas or kerosene.

A principal reason for the safety of the new illuminant, as compared with common gas, is the fact that, to produce a given quantity of light, a much smaller volume is burned. Thus it will not take very long for coal gas to escape through a burner in a small room in sufficient quantity to produce an explosive mixture with the air. An acetylene burner giving the same light passes less than one-fourth the quantity; and so, while enough of it would form an explosive compound with air, the same as other gas, it would take more than four times as long with a given illuminating power. Another recommendation is that the gas is non-poisonous and burns without the slightest odor, although, when escaping into a room, it has a sharp, pungent smell which quickly betrays its presence.

As more perfect and practical apparatus, with increased simplicity and cheapness, comes into use the new light is being rapidly adopted in all parts of the country. It is especially suitable for the illumination of country stores and those situated in towns deficient in electric or ordinary gas illumination. The need of some light more brilliant and effective than the uncleanly and unmanageable, even if cheap, kerosene has long been felt, and there is little doubt that the use of the new gas will increase rapidly in all localities.

## CHEMICO.

## Wanted Trading Stamps.

From the Lapeer Press.

A young lady from Imlay City came over to Lapeer to do a little trading at the postoffice. She stepped to the stamp window and, laying down \$1, asked for and received some postal cards and 2-cent stamps. Noticing the lady acting strangely, the postmistress asked her if she had missed anything. "Stamps, please," said the stranger. "But I gave you stamps," was the tart reply. "Where's the postmaster? I'll see if I am to be cheated." She exclaimed that she had read in one of the county papers that all places of business gave trading stamps with cash purchases. At other places where she traded clerks were very courteous and obliging, and she expected the same from a Government office-holder. The postmaster explained as best he could, but the irate lady said she would write the Postmaster-General at once.

## Publicity Is Prestige.

The man who advertises stands before the public in the full, legitimate and dignified prominence of one who is proud of it, is doing a lot of it, and wants to do more of it; and he is the kind of man that everybody wants to do business with, for just so long as the moth will be attracted by the candlelight, so long will buyers swarm around the advertising light of business.

During the progress of a revival in a church up country not long ago, the village milkman was a convert. He related his experience at one of the meetings, and, as soon as he had taken his seat an enthusiast started up the hymn: "Shall We Gather at the River?"

## 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..... | 55       |
| G. D.....        | per m 35 |
| Musket.....      | per m 60 |

## CARTRIDGES

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

## CHISELS

|                     |    |
|---------------------|----|
| Socket Firmer.....  | 80 |
| Socket Framing..... | 80 |
| Socket Corner.....  | 80 |
| Socket Slicks.....  | 80 |

## DRILLS

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

## ELBOWS

|                         |             |
|-------------------------|-------------|
| Com. 4 piece, 6 in..... | doz. net 50 |
| Corrugated.....         | per m 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.....            | 250 |
| Sciota Bench.....                      | 60  |
| Sandusky Tool Co.'s, fancy.....        | 250 |
| Bench, first quality.....              | 250 |
| 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 1/4c per pound extra.            |  |

## HAMMERS

|                                                  |           |
|--------------------------------------------------|-----------|
| Maydole & Co.'s, new list.....                   | dis 35    |
| Kip's.....                                       | dis 25    |
| Yates & Plum's.....                              | dis 10&10 |
| Mason's Solid Cast Steel.....                    | 30c list  |
| Blacksmith's Solid Cast Steel Hand 30c list..... | 40&10     |

## HOUSE FURNISHING GOODS.

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

## HOLLOW WARE

|              |       |
|--------------|-------|
| Pots.....    | 60&10 |
| Kettles..... | 60&10 |
| Spiders..... | 60&10 |

## HINGES

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

## WIRE GOODS

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

## LEVELS

|                                   |        |
|-----------------------------------|--------|
| Stanley Rule and Level Co.'s..... | dis 70 |
|-----------------------------------|--------|

## ROPES

|                                 |   |
|---------------------------------|---|
| Sisal, 1/4 inch and larger..... | 6 |
| Manilla.....                    | 8 |

## SQUARES

|                     |  |
|---------------------|--|
| Steel and Iron..... |  |
| Try and Bevels..... |  |
| Mitre.....          |  |

## SHEET IRON

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

## SAND PAPER

|                         |        |
|-------------------------|--------|
| List acct. 19, '86..... | dis 50 |
|-------------------------|--------|

## SASH WEIGHTS

|                 |               |
|-----------------|---------------|
| Solid Eyes..... | per ton 20 00 |
|-----------------|---------------|

