

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 16, 1898.

Number 752

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.

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.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS
SOLD BY ALL JOBBERS.

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

A good many Wide Awake Dealers

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



WORLDS LOOK RUN ARE BUILT STAY RIGHT

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.

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.

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

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.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

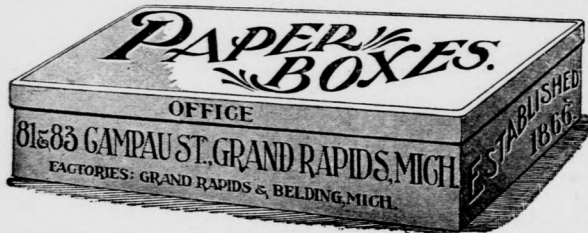
The Michigan Mercantile Agency

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



GRAND RAPIDS PAPER BOX CO.

"'Tis not in nature to command success, but we'll do more. Sempronius, we'll deserve it."

MUSTARD versus SAUCE.

BAYLE'S HORSERADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

FOR centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition

For Sale by Wholesale and Retail Grocers Throughout the United States.

SOLE MAKER...

GEO. A. BAYLE,
ST. LOUIS, U. S. A.

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.

THE "EUREKA"

SELF-LOCKING HAND POTATO PLANTERS

SOLE MANUFACTURERS. GREENVILLE, MICH.

RECORD: 4 ACRES AND 280 HILLS IN 4 HOURS ON 500 GROUND, MEDIUM SOIL. 2500 HILLS IN 1 HOUR ON LIGHT SOIL.

RECORD: 4 ACRES IN 9 HOURS AND 48 MINUTES, 2106 HILLS IN 1 HOUR BOTH ON 500 GROUND HEAVY SOIL.

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

THE "EUREKA" PATENT SEED AND FRUIT SACK

TERMS

For Sale by Jobbers. Liberal Discount to Dealers.

THE "PINGREE"

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

The "EUREKA" is 20 per cent. faster in light or mel-low 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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 16, 1898.

Number 752

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 Sweet's Hotel, Grand Rapids, on Thursday, Feb. 24th, and will remain until Tuesday, March 1st.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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.

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

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

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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.

CREDIT BUREAU.

Advantages of Such a System to the State Banks.

Written for the TRADESMAN.

During the last four years several State banks in different parts of Michigan have gone to the wall. In every instance the failures have been due to bad management, or worse, and the receivers appointed to wind up the affairs of the defunct concerns have found them thoroughly rotten, in three instances, at least, to a degree to warrant criminal prosecutions. These failures, unfortunate alike to depositors and stockholders, have served at least one good purpose, and that is to call attention to some of the weak spots in the present State banking law and to suggest amendments and changes that could be made to advantage. The present law is fairly satisfactory if honestly observed and in most of its features has stood the test of time. The law, however, has never been so thoroughly tested and tried as during the past four years and the litigation, both civil and criminal, growing out of the failures has effectually revealed the defects that exist.

A serious defect was revealed in the criminal proceedings against the Comstocks of the Mecosta County Savings Bank. Chester W. Comstock, as Cashier of the Bank, cashed a check drawn by his father, D. F. Comstock, President of the Bank, for a considerable amount when his father's account was already overdrawn and when he knew that his father was bankrupt; or, at least, that he could not pay the indebtedness to the Bank. The trial court ruled that this was prima facie evidence of intent to defraud and the respondents were convicted. In the Supreme Court it was held that the "intent" to defraud was not proven, that there might have been bad judgment used in the matter, but that bad judgment did not necessarily imply an intention to defraud. The conviction was set aside and a new trial was ordered. The Supreme Court may have strained at a technicality in its interpretation of the law, but in this State the interpretation must stand, and under it it will be very difficult to secure a conviction for violating the letter and spirit of the law. The offender can take refuge under the bad judgment plea and to prove intent to defraud will be almost impossible. The law ought to be amended so as to make any violation of its provisions prima facie evidence of guilt, entirely regardless of intention or anything else.

In several of the bank failures, notably the three in Lansing, the receivers discovered that the banks had borrowed heavily from other banks, the People's Savings of Lansing alone having borrowed to the amount of \$97,000. These loans from other banks, some secured and some not, were carried, not as loans to the bank but as deposits, and nothing on the books showed their true character. In the published statements of the condition of the bank, these loans gave a fictitious appearance of prosperity and tended to deceive stockholders and

depositors alike. One of the Detroit banks was a "depositor" in the People's bank and petitioned the Ingham Circuit Court to be allowed to participate in the proceeds of an assessment upon the stockholders, with other depositors, whose deposits, however, were bona fide. The Court ruled that the bank was not in any sense a depositor, but an ordinary creditor, and must fare as do the other creditors. This ruling, if sustained by the Supreme Court, will in itself make banks cautious in loaning funds to a sister institution under the guise of "deposits" without taking good security therefor, but there should be a provision in the State law requiring the banks to show, both in the published statements and on the books, when money is borrowed from other banks and also when to raise funds paper held is re-discounted. The "deposit" ruse is deceptive, and it may not be going too far to say that it is intended to be so. The State Bank Commissioner, in his annual report, discourages the practice of one bank borrowing of another. The practice may be bad, but emergencies may arise in the affairs of any bank where it may be necessary to resort to it and for this reason it might be going too far to forbid it entirely. The law should provide, however, that when a bank becomes a borrower the fact should appear in its true light.

In connection with proposed needed changes in the present law, the suggestion is made that a sort of credit bureau might with great advantage to the banking interests of the State be established in connection with the Banking Department. This has several times been agitated, but, so far as now recalled, it has never been put into the form of a bill in the Legislature. The plan suggested would require the banks to report promptly to the Banking Department all loans carried by single firms or individuals in excess of a certain amount. When the Banking Department found from the reports on file that an individual or firm was spreading out to a dangerous degree, it would be the duty of the Department to advise the banks interested of the fact. In making loans, also, a bank could apply for information to the Banking Department to ascertain if the proposed borrower had loans outstanding elsewhere. The Banking Department "credit bureau" would be official and not dependent for accuracy or trustworthiness upon "showings," "statements" and representations made by the interested prospective borrower. A few years ago Michael Englemann died. He had been reputed to be a millionaire and made brilliant representations of his wealth. The bank that had a share of his business considered itself in luck. When he died his fortune collapsed. It was found that he owed a million or more and that banks all over Michigan and in other states were involved, yet until the collapse no one of the banks knew what the other banks carried of his paper. R. G. Peters failed for something like two millions and his bank creditors were scattered all over Michi-

gan and even over into Canada. No bank knew exactly how much sail he was carrying, and not until the smash did anyone have an idea of what his real situation was. A year or two ago a Bay City concern went by the board in the same way and numerous banks in this city, Detroit, Bay City, Saginaw and other points suffered. With a credit bureau branch of the Banking Department, the banks would be protected against the Napoleons of Finance who, with rosy representations of assets and freedom from liability, borrow wherever money can be had, and later, when the collapse comes, let the banks whistle for their pay. Such a bureau would have to be strictly confidential, of course, and the records would not be for the public eye, but for the banks only, and even then not unless directly interested. The State law would not affect the National banks and they could not be compelled to come into it, but it is highly probable they would cheerfully comply with all the requirements, for the benefits to be derived from the system if it were established.

The Grain Market.

The wheat market has been remarkably steady during the past week. The receipts, as well as the exports, were heavy. The visible showed a very small decrease of 338,000 bushels, which leaves the amount in sight exactly 10,000,000 bushels less than at the same time last year, when the price of wheat was 7c lower in local markets than it is to-day. Foreign markets are also strong, which is owing to the small exports from Russia and the unsatisfactory reports from threshers in Argentine. The Leiter clique have the market under their control and will probably hold it until the new crop begins to move, and in the meantime will make prices to suit themselves. The reports regarding the growing crop are certainly very favorable, and this keeps far futures at relatively lower prices.

Coarse grains were also very active. Both corn and oats showed a good decrease. Oats especially were in good demand, on account of the large amount wanted for export, and they have advanced about 5c since Feb. 1. Owing to the scarcity, we note another advance of \$1 per ton in mill feed.

The receipts of all grains were very liberal—wheat 61 cars, corn 12 cars, and oats 9 cars.

Local millers are paying 89c for wheat.
C. G. A. VOIGT.

Getting Off the Earth.

"It seems," said the melancholy man, "that there is nothing but trials and tribulations in this life."

"True," replied his jovial friend, "but what are you going to do about it?"

"Simply this," said the gloomy individual: "I'm tired of it all and, having arranged my affairs satisfactorily, tomorrow I propose to quit the earth."

"What!" exclaimed his horrified friend, "do you mean to say that you contemplate suicide?"

"Oh, no," was the reply; "I'm merely going on a protracted sea voyage for the benefit of my health."

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown osnaburgs, ducks, denims, ticks, strips, etc., have been quiet, and have reflected but small demand. Brown and bleached cottons are also slow at present, although there is a moderate demand for certain widths of gray goods.

Prints and Ginghams—The demand for printed cottons has been very irregular, although fair quantities have been called for by some buyers. For fancy calicoes, business has been quiet, and but little business was transacted. The orders that have come to hand were for small quantities. Shirting prints and similar lines are in fairly regular demand and promise to be still better during the coming week, as certain manufacturers will be obliged to replenish their stocks soon. The market is, as a whole, quite steady, but without feature of particular note. Prices are steady, and held so on account of various conditions outside of the market. Dress gingham are better situated, and a fair business is reported.

Dress Goods—The prospect of opening fall goods before March first grows more and more remote as the time approaches, and the majority of the agents say that it now seems as though the largest number of openings will occur during the two weeks between March 1 and 15. However, it is true that some two or three agents have already taken orders for future delivery but as this happens almost every season—some one is always anxious to get a little ahead of his neighbor—it will have little or no effect on the general market.

Blankets—On scarlet and colored goods, all wool, and also with cotton warp, an average of 10 per cent. advance has been made for the opening of this season. This, however, will apply only to goods that are on hand, and anything that has to be made will be at quite a considerable advance over that. Sales are being made at this advance, and the present stocks will be rapidly diminished. White blankets, which were advanced last season so sharply, have not been advanced as yet, but probably will be within the next two weeks or so. There will be at least 5 per cent. more added to colored blankets when made this season.

Hosiery—Has been in very good demand. The greatest interest has been and is manifested in fancy lines, notably plaids. Many manufacturers have, for the first time, undertaken fancy hose this season, and are well satisfied with the results and look for a continuation of the demand. Others, who have looked upon it with distrust, have grown alarmed at seeing what they have missed, and are, as we write this, putting the despised plaids and stripes on their looms. Conservative men consider for various reasons that the demand will not hold, but see no reason for not availing themselves of the opportunity while it does hold. It is thought that the fact that goods of the same quality in solid colors can be sold for half the money will eventually prevail, however, to the extinction of fancy stockings as a popular fashion.

The Turn in the Tide.

From the Wool and Cotton Reporter.

There are not wanting evidences of a turn for the better in the cotton industry.

The price of the raw material has begun to advance, there being a decided

improvement in the market for futures, while spot cotton has risen from 5 13-16 cents to 6 1-16 cents per pound. The goods market, while not rushingly active, shows improvement when its condition is compared with that of a month ago. Print cloths are a trifle higher and the excessively large stocks in Fall River have been reduced slightly since the beginning of the year.

Purchasers of goods are closely watching the market for the raw material, and should cotton continue to advance, there will unquestionably be a demand for goods, both from converters and others, which will result in an improvement all along the line. We shall then hear less about Southern competition, which is believed to have done its worst. Stocks of plain goods, notably in Fall River, are large, but the tendency is towards reduction, both there and elsewhere.

There are always with us those who are inclined to indulge in pessimistic utterances, even when the silvery lining begins to appear in the clouded horizon. The reported remarks of the Hon. T. Jefferson Coolidge, that, "on the reduction in wages depends the existence of the New England mills," are not in accordance with actual facts unless our sources of information are entirely unreliable. We think that we have shown conclusively that while Southern competition has affected certain lines of goods, it is not wholly responsible for the unfavorable condition of things which has prevailed for the past year. Other factors have entered into the situation which need not be rehearsed here. There is no question, in our mind, that if it had not been for the action of certain mills which found it advisable to cut wages, to offset losses resulting from a variety of causes, many New England mills would not have reduced the pay of their employes, just as several of the mills would probably have paid their usual dividends, if precedent had not been established for their not doing so by the action of certain other mills. A few led the way, and the rest followed, because they deemed it policy to do so, rather than a matter of necessity.

The future of the cotton industry in New England does not depend on reduced wages altogether. It depends, among other things, on the course of the goods market, the supply and price of cotton, the sagacity of manufacturers in successfully adapting the character of their production to the desires of the consuming public, the development of our export trade, etc. We would not belittle the effects of Southern competition, and on the other hand, we do not believe that all the ills from which the industry has suffered should be attributed to it.

What to Teach Boys.

A philosopher has said that true education to boys is to "teach them what they ought to know when they become men."

1. To be true and to be genuine. No education is worth anything that does not include this.

2. To be pure in thought, language, and life—pure in mind and body.

3. To be unselfish. To care for the comfort and feelings of others. To be generous, noble, and manly. This will include a genuine reverence for the aged and for things sacred.

4. To be self-reliant and self-helpful, even from childhood. To be industrious always, and self-supporting at the earliest proper age. Teach them that all honest work is honorable, that an idle life of dependence on others is disgraceful.

When a boy has learned these four things, when he has made these ideas a part of his being—however poor or however rich—he has learned the most important things he ought to know when he becomes a man.

Only Twenty-Five Cents Apiece.

The fixture advertised in last week's paper by the Acme Manufacturing Co. at \$30 a dozen should have read \$3 a dozen, as will be noted by the corrected advertisement which appears in this week's issue.

It
will
pay

you to look over our line of underwear for spring business. We have a fine assortment of both flat and ribbed goods for Men's, Ladies', Misses' and Children's wear. Prices and qualities are right. Our Ladies' and Misses' Union Suits at \$2.25 per dozen are exceptional bargains.

Voigt, Herpolsheimer & Co.,

IMPORTERS AND JOBBERS,

Grand Rapids, Mich.

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.

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

Carpets



All grades cut at wholesale.

You Carry Only Samples

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

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

For One Dollar

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

For Three Dollars

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

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

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

Woman's World

About Advice to Women.

If any additional proof were wanted that we women are only a little lower than the angels, it would be found in the sweetness and amiability with which we receive the mountains of advice that continually descend upon our devoted and helpless heads. It is a queer and amusing anomaly that, at this advanced day, when we are so perfectly sure we not only can take care of ourselves, but run the entire universe into the bargain, it should be thought necessary to give women minute directions for every act, and placard the road of life with gratuitous instructions.

Somehow it seems to suggest that we are not so advanced after all, and that we still like to have somebody else's judgment to fall back upon, and somebody to lay the blame on when we make mistakes. No one can imagine a man, for instance, wading through columns of slush to get advice about how to light a cigar—some sort of thing that would read like this: "First procure a Havana cigar, or one of some other brand. It is advisable to purchase from a reputable dealer, as young and inexperienced smokers are not always able to distinguish between Cuban wrappers and Pennsylvania cabbage leaves. Careful and thrifty men often purchase a large quantity, as much as a box or two, at a time, as this method is thought to be more economical by some, while others believe it an incentive to wastefulness and a temptation to the servants. However, this is a matter of individual taste and judgment. After having procured a cigar, cut off one end before putting it in the mouth. Then ignite a match by scraping it on some rough surface, apply to the other end of the cigar, draw a few quick whiffs, which, if these directions have been carefully followed, should show a minute spark of fire," etc., etc.