## TRAPS

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

## WIRE

|                               |        |
|-------------------------------|--------|
| Bright Market.....            | 75     |
| Annealed Market.....          | 75     |
| Coppered Market.....          | 70&10  |
| Tinned Market.....            | 62 1/2 |
| Coppered Spring Steel.....    | 50     |
| Barbed Fence, galvanized..... | 2 15   |
| Barbed Fence, painted.....    | 1 85   |

## HORSE NAILS

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

## WRENCHES

|                                         |    |
|-----------------------------------------|----|
| Baxter's Adjustable, nickeled.....      | 30 |
| Coe's Genuine.....                      | 75 |
| Coe's Patent Agricultural, wrought..... | 50 |
| Coe's Patent, malleable.....            | 80 |

## MISCELLANEOUS

|                             |          |
|-----------------------------|----------|
| Bird Cages.....             | 50       |
| Pumps, Clifton.....         | 80       |
| Screws, New List.....       | 85       |
| Casters, Bed and Plate..... | 50&10&10 |
| Dampers, American.....      | 60       |

## METALS—Zinc

|                      |       |
|----------------------|-------|
| 600 pound casks..... | 6 1/2 |
| Per pound.....       | 6 1/2 |

## SOLDER

|                                                                                                                           |        |
|---------------------------------------------------------------------------------------------------------------------------|--------|
| 1/2@1/2.....                                                                                                              | 12 1/2 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |        |

## TIN—Melyn Grade

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

## TIN—Allaway Grade

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

## ROOFING PLATES

|                                        |       |
|----------------------------------------|-------|
| 14x20 IC, Charcoal, Dean.....          | 5 00  |
| 14x20 IX, Charcoal, Dean.....          | 6 00  |
| 20x28 IC, Charcoal, Dean.....          | 10 00 |
| 14x20 IC, Charcoal, Allaway Grade..... | 4 50  |
| 14x20 IX, Charcoal, Allaway Grade..... | 5 50  |
| 20x28 IX, Charcoal, Allaway Grade..... | 11 00 |

## BOILER SIZE TIN PLATE

|                                                 |   |
|-------------------------------------------------|---|
| 14x56 IX, for No. 8 Boilers, 1/2 per pound..... | 9 |
| 14x56 IX, for No. 9 Boilers, 1/2 per pound..... |   |



**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 2,850 invoices..... | \$3 00 |
|------------------------------------------------|--------|

**TRADESMAN COMPANY,  
GRAND RAPIDS, MICH.**



## The Use of Signs as Business Bringers.

Written for the TRADESMAN.

They point the way to business.

Signboard advertising is a great medium for the stimulation of business.

It is a question in the minds of many whether the extensive advertisers make the little tin and iron signs which are tacked around upon fences, telegraph poles, etc., pay. It depends. Too often these signs are tacked up at random, instead of in the most conspicuous places.

In cities there are better systems of advertising than this. Advertising through the medium of little tin and iron signs is most profitable to the advertiser if these are tacked up in the rural districts and in the smaller towns, where people have more time to read such things. These signs are more substantial and resist the weather better than signs which are painted upon fences, and they have a neater appearance and are more catchy.

Signboard advertising, to be efficient, should be of few words and to the point, with the letters of a sufficient size to be easily read from a distance.

Advertising along the railroad has the distinction of being permanent, and good position does not cost so much as the same sized space in a large town or city. In this kind of advertising, barns, barn roofs, sheds and large fences can be utilized within the vicinity of the railroad. The advertising should be at least fifty feet from the track. These signs receive more attention and are read more than they are given credit for, because generally people who are traveling in trains occupy their time by looking out of the window and therefore cannot fail of seeing these signs. On or near a bridge is a very good place to tack advertising matter, because the attention is naturally drawn to it in crossing.

Advertising signs should not only contain an announcement, but they should present argument and as much explanation as possible; but the argument anyway. By argument, I mean some direct statement favoring the article. Conventional signs reading similar to this, "Jones' brand of suspenders is best," have advertising argument in them, because the word "best" is this sort of an argument in itself, but it is generally inadvisable to use the word "best." It means a great deal in theory, but very little in practice, for everyone has used that word until it is an over-roasted chestnut upon the grate of advertising. Make your signs of but few words, but at the same time make them mean a great deal, so that "he who runs may read."

Delivery wagons present a source of outdoor advertising. "Fine Teas and Coffees" can be used to fill the vacant space upon each side of a wagon and, if nicely lettered, add to its beauty. It is better to have a fine painting upon a wagon or something other than conventional words. The words, "Brown Bros. Dry Goods. Delivery Wagon No. 1, 2, 3 or 4," as the case may be, well lettered in gold leaf upon a finely finished wagon, can do much to impress people with an idea of the business.