Now, there isn't anyone who wouldn't recognize this for the inane nonsense it is, but just such idiotic pabulum is daily offered up to women in all seriousness, and seriously accepted by us. I speak as one having experience, as for years I have followed conscientiously and humbly in the wake of these modern Solomons who know it all and don't object to laying down the law to the rest of us who don't. I have marveled at the wisdom, and trembled at the courage of those who attempt to teach other people how to sweep a room, and light the gas, and bring up their children, and manage their husbands, and become beautiful, although ugly, and acquire a fascinating manner and the art of thrilling conversation. All of these things are dead easy in theory, and it is in theory that the adviser is strong and unapproachable. It is only when you try to put the advice into actual, practical operation that you discover how many pitfalls may exist in an apparently simple and plain course.

One of the principal places where the adviser has the call is when he exploits the beauty theory. It is his amiable doctrine that every woman may be beautiful who chooses. The same hope always springs eternal in the feminine breast. It is the one point on which we are never willing to accept the fiat of Fate. It might be thought that in time we would succumb to the inevitable, just as a man does who reconciles himself to the fact that he is red-headed, or freckle-faced, or scrawny, or fat, and

doesn't worry over it, but a woman never gives up, and she never ceases to struggle after good looks. It is this that makes her the continual victim of the beauty theorist.

Generally, the advice starts out with an infallible recipe for obtaining a fine complexion. There are about a thousand different ways of attaining this, and most of us are now experimenting with the 99th. There are theories and counter-theories. First, we are told that women don't bathe enough; that they are given to sort of lick and promise ablutions with a wash rag, and that all that is needed to obtain a skin like a baby's is to take three or four Turkish baths a week, follow these up with a couple of cold plunges at home daily, throw in a shower bath or two for good measure, after taking a thorough scrub night and morning in a tub filled with benzoin and almond meal, etc.

Sometimes, when the adviser is of a peculiarly saturnine and malevolent disposition, he adds direction for constructing a Turkish bath at home, by means of chairs, a couple of broom sticks, a pair of blankets, a tub, and an alcohol lamp. It is only after you have tried it that you realize how easy it is to vary the monotony of domestic life with hair-breadth escapes and adventures. The discouraging part of it all is, though, that just as you have accustomed yourself to being boiled alive as a beautifier, up comes another theorist who simply holds up his hands and gasps at the idea of water. Never, never, he says, wash your face with water. Use only a little oil, or cream, or something of that kind on a soft rag, and wipe your face off with that, when it is absolutely necessary to remove grime. Being of an open-minded and fair disposition, and, truth to tell, the hot water having done no good you adopt the oil plan, and go to bed at night smeared with sticky and horrid balms and lotions; but, alas even for that, for a new Daniel comes to judgment, and announces that we use creams and balms only at the risk of becoming understudies to the bearded lady of the side show, and after undergoing all this martyrdom, the only sensible conclusion that one can reach is, that the one infallible remedy, and the only one that is worth a trial for obtaining a beautiful complexion is to be born with it.

The fat woman who wishes to become thin and willowy, and the thin one who yearns for avoirdupois are not left either to mourn as those without hope. The plump lady is invariably advised to eat less, live on simple food, and take a great deal of exercise in the open air. She follows these sensible hygienic rules. She foots it where she formerly rode, she eschews sweets which are fattening, and didn't agree with her any way, and after a couple of months of this kind of living, bies gayly away to the corner grocery, to find that plain living and high thinking have a distinctly fattening effect, and she pulls the scales down ten pounds heavier. On the other hand, the thin woman is enjoined not to worry, to lie on a lounge and loll, to eat sweets and rich foods, and after a period of following this advice, and a siege of chocolate creams, she ascertains she has acquired a fine case of dyspepsia, and a pea green complexion.

The general purveyors of advice to women come out nowhere stronger than on the subject of how to manage a husband. They have reduced it to an exact science, and all one has to do is to follow the directions given by women who

don't know a man from a logarithm. The average woman, whose husband is a pretty good sort of a fellow, doesn't want to manage him, and would have precious little respect for a man she could manage. Moreover, after a considerable experience of her John's little ways, she doesn't need anybody to teach her her business when she wants to inveigle him into doing something that he swore he would never, never do, and there wasn't any more use in talking about it, so there. It is at such a time as this that she appreciates that any general formula would fail, and that she puts her faith in the homemade deductions she has figured out for herself.

One of the delightfully simple suggestions that are offered to students in the gentle art of managing a husband is that he should be amused, interested and fascinated. Think of a woman capable of an exploit like that, in addition to running a house on a limited income, bossing the servants, sewing for the children, managing a church society and a whist club! Somehow the theory seems to degrade marriage into a kind of vaudeville show, where the wife is doing a continuous performance, and the husband is an audience of one, who may get bored at any moment and get up and leave. There may be women who are always witty, who are interesting under any and all circumstances, and who are perennially fascinating, but their numbers are few and far between. More than that, it is doubtful if any man wants to be continually amused and interested, and there are times when he wouldn't turn on his heel for the greatest fascinator on earth. No man with a grain of sense in his head or a particle of heart, marries without expecting to share in the burdens and sorrows of his wife, her tears as well as her smiles, and those who love each other are not worrying any over their ability to fascinate.

Of course, people who have no children are the only ones really capable of telling exactly how they should be

raised. They alone are the only ones who have never seen a pet theory knocked silly by an actual condition, and so they can lay down a law as inflexible as that of the Medes and Persians. The old maids and the old bachelors who go to mothers' conventions, and read papers, and tell anxious mothers what they should do, come nearer filling a long-felt want than anything else on earth. You must never say "must" to a child; you must never spank a refractory little sinner, although experience may have shown that in that way lay repentance and reformation; you must, above all, never fail to answer a child's question. How simple these things are in theory, and how impossible in fact, and how ridiculous to make any general rules when every child is a problem that only almighty wisdom can solve, and mother love and patience deal with!

But these drawbacks do not discourage the givers of advice. They go gaily on from year to year, continually confronted by the theories of life, and not the conditions, confident that their advice ought to be good, even if it isn't.

DOROTHY DIX.

"The finest example of honesty," said the returned liar, "was a sign I saw on a little shop window in London. It read: 'A drunken lady can buy here with no fear of being cheated.'"

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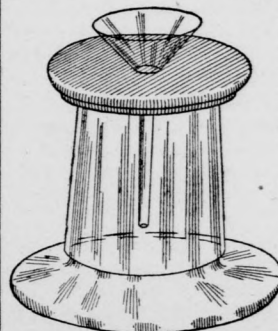
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WILL M. HINE, COMMERCIAL STATIONER
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Around the State

Movements of Merchants.

St. Louis—Steven Ostrander has opened a hardware store here.

Holly—A new drug store has been opened here by C. E. Humphrey.

Pearle—A. E. Clark has embarked in the meat business at this place.

Manistee—J. H. McAnley has added a meat market to his general store.

Dowagiac—Merwin Bros. have sold their meat business to Stewart & Co.

Flint—Wm. D. Terbush has purchased the harness stock of A. Miles.

Quincy—Mrs. Belle Youngs has purchased the meat market of Allen Paul.

Hamburg—Louis A. Saunders has purchased the general stock of Rogers & Co.

Leslie—Harris Bros., of Eaton Rapids, have opened a tin shop at this place.

Gaylord—Wolverton & McFayden succeed W. G. Wolverton in the grocery business.

Ann Arbor—A. D. Salisbury succeeds Chas. H. Ludlow in the drug, paint and oil business.

Fennville—Miss Kittie Weaver has purchased the millinery stock of Billings & Rogers.

Leslie—The clothing firm of DuBois & Campbell has dissolved, A. O. DuBois succeeding.

Forest Grove—Yuntema & Vanderbunte succeed Vanderbunte & Shoemaker in general trade.

Bay City—H. E. Buck succeeds Knopfel & Buck in the merchandise brokerage business.

Beaverton—Isaac Hound succeeds J. T. Palmer & Son in the furniture and cabinetmaking business.

Caseville—The stock of drugs owned by J. J. Campbell will be moved into the Glosser building about March 1.

Saginaw—Thos. W. Denton has embarked in the grocery business at the corner of Fitzhugh and Second streets.

Grand Ledge—D. D. Shane continues the jewelry and wall paper business formerly conducted by Shane & Tabor.

Ithaca—Marvin R. Salter has purchased the interest of his brother, Milton B. Salter, in the dry goods firm of Salter Bros.

Wallin—F. U. Jones has opened a meat market in connection with his general store, placing Fred Mitchell in charge thereof.

Eaton Rapids—W. B. Garrison has purchased the millinery stock of A. G. & J. Mowers and consolidated it with his bazaar stock.

Oscoda—Chas. E. Ernst has sold his bazaar stock to J. L. Osborne, who will consolidate it with his confectionery and cigar business.

Cedar Springs—Fallas & Skinner, druggists, have dissolved partnership, J. A. Skinner having purchased the interest of his partner.

Sturgis—W. P. Flowers, who recently engaged in the shoe trade at this place, is about to open a general store at Greenfield Mills, Ind.

Bellaire—F. J. Meyer, the Alden hardware dealer, has leased the Grathwohl store building and will occupy it with a hardware stock.

Detroit—The Louvre Co. and Mrs. Johanna Edwards, milliners, have consolidated their stocks under the style of the Detroit Millinery Co.

Ypsilanti—Ned S. Horner has purchased an interest in the shoe business of Fred Horner, and the firm name will be known as Horner Bros.

Petoskey—H. A. Easton & Co., hardware dealers, are succeeded by Bump & Walrond. Mr. Bump was the junior member of the former firm.

Carson City—G. N. Shaw has opened an undertaking, furniture and crockery store at this place, placing his son, G. L. Shaw, in charge thereof.

St. Johns—Noble Burnett has purchased the dry goods stock of Davies, Adams & Co. and will continue the business at the same location.

Marine City—The First State Savings Bank has passed into the hands of Geo. W. and Fred T. Moore, of Port Huron, who also own a bank at Capac.

Mason—C. S. Clark has purchased of A. J. Hall the building now occupied by Smith & Welsh, the tailors, and will embark in the bakery business.

Kalamazoo—H. B. Fisher & Co. have sold their hat and men's furnishing goods establishment to Wm. G. Austin, who will continue the business.

Flint—Will M. Marshall has purchased the interest of his partner, R. J. Kennedy, in the firm of Marshall & Kennedy, dealers in wall paper.

Kalamazoo—A. P. Scheid has purchased a half interest in the grocery business of A. B. Scheid, the new firm name being A. B. Scheid & Co.

Mecosta—Robert D. Park has retired from the Mecosta Produce Co. and engaged in the grocery business in the corner store of the Gilbert block.

Bay City—H. G. Wendland & Co., dry goods dealers, have dissolved, H. G. Wendland having purchased C. F. Pennewell's interest in the business.

Saranac—O. J. Bretz, furniture and bazaar dealer, has purchased a vacant lot adjoining his store building, on which he will shortly erect a brick block.

Nashville—E. E. Reynolds and I. L. Marshall have purchased the stock of groceries belonging to R. Mayo and will continue the business at the same location.

Marquette—Timothy Duquette, formerly senior partner in the firm of Duquette & Metz, has decided to re-engage in the clothing and furnishing goods business.

Detroit—P. A. Billings and Walter B. Drew, both dealers in mantels and grates, have merged their business into one concern under the style of the Billings-Drew Co.

Imlay City—Frank Peters, who has been engaged in the mercantile business here for the past three years, has removed his stock to Dryden, where he will engage in trade.

Benton Harbor—Work has been commenced on the addition to the Kinney & Robinson building, which will be occupied after March 1 by S. B. Van Horn with his dry goods stock.

Ithaca—Wilbur Owen has resigned his position with the Ithaca Bazaar Co. and purchased a half interest in the grocery business of C. H. Frost. The firm name will be Frost & Owen.

Bay City—The firm of Reclin & Frank, hardware dealers, will extend their quarters to meet the demands of business. They have leased the adjoining store and will throw the two into one.

Saginaw—J. M. Martens & Co., of New York, have purchased the Seeley & Parsons stocks of clothing in this city and at Ithaca. The business will be consolidated and continued in the Saginaw store. E. E. Davis will be the resident manager, retaining C. M. Stewart, who has been connected with the firm of Seeley & Parsons for years.

Middleton—C. S. Keefer has sold his drug stock to L. H. Moss, who has consolidated it with his own stock. Mr. Keefer will continue the jewelry and notion business at the same location.

New Salem—John Schichtel, Jr., has removed his general stock from North Dorr into his own store building at this place, formerly occupied by Martin Alfien, who contemplates locating at Conklin.

Saginaw—H. H. Brix, who has been engaged in the hat, cap and men's furnishing goods business, is closing out his stock for the purpose of devoting his entire attention to the manufacture and repair of furs.

Toia—Thomas A. Carten has purchased the store on the west, of W. C. Snell, and if satisfactory arrangements can be made with the heirs of the late Ann Hall he will tear out the wall between his present store and the one recently purchased and make it into one dry goods emporium.

Menominee—The Pauli Mercantile Co. has been organized by Louis Doheas, Albert J. Pauli, A. M. Larson and J. C. Rosenberg for the purpose of opening a department store in the Pauli & Seidl building. Messrs. Larson and Doheas are engaged in general trade at Ingalls and will continue to reside at that place.

Port Huron—Local grocers organized an association Monday night and elected Charles Wellman President, Thos. Percival Secretary, and W. D. Smith Treasurer. The organization is for the purpose of mutual protection against deadbeats and traveling solicitors. Nearly every grocery firm in the city was represented at the meeting.

Negaunee—Michael C. Quinn, who has conducted a successful dry goods business in Negaunee for the past twelve years, has decided to dispose of his stock and discontinue business here, to accept the position of manager of the Champion Co. cooperative Association's general store at Champion, succeeding Frank E. Haines, resigned.

Lake Linden—T. H. Rule & Bro., grocers, and D. Toplon, dry goods dealer, have consolidated interests and purchased the well equipped Newmann block and will carry on the general merchandise business under the firm name of the Rule & Toplon Co. T. H. Rule & Bro. have been in business here for years. D. Toplon came here five years ago from Escanaba. The new firm start in business as favorites and intend to do an up-to-date business and will certainly receive a large share of the patronage.

Manufacturing Matters.

Canada Corners—Henry Van Sickle will put in a peppermint distillery of the latest pattern.

Marquette—Fred Sears has arranged to start a factory here April 1 for the manufacture of shirts and ladies' shirt waists.

Cheboygan—The Michigan Central Railway is to connect all of the sawmills here with spur tracks connecting with its main line, in order to secure log and lumber freights.

Menominee—The Sayer-Goodman Co. has begun the work of rebuilding its mill recently destroyed by fire. The plant will cost \$50,000 and will consist of two band mills and shingle and lath departments. It will have a capacity of 100,000 feet a day and will be put up in record breaking time, as it will be ready to saw the logs that will come down in the spring.

Detroit—The Ideal Manufacturing Co. has filed amended articles of association for the purpose of issuing 4,000 shares of preferred stock at \$25 each, to be sold or disposed of as desired.

West Bay City—The Welch & Flood sawmill is ready to begin operations, but the condition of the roads is such that the required supply of logs cannot be secured. The mill has a small quantity on hand, but not enough to warrant starting it just yet.

Manistee—The Manistee Manufacturing Co., which has gone to making oak furniture this winter, finds considerable difficulty in getting dry stock and recently had two cars from Jamestown, N. Y., and two from Louisville, Ky., which shows the peculiarity of trade.

Bay City—The Phoenix flouring mills, at Seventh and Water streets, which passed into the hands of a receiver about eighteen months ago, have been purchased by Gustavus Hine and Clarence B. Chatfield, who will assume control March 1 under the style of Hine & Chatfield.

Saginaw—The works of the McLellan File Co., which have been temporarily closed, owing to the financial embarrassment of the firm, have been leased by the Great Western File Co., of Providence, R. I. It is expected that the new concern will conduct the works on a larger scale than before.