Some firms are adopting a mechanical construction of the body of their wagons to represent their business, such as a trunk, a large cigar, shoe or cake of soap—all upon wheels. If built right, it can be utilized to convey goods as well as advertise and represent the business.

Store signs, that is, signs bearing the

firm's name and business, placed above the door and windows, or a nice sign painted upon the wall of the building, are a very good advertising medium.

The old-fashioned idea that goods sell upon their merits and that merit alone is essential has grown mouldy from disuse. Intrinsic value and sterling merit must exist, but upon them does not depend wholly the sale. No matter how good a thing you may have, its selling quality depends upon your ability to advertise it and make people accept its value.

As cheap and as good an advertising medium as any is a cloth banner. This should be long enough to extend across your store, and as wide as you wish to have lettered surface. When painted in first-class shape it will be a good advertiser. It is very essential that the colors in which it is painted be in harmony, otherwise this method of advertising will not be attractive. This very point means a great deal to you.

A business house should have a sign. That sign should be modest, but large enough to be seen so that the store may be located, and generally thereupon the business should accompany the firm's name.

Certain concerns, like tea houses, retail furnishing establishments, and other lines of business, pursue flashy methods of advertising and find it beneficial to cover the building with red, white and blue and other colored signs, using every available space for advertising purposes.

Poster advertising is fast becoming popular. I do not mean lithograph posters, but those which are painted by sign artists and then posted up by professional posters. In sign-painting shops the posters are tacked up, upon a smooth surface, in sheets, then the advertisement is painted thereon. When dry, they are taken down and rolled up. They are then turned over to some professional poster, and, when put up, they appear as one entire sheet. This system of advertising is invaluable to the advertiser, and at the same time is not over expensive.

Upon general principles, the more expressive a sign is the more effective it is, provided it is not extreme in elaborateness of design. This is the most permanent sign in the end.

Do not attempt over-originality in signs. The majority of people are not familiar with signs. They have seen only a few designs. That which may be conventional to you, because you study signs, may be original to the majority of people; and the majority of people are the ones you are after. Better take an old idea from a good thing than a poor idea from a new thing.

Upon general principles, use color in sign-making. Red should predominate. If you have fire in the sign, why not then have plenty of fire, and just as red a fire as you can get? Red is the best eye-catcher of any color. By this, I do not mean that the sign should be entirely redheaded—just give it a nice effect by using plenty of color.

Do not attempt to show the picture of anything in a sign unless the picture will do it justice; and, even although it may do it justice, do not show it if it cannot be large enough to be seen. The majority of skates look alike, so there is no particular advantage of putting a cut of a skate upon a sign. Better use the space for some argument in favor of the skate and, if the sign be large enough, have somebody skating, with proper scenery and as little lettering as

possible. A picture of an umbrella, with the rain pouring upon it, held by a little child, does not take up much room, and is much more pleasing than a picture of a grown person, and, with a few words, like, "Harmless Rain," "How Dry I Am!" or any other terse expression, will make an effective sign. The old idea of two dogs, each with the sleeve of a shirt in his mouth, pulling with might and main in opposite directions, is a good one, for it shows the strength of the shirt, and the expression upon the faces of the dogs can be made realistic.

Lastly, I would impress on your minds that, although signs may be great local advertisers, they can never take the place of periodical advertising. When used in connection with such advertising, they have a value impossible for them to have alone. The connection between the advertisement in the national or local newspaper, and the sign in the store, locating the goods advertised, is the connection of Positive Business Bringing.

C. C. McKIBBIN.

## Special Train to Carry a Bottle of Medicine.

From the Kansas City Journal.

All sorts of special trains have been run over Kansas railroads, but the odd-est one yet is reported from Fort Scott. It ran over the "Katy" from Parsons to Appleton City, Mo., and consisted of one car and a locomotive. On one of the seats of the car, under the watchful eye of the brakeman, rested a small bottle, and it was to convey this bottle that the special train was run. It seems that a doctor at Appleton City had broken his leg and lockjaw followed. A certain kind of medicine was needed which could not be procured nearer than Parsons, 100 miles away, and the special train was called to go in quest of it. The run was made at a faster rate than a mile a minute.

## Open the Way for Another.

It usually requires some effort to secure an order, the simple remembrance of which should act as a sort of stimulant in urging the dealer to fill it promptly and correctly, and thus pave the way to a second order.

## Petroleum in Japan.

Petroleum is proving to be a profitable product of Japan. Its total production has increased from 5,161,000 gallons in 1894 to 15,000,000 gallons last year.

## WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

## BUSINESS CHANCES.

**FOR SALE—STOCK DRUGS AND FIXTURES** in a town of 5,000 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 EXCHANGE FOR A HARDWARE** stock—\$2,500 worth of stock in the Harrison International Telephone Co.; fully paid up and non-assessable. Address No. 498, care Michigan Tradesman. 498

**FOR SALE—STOCK OF DRY GOODS, GROCERIES AND SHOES.** Will sell or rent building. Reason for selling, poor health. Address L. S. Brock, Clarksville, Mich. 499

**FOR SALE—BUILDING AND GENERAL** stock; best farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

**160 ACRES FARMING LAND TO EX-**change for stock millinery. Address Lock Box 40, St. Louis, Mich. 502

**FOR SALE—A MILLINERY STOCK; AN EX-**cellent opportunity to secure an established business in a thriving Michigan town located in the Peach Belt. Good reasons for selling. Billings & Rogers, Fennville, Mich. 503

**FOR SALE—WELL-ESTABLISHED RETAIL** glove, mitten and whip manufacturing business. All kinds of gloves carried in stock. Will teach purchaser the trade. Address Glove Factory, Coldwater, Mich. 501

**MEAT MARKET FOR RENT—CONNECTED** with large grocery; best location in Grand Rapids; for experienced man with \$1,000 capital. Write quick to No. 504, care Michigan Tradesman. 504

**FOR SALE FOR CASH—STOCK OF DRY** goods, boots and shoes, groceries, etc., invoicing \$4,000, in good farming country; doing a good paying business. Good reasons for selling. Address F. W. Norte & Co., Kendall, Mich. 496

**FOR SALE, CHEAP FOR CASH—120 ACRE** farm, good soil, excellent fruit; buildings first-class. Would take as part pay \$250 stock of groceries or hardware. Address Lock Box 627, Buchanan, Mich. 495

**FOR SALE—THREE STORE BUILDINGS** (all well rented), fine modern residence, two vacant lots and 80 acre farm near prosperous city, in exchange for stock of merchandise. Address Thos. Skelton Coldwater, Mich. 493

**GOOD OPENING IN THE COPPER COUN-**try. 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. Wills, 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

**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—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 VI-**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 \$100,000 is desired. Address Bank, care Michigan Tradesman. 492

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

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

**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

**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

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

**FOR SALE—IN ONE OF THE BEST BUSI-**ness towns in Northern Michigan, my entire stock of groceries; only grocery store in Petoskey doing a strictly cash business. Good reasons for selling. For particulars write to J. Welling & 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. Cliley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

## MISCELLANEOUS.

**WANTED—POSITION AS TRAVELING** salesman; eight years' experience; or a position where an intelligent man is required; first-class references. Address No. 497, care Michigan Tradesman. 497

**WANTED—POSITION IN DRY GOODS,** shoe or general store; ten years experience; best of references. Address Box 235, South Lyons, Mich. 505

**WANTED—POSITION BY REGISTERED** pharmacist of eight years' experience, college education; capable of managing; best of references furnished. Address No. 506, care Michigan Tradesman. 506

**WANTED—THREE FIRST-CLASS EXPE-**rienced grocery salesmen for Michigan territory. Must be men now traveling for wholesale grocery houses; successful and hard workers. Address No. 494, care Michigan Tradesman. 494

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



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





## Our Money Weight System Is so Simple A Child Can Understand It

It is just simply this—it saves what has heretofore been given away.

- 1st. It is a system.
- 2nd. A systematic check on overweight.
- 3rd. Weighs all merchandise in its money value.
- 4th. Enables you to handle your goods as safely as you do your cash.
- 5th. On pound and ounce scales losses don't show, and you don't realize what you are giving away.
- 6th. By the MONEY WEIGHT SYSTEM nothing escapes you. It gives you what belongs to you, HONEST PROFITS.
- 7th. Over 40,000 merchants in the United States are users and endorsers of the MONEY WEIGHT SYSTEM.

For any information desired address

**THE COMPUTING SCALE CO., Dayton, Ohio.**

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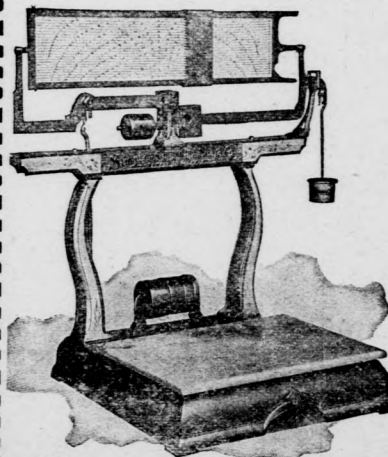
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St. Johns, Mich., Jan. 2, '98.

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