Kalamazoo—The Merrill Milling Co. is preparing to curtail its operations, because of Mr. Merrill's advancing age. Three of the mills belonging to the corporation will be sold, one at Plainwell, one at Three Rivers and the Cold Stream mill in this city. The Eagle mills will be retained and run as heretofore.

Cheboygan—The McArthur Company, Limited, has made repairs in its mill and has started sawing hardwood. This is declared to be an experiment at this point, as no sawing of hardwood had before been attempted here. If the McArthur mill shall make a success of hardwood manufacture other mills here will be fitted up for like sawing.

Owosso—The Cherry Manufacturing Co. has been organized at this place by E. H. Cherry, W. H. Launstein, John L. Ash and F. T. Harris. The company has leased the building and business of the Michigan Package Co. and will continue the manufacture of butter packages and also make Cherry's patent bean pickers and extension ladders.

Saginaw—S. B. Williams has shipped the machinery for a circular saw and shingle mill to Onaway, a new settlement about forty miles north of Alpena. Mr. Williams and James Kelly will operate the mill under the firm name of Williams & Kelly. They have secured a five-year contract for cutting hardwood timber and manufacturing cedar shingles. The mill will be ready for operation about April 1.

Saginaw—The business of hauling logs by rail is somewhat diminishing in this section. In 1897 the Mackinaw division of the Michigan Central Railway hauled 95,500,000 feet of saw logs. In 1896 this road handled 119,000,000 feet, and in 1895 the quantity hauled was 130,000,000 feet. From 1886 up to date there has been hauled over this road 1,925,274,149 feet of logs. This, in addition to the 100,000,000 feet of lumber that has been manufactured annually along the line of this road.

Some women get red in the face from modesty, some from anger, and other from the druggist.

The best way to tell a woman's age is in a whisper over a telephone.

Grand Rapids Gossip

Calvin H. Catlin has removed his grocery store from 20 Plainfield avenue to 503 Ottawa street.

E. F. Hinkson has opened a new grocery store at Otsego. The Worden Grocer Co. furnished the stock.

Newton Blake has engaged in the grocery business at North Lansing. The stock was furnished by the Clark-Jewell-Wells Co.

John F. Dryden has opened a new hardware store in the Dryden building at Allegan. The stock was furnished by Foster, Stevens & Co.

Chas. Huyge has opened a grocery store at the corner of South Division street and Fifth avenue. The Ball-Barnhart-Putman Co. furnished the stock.

John Y. Dykstra and Adrian Oole have purchased the grocery stock of Lester & Co., at 217 East Bridge street, and will continue the business under the style of Dykstra & Oole.

Peter J. Vander Linde has sold his interest in the Grand Rapids Candy Co. to the remaining partners, C. H. Davidson and Jas. J. Hawkins, who will continue the business at the same location, 447 Lyon street.

Rindge, Kalmbach & Co. will hereafter be known as Rindge, Kalmbach, Logie & Co., the new arrangement having taken effect on Feb. 12. The change in name in no way affects the interests of the four partners—Lester J. Rindge, J. George Kalmbach, Frederick Kregel and Wm. Logie—their relations to the house and to each other remaining the same as before.

John H. Goss, formerly engaged in the grocery business on East Bridge street, has returned from Detroit, where he has been employed for several months as city salesman for an oil house, and formed a copartnership with Miles G. Teachout, under the style of Teachout & Goss, to engage in the grocery business at 197 East Bridge street. The Lemon & Wheeler Company furnished the stock.

The Finch drug stock was bid in this morning by a representative of John D. Park & Sons, of Cincinnati, who offered \$5,050, subject to Col. Briggs' alleged claim of \$2,000 and Finch's \$250 exemption. The purchase was made in Finch's interest and the stock will probably be duly transferred to him before the day is over. Unless Mr. Finch reforms his ways and does business on the basis of a profit, the return of the stock to his hands will be a matter of serious concern to the legitimate retail drug trade of the city.

Rindge, Kalmbach, Logie & Co. have decided to make their new building on the Ionia street triangle six-stories and basement. Plans are being prepared by a Chicago architect who has had large experience in the construction of steel buildings which will stand enormous weights and will not vibrate in response to the movement of heavy machinery. The architectural details, so far as ornamentation of the building is concerned, have not yet been decided upon, but Mr. Rindge and his associates never do anything by halves, which is ample assurance that the structure will be a credit to the city, as well as a source of pride and

profit to its owners. It is intended to complete the building by Jan. 1, so that the work of moving can be undertaken as soon as the annual inventory is out of the way.

The Produce Market.

Apples—Home grown Northern Spys are about the only thing in the market, commanding \$3.75@4.50 per bbl. They range from choice to fancy, but run mostly to choice.

Bananas—Receipts are regular, being gauged to the demand. The market is steady at very good figures. Good ripe shipping stock can be had in steady supply.

Beets—25c per bu.
Butter—Factory creamery is steady at 18@19c. Dairy commands 12@14c, the latter for strictly fancy. Receipts are large, but confined almost wholly to low grades.

Cabbage—The market is utterly without feature, choice stock being in small demand at \$3 per 100.

Carrots—30c per bu.
Celery—Choice stock has advanced to 25c per bunch.

Eggs—Receipts are large, but the consumptive and shipping demand of the market is equal to the receipts. Choice stock fetches 12c at this writing, but it looks as though there would be no sustained values higher than the quotations of the present week. It will be to the interest of all shippers to send in eggs as fast as gathered.

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

Lemons—California fruit is quoting a little firmer on inside figures. The demand is but fair. There are few Messinas on the market, the receipts of Californias being very good.

Lettuce—Grand Rapids Forcing is held at 12½c per lb.

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

Oranges—The supply of California fruit is liberal, and prices are rather easier than they were a week ago. A greater range on navels is shown, they being quoted from \$2@3.25 per box. Inside quotations on Mexicans are also lowered 25c. Mexicans are about closed out. There is a free movement in oranges, owing to the good stock on the market and the low prices.

Potatoes—The market has sustained an advance, on account of the bad roads interfering with the marketing of stock, dealers now paying about 60c for choice.

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

With Apologies to Longfellow.

Dierdorf's sideburns do remind us
We can have ours cut sublime,
And, departing, leave behind us
Footprints on the sands of time.

Grocers, look up your numbers in the Gillies New York spice contest and attend the raffle to be conducted by Secretary Klap at the meeting of the Retail Grocers' Association Tuesday evening, March 1.

Zola is standing up bravely against both the rabble and the government in France in defense of common justice. That is what makes the true hero and the great citizen, whether or not the stamp of the Academy is upon him.

A resolution was offered in the Buffalo board of aldermen the other day directing the board to frame an ordinance imposing a license tax of \$1,000 on each department of department stores.

The exclusion of American fruit from Germany, through fear of insects, makes it appear that Germany has had bugs in her head, and dreads more.

Any one needing a first-class book-keeper and office man can be accommodated by addressing Radix, care Michigan Tradesman.

Personal Peculiarities of Some Men.

Several months ago, before he was elevated upon to take the active management of the Widdicomb Furniture Co., Mr. Wm. Widdicomb frequently remonstrated with a friend because he often remained in his office until long after 6 o'clock and occasionally found it necessary to spend entire evenings at his desk, cleaning up the work which had accumulated during the day. The remonstrances were taken in good part, albeit the gentleman was unable to act on the advice; but the admonitions are no longer forthcoming. Mr. Widdicomb has undertaken the herculean task of freeing the Widdicomb Furniture Co. from the burden of debt under which the magnificent property has staggered for several years, and the people who reside in the vicinity of the factory insist that lights frequently shine out of the office windows in the evening and that the familiar figure of Mr. Widdicomb appears to be directing the work with old-time vigor and effectiveness. All of which is another instance of the inevitable conflict between precept and example, showing the difference between what a man would like to do under favorable circumstances and what he persists in doing when he assumes a task which has been abandoned by men of more than ordinary ability and undertakes the solution of a problem which has puzzled the wisest heads and shrewdest financiers in the city.

Chas. E. Olney no longer pins his faith to mining stock, or Los Angeles real estate, or electric railway lines from Los Angeles to the sea. He has a new charmer nowadays in the shape of Glucose common, which has yielded him a handsome margin of profit during the past half year and which he confidently expects to see touch par before the end of another year. Just as the new husband delights to talk about his wife and the new father insists on sounding the praises of his first child, so Mr. Olney finds his chief delight in recounting the wonderful gains made by Glucose common and prognosticating the record it is likely to make in the future.

W. H. Anderson probably holds as many important offices as any business man in the city, including the presidency of the Board of Trade, which is supposed to be conducted for the up-building of the city and the protection and expansion of local industries. Mr. Anderson is public spirited to an unusual degree, but the attitude he has assumed and aggressively pursued in relation to the telephone situation seriously puzzles his friends and greatly amuses his enemies. His antagonism to the local telephone company has been made manifest on many occasions and the efforts he is constantly making to assist the Bell institution in its desperate fight for life are hardly in keeping with his position as the executive officer of an organization which should aim to protect and encourage local enterprise, instead of trying to throw stumbling blocks in its pathway.

Marshall D. Elgin, Secretary of the Musselman Grocer Co., is the recipient of all kinds of amusing presents nowadays, ranging from silk aprons to bottles of soothing syrup. Mr. Elgin takes his medicine without a whimper, gleefully chanting his favorite selection as he recalls the masterly manner in which he eluded his friends on the occasion of his recent marriage to Miss Teal.

The casus belli which existed last week between the Clark-Jewell-Wells Co. and the Lemon & Wheeler Company has been happily adjusted, to the satisfaction of all concerned, by the payment of a suitable indemnity by the former house. For several days it was feared that an open rupture would occur, but cool heads and wise advisers in the shape of anxious merchandise brokers fortunately prevented the clash which might otherwise have been precipitated.

Any friend of the debonair Steve Sears who remarks on the emaciated appearance of the Cracker King since his recent tussle with Old Rheum and his consequent visit to Mt. Clemens is very likely to receive 2 bits in recognition of the balm poured on his feelings, for it is such an unusual occurrence for him to lose an ounce of avoirdupois that he is gratefully mindful of such an observation on the part of others.

Sugar Put Up Short Weight

St. Johns, Feb. 15—Your paper claims to be conducted along the lines of honest dealing in trade, and I therefore call your attention to an abuse which should be exposed and cured. For the last month I have been weighing my sugar. I weigh the barrel and contents and then take out the sugar and weigh the empty barrel, and every empty barrel out of twenty-eight weighed so far weighs from one to three pounds more than the marked weight on the empty barrel, so that my loss, at the present price of sugar, is from 6 to 17 cents per barrel—a yearly loss of over \$30 from this source. I have weighed sugar bought in Toledo, Detroit and Grand Rapids with the same results. You would, I think, confer a great favor to the retail trade by calling attention to this matter. WARNER BUNDAY.

Enquiry among the wholesale grocery trade of this market discloses the fact that the American Sugar Refining Co. has made a practice of putting its sugar up short weight for some years and that frequent remonstrances against a continuation of the practice have been of no avail. The trust claims that the barrels absorb from one to four pounds of moisture in transit, but this statement is belied by the fact that the actual gross weight of the package and contents nearly always agrees with the marked weight, whereas the tare actually weighs from one to three pounds more than the marked weight for tare. During the past week a Grand Rapids wholesale house weighed three barrels of granulated sugar out of a carload shipment just received from the American Sugar Refining Co., with the following result:

No. 1: Marked, 332; tare, 20; actual gross weight, 352; actual tare, 22½.

No. 2: Marked, 324; tare, 21; actual gross weight, 345; actual tare, 22½.

No. 3: Marked, 324; tare, 20; actual gross weight, 345; actual tare, 22.

This shows an average shortage of two pounds to the barrel, which is equivalent to 10 cents a barrel or \$10 a car. This looks like pretty small business for a trust with \$90,000,000 capital, which is in such complete possession of the field as to have the "world by the heels," so to speak. The jobbers are powerless in the matter, having exhausted every means at their disposal to bring about a reformation of the abuse, without result.

Miss Mildred Finch, a bright young woman of Detroit, will soon leave for the Klondike region in the interest of the Ott Furniture Co., of Pittsburg, Pa. She will go via Seattle and the water route.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 12.—This month has two holidays and four Sundays, so that the working time is reduced to twenty-two days. Just why Lincoln's birthday has been made a legal holiday no one knows, but there is a vigorous kick against having a holiday on the 12th and another on the 22d. And the kick will be harder every year.

The Merchants' Association is congratulating itself on the victory achieved over the Central Traffic Association in securing reduced rates of fare to this city from a part of the country not hitherto reached by the work of the Association. This spring will see a big rush of buyers to New York; in fact, a good many are here already.

Business among grocery jobbers is fairly satisfactory. It takes a great volume of business, however, to realize an amount of profit that can be compared with ten years ago. Prices have been hammered down until there is seemingly nothing left.

Some improvement has been shown in coffee and quite a number of orders by mail and wire came from various points. It is said that the trade in package coffees has shown some falling off. Whether this is true or not cannot be told with certainty, but it is certain that a coffee that is sold from 9c to 11c at retail cannot be a very aristocratic product. For those who like it, it is just the stuff. Rio No. 7 is still quotable at 6½c. The amount in store and afloat is 1,095,200 bags, against 661,974 bags at the same time last year. Little if any business has taken place in futures. In mild coffees there has been a fair trade for the better sorts and at full values; in fact, the supplies of the latter are not large and consequently prices are firm.

Sugar has been very active; in fact, the refiners report that they are oversold. On Thursday the list advanced ½c on No. 5 and 1-16c on some other grades. Granulated is unchanged. Raw sugars are firm. The visible supply shows a decrease of 10,000 tons from last week.

There has been quite an active trade in invoice lots of teas and the general market has been in a fairly satisfactory condition. A sale of 8,000 packages of Formosas was reported at prices considered remunerative.

Rice is firm. The demand has been mostly from dealers without the city and prices have been firmly adhered to. The South reports a firm market, and this seems to be the feeling here, both for domestic and foreign. Prime to choice, 5¼@5½c.

While the spice market has shown no special activity, the volume of business has been quite satisfactory and dealers seem to be pretty well satisfied. Pepper and cloves have advanced and there is a very firm tone to nutmegs. Ginger has been in good request and shows an advance of a slight fraction.

In canned goods, business in spot goods has been of an ordinary character. There seems to be just now something of a lull in trade. There is a wide variation in the prices of future corn and tomatoes. Jersey tomatoes range from 75c@81.05. New York corn, 65@85c. Indications are favorable for good prices for canned goods as the year advances, and this feeling is very general among all interested in the trade.

Little is doing in dried fruits, but the market remains firm and no concessions are made. California goods are strong and the outlook is encouraging. Domestic fruits are in about the usual demand, evaporated apples being held at 9@9½c.

Beans are rather quiet. Choice marrows are worth \$1.37½@1.40 and pea beans \$1.12½@1.15. New Bermuda potatoes are firm at \$5.50@6.50 per bbl. Western old, per bbl., \$2.25.

Butter buyers seem to be inclined to move cautiously. They have pretty liberal supplies on hand and during the week they have not been as active as

they were last week. While the demand has slackened, we have rather larger supplies. Still the feeling is not one of weakness, generally, and sales of fancy creamery are on the basis of 20c. In some cases a little more has been paid. Imitation creamery is quiet at 17c as the top figure for fancy. Imitation firsts, 16@17c. Western factory, fresh, 13½@14c for extras and 13@13½c for firsts. Export trade is light.

Home trade in cheese is becoming more satisfactory, while for export the demand has been almost unworthy of note. Buyers do not haggle over the price of really desirable stock. Large size full cream cheese, 8½@8¾c. Sept. and Oct., 8@8¼c. Small size, full cream fancy Sept., 9@9¼c.

Receipts of eggs are increasing at a rapid rate and the market shows a decided downward tendency. Friday's market closed at 16c for nearby stock. The supply is ahead of the demand, so far as average grades are concerned. Western firsts are quotable at 15c. On Thursday and Friday the receipts ran up to nearly 7,000 cases per day, and it is likely this will soon be far exceeded.

Make Your Store Look Busy.

Always aim to have the busiest store of its kind in town. Some one's store must be the busiest—why not yours? Best methods and best merchandise will do it. If you are not as good as your neighbors, it would be well to find out where the trouble is, and try to improve on past efforts. Remember, the proof of superiority lies not in imagination, but in results. Shake off your business. Once allow yourself to be entangled in its deadly folds, and the sheriff may have to be called in to the rescue of yourself and your creditors. One of the inevitable results of poor trade is a feeling of discontent and dissatisfaction throughout the store. Trade languishes. The merchant grows irritable. He is dissatisfied with himself and his surroundings. His clerks become infected. The business of the store is only half done, and nothing is done right. Customers quickly notice the change. The general air of shiftlessness disgusts them. The gloom on the faces of merchant and clerks scares them away, and bad business is made even worse. Get customers into the store, even if you have to go and fetch them and pay them to come.

Simple Subtraction.

An Irishman was hauling water in barrels from a small river to supply the inhabitants of the village, which was not provided with waterworks. As he halted at the top of the bank to give a "blow" before proceeding to peddle the water, a gentleman of the inquisitive type rode up, and, after passing the time of the day, asked:

"How long have you been hauling water for the village, my good man?"

"Tin years or more, sor," was the reply.

"Ah! And how many loads do you make a day?"

"From tin to fifteen, accordin' to the weather, sor."

"Yes. Now I have one for you, Pat," said the gentleman laughing: "How much water have you hauled altogether?"

The Irishman jerked his thumb in the direction of the river, at the same time giving his team the hint to start, and replied:

"All the wather that yez don't see there now, sor."

Good Evidence.

Mrs. Wilkins—That is all Maude says in her letter.

Mr. Wilkins—What does she say in the postscript?

Mrs. Wilkins—There is no postscript.

Mr. Wilkins (severely)—Maria, write to Maude at once and tell her I am pained to see her in the ranks of the new woman, and that if she does not give up the folly I shall have her home at once! No postscript, indeed! She'll be wearing trousers next.

Morale of the Working Girls.

I have given some attention and made a good many enquiries into the morale of the working girls of Minneapolis, including those employed in the big stores and the factories and in the various occupations into which young women have won their way—and am convinced that there is as high a standard of morality and integrity among them as among the same number of the sex in any other class of life.

In the early morning hours you may see them tripping daintily down the street, or riding in the street cars, or swiftly gliding on their wheels to the scene of their daily labors. In the golden dusk of the evening you may see them hurrying homeward. From the homes on the quiet residence street, from the homes in the suburbs at the far ends of the avenues that traverse the city, and from less home-like lodgings in the upper stories of great buildings they come, like fresh, youthful blood pulsating toward the heart of the busy metropolis. They are clerks in the great stores, operatives in factories, waiters in restaurants, typewriters and typesetters, book-keepers, copyists, seamstresses, tailors and many of other like vocations. Neatly-dressed, bright-faced, self-respecting and respected, the most cynical cannot contemplate them and not feel his heart soften toward humanity, and have his faith in the goodness of God and the glory of womanhood rejuvenated, and his belief in the promise of the future strengthened and uplifted.

In their lives toil and temptation are blended. Many of them have parents aged, disabled or afflicted, and in these soft hands Fate has placed the destiny

of those on whom the lines of life have heaviest fallen. Day after day, week after week, month after month, they work with all their might of mind and body, and, sad to say, for compensation often miserably inadequate to the tasks performed.

In these modern times men worship the Golden Calf, and the chivalry of olden days is trampled under foot in the mad rush for that power which wealth alone can give. Women must enter the lists and win a living doled out from the trophies of the conquerors. They must work for bread for themselves and their loved ones, and they have done more to honor the high calling of honest toil than all the organizations and combinations that this age of democracy has ever produced.

All honor to the working girls of Minneapolis! To them is due no small share of that moral peace and tranquility that characterize this busy, growing city that stands unrivaled for intelligence and enterprise among the industrial and commercial centers of the country. Every day their work is becoming more fully appreciated. Every day thoughtful people are learning more and more to appreciate their intrinsic value. They are among the prime factors of the upbuilding of all our finest enterprises and our best social institutions, and everywhere the gentle spell of their refining and elevating influence is felt. All honor to our working girls!

JOHN BLANCHARD.

Gas in a Bedroom.

A burning gas jet is unhealthy in a bedroom, because one gaslight gives out as much carbonic acid as two sleepers.

Not for Sale by Department Stores



When we placed this brand of soap on the market, we announced that no department store need apply, as the brand could not be purchased by any but regular dealers. That promise has been **faithfully kept**, with the result that **MICHIGAN FAMILY** is to-day the favorite brand with the retail trade.

Ball-Barnhart-Putman Co., Grand Rapids, Mich.

Bob's Birthday Present.

Written for the TRADESMAN.

The wind blew cold and raw across the bleak brown prairie. The tall dead blue-joint grass bent submissively before its chilly breath and the sound of a sigh seemed to come from the swaying spears. The road, worn into deep ruts by the passage of many wagons, stretched away to the east and the west in distressing and needless crookedness. Along this road a girl of thirteen was making her way towards a small collection of houses which were to be seen several miles away. She carried in one hand a small willow basket and in the other a kerosene can. Her progress was slow, as the wind blew directly in her face. At times, as if to get her breath, she turned her back to the wind and with careful backward steps continued her journey.

After many rests and much backward walking the girl reached the little town. She stood looking for some time at the goods displayed in the windows of the one store which the town contained, then shrinkingly entered, placing the willow basket on the counter and the oil can on the floor.

"Well, well, Maggie!" exclaimed the genial store-keeper; "what brought you all the way to town on a day like this? Come over to the stove and get warm. Why! you must be nearly frozen."

"O, I ain't cold," replied the girl, with a wistful look at the bright fire, then shrinking back as she encountered the gaze of a half dozen men and boys lounging in its cheerful warmth. In a lower tone she continued: "I have two dozen eggs in the basket, an' we heard you was apayin' twelve an' a half cents a dozen for 'em."

"Yes, I am," replied the merchant. "What else did you want to get besides the oil?"

"Mother said the oil would be eighteen cents an' I'd have seven cents a comin'."

"That's right, my girl; now what would you like to get for the seven cents?"

"I'd kind o' like to look at some o' them han'kerchiefs that you had in the front window las' week—them with the pictures on 'em."

"Why, those were boys' handkerchiefs; and they are all ten cents apiece."

The girl's eager little face clouded and moisture gathered in her eyes as she heard the price. After hesitating a few moments, she timidly asked, "You couldn't let me have one for seven cents, could you?"

"Well, you see, Maggie, the regular price of them is fifteen cents; but I marked them down to ten cents just for an advertisement, and seven cents would be less than cost. But I'll tell you what I can do—I'll give you fifteen cents' worth of oil and one of the handkerchiefs. That would make it all right."

"Yes; but mother said to get a gallon of oil, an' fifteen cents' worth wouldn't be a gallon."

The store-keeper smiled at the strict honesty of the little maid and, as he looked into her earnest, anxious face, he wondered why she should be so desirous of possessing a boy's handkerchief. Taking the oil can, he proceeded to the back room to fill it. When he returned and set it down beside her, he saw that the girl's eyes were filled with tears.

John Loveless was a close man, and one who always got the best of a bargain; but he had a heart and the sight of the little girl's grief touched it. Going to

the show case, he took out several of the coveted handkerchiefs and spread them on the counter before her, saying as he did so, "Now, my girl, which one would you rather have?"

The look of delight that overspread the girl's tear-stained face more than repaid him for the loss of the three cents. "O, can I really have one for the seven cents? How good you are, Mr. Lovelace; but I'll bring three extra eggs next time I come. I'm so glad; 'cause to-morrow Bob's twelve years old, an' I'd promised myself for ever 'n' ever so long that I'd give him a birthday present; an' when I saw them han'kerchiefs in the window last week, I said, 'That's just the thing!' But I didn't think they was so expensive, or I'd brought more eggs to-day. Bob'll be wonderful pleased, 'cause he don't know a thing about it."

The handkerchief was wrapped up and she carefully tucked it away in the pocket of her dress. Then, with the heavy oil can in one hand and the empty willow basket in the other, this poor little inhabitant of a poverty-stricken neighborhood began her long homeward walk. But it was with a light heart and a happy smiling face that she trudged along the lonely, wind-swept Kansas road—and the wind was at her back—happy at the thought of the pleasure that this handkerchief, which she had come so far to get, would give her brother on the morrow.

Cheap and common enough the little present, but the effort and self sacrifice that it cost was not of the common kind.

The group of loungers in John Loveless' store were more than surprised, as they began to comment on the child's purchase, when the store-keeper told them that he "considered it the best bargain he had ever made."

MAC ALLAN.

Business Women as Wives.

It has frequently been said that women in business employments do not make as desirable wives as their sisters who have lived only domestic lives, but a recent observer takes a wholly different view of the case. He holds that the effect of the woman in business is not so much to the advantage of the woman herself as to the business man. Such a woman has more respect for him, more regard, more sympathy. She is altogether less likely voluntarily to impose upon him or involuntarily to harass and worry him. She has been there, she knows how it is herself, and this personal experience and knowledge make her more lenient and considerate.

Every woman wage earner worthy of the name learns first, last and all the time that success is only attained by close attention and singlemindedness. The woman who realizes this must also realize that the same rule holds good of the business man. In a present capacity of daughter and sister, or in a future capacity as wife, she is certain to show such a keen consideration for the business members of the household as is undreamed of in the philosophy of the other kind of woman.

There is no danger of her husband being besought to just stop on his way down town and attend some specially seductive "special sale" or to leave his office an hour or so earlier in order that he may bring her home a lot of "samples." She has had practical and personal proof that it is through this sort of thing that business interests are made to suffer, and she doesn't propose to let this knowledge play her false.

A woman's appreciation of business and business ways and means thus insures domestic comfort; if conditions warrant it, it benefits the business man even more than it benefits the business woman herself.

Mrs. New Rich and Her Malaprop Remarks.

Written for the TRADESMAN.

The grocer and his family live over the store. A speaking tube runs from the foot of the stairs to one of the rooms above. The other day, the grocer's wife answered the shrill familiar whistle. It proved to be the omnipresent book agent. He rattled off a long grammarless lingo about the encyclopaedia of which he "had the exclusive sale," but was met by the cold interruption that the lady "didn't want his books."

"Oh," said the agent, with the most withering sarcasm, "I see yer not edgercated!"

Speaking of encyclopaedias reminds me of a certain Mrs. New Rich in one of the Northern Michigan lumbering towns. With her lately-acquired splendor she decided that she must have a library; and, making a laudable beginning, she purchased ten volumes of "the very latest thing" in books of that description. Soon after, referring to her new possession, she recounted how she had just made a purchase of "the very best sinkpiddy on the market!"

Evidently she has not yet added Shakespeare to her storeroom of knowledge, for she was heard to remark, the other day, in explaining to a friend the utility of a new kettle she had bought, that she "could close up the holes in the lid, just like a pepper box, and so keep the Romeo from escaping!"

Another time, she was expatiating on her daughter's proficiency in music, and complacently remarked that she "could masticate the piano beautifully."

It was this same Mrs. New Rich who stepped into a millinery store, not long ago, and, in selecting trimmings for a new bonnet, asked to look at some "air-grets."

The man must have been cousin-german to this lady who said he had bought a "cleopediky" for his wife.

That was an amusing answer given, recently, by a Chicago lady who is visiting her Grand Rapids relatives. The latter are comfortably situated, but the lady in question gave not a thought to this fact in her effort to save bother to the members of the household, all of whom had been somewhat "under the weather" and on the sick list. A couple of mendicants appeared at the door, asking if she "wouldn't assist some of God's poor?"

"Oh," came glibly from the resourceful lips of the Chicago lady, "we've got 'God's poor' right here in the house;

and," she added as a clincher, "they're all sick, besides!"

A distracting pair of hose encases the shapely feminine dummy-legs in the window.

Enter Mrs. Money Bags, who has a penchant for pretty hosiery.

Mrs. M. B.: I would like to look at some hose like those on the le—like those displayed in the window.

Young Lady Clerk, enthusiastically: Oh, yes. Those? Yes. They are a lovely hose! I don't wear anything else!

Exit Mrs. Money Bags without purchasing.

Asked the child: Mamma, won't you please, please take me to see Faust, that you an' Papa are talking so much about?

Replied the mother: No, my child; you are not old enough to understand the story of it yet. When you are the proper age, I will surely take you to see that play.

Observed the child, triumphantly, and consoling itself: Well, anyways, if you won't let me go with you, Gramma'll read me about "The Prodigal Son" while you're gone!

POLLY PEPPER.

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E. A. STOWE, EDITOR.

WEDNESDAY, . . . FEBRUARY 16, 1898.

GENERAL TRADE SITUATION.

The most noticeable features of the situation this week are the rapid increase in volume of business and general, although moderate, advance in prices in substantially all lines. The recent record has shown a slow recovery in almost everything except iron in its cruder forms, and cotton and its manufactures, and at last these seem to have fallen in line, so that exceptions are no longer apparent.

In the stock market shares reached the highest average in five years, with active trading not only by our own people, but a greatly increased foreign demand. The slight reaction caused by the De Lome incident and the Cuban interest in Congress has been followed by a decided increase of strength dependent upon the generally favorable reports of railway earnings and prospects of improved dividends in other stocks.

The week has been notable in that records have been broken in volume of business, as indicated by the clearing houses, and in production in any of the principal manufactures. For the month of January the exports are reported to exceed \$100,000,000 and are double the imports, and this latter condition has characterized the four preceding months, so that balance of trade is rapidly increasing in our favor.

The output of pig iron February 1 was 229,823 tons weekly, according to "The American Manufacturer," an increase of 1,844 tons for the month, the largest output ever shown. Yet, in spite of a production far exceeding the consumption in past years, some of the largest producers were buying Bessemer pig in open market, the Carnegie Company 130,000 tons, in the belief of "The Iron Age," while a great Western steel company is elsewhere reported as buying 100,000 tons, and the price at Pittsburg has risen from \$9.75 to \$10.15, with Grey Forge from \$8.85 to \$9 per ton. Such advances and purchases in the face of an unprecedented output, not by reckless speculators, but by concerns themselves producing enormously and needing yet more for consumption, are strong evidence that known demands for finished products are even greater than is generally understood, and lead to the belief that the consumption of pig has overtaken the vastly increased production.

That the reaction reported last week in wheat had carried that cereal below

its normal level is indicated by the fact that there has since been a slow but steady advance again. Apparently this will be carried by speculation to a point to repeat the story of a more rapid decline. Export movement seems to be decreasing, but Western receipts this week are quite heavy.

Locally, the reports of manufacturing activity were never more favorable. All the furniture factories are employed to their capacity, and the increase of facilities made necessary in many has put the machinery factories into active work. General retail trade is, of course, profiting from the situation, so that the report is favorable all along the line.

Bank clearings of \$1,434,000,000 were 52 per cent. more than for the corresponding week last year. Failures were 278, against 295 for preceding week.

THE LOSS OF A STRONG HAND.

The press dispatches tell us that civil strife and bloodshed are following the assassination of Barrios in Guatemala. The strong hand having been removed, the factions, of which there are many in all the Central American republics, have "broken cut" again and the peace and progress of the country will likely be disturbed for some time to come.

The man who has just been assassinated was a man of great nerve and decision of character. He had been carefully educated and was broad-minded, compared with the ordinary type of Central or South American dictator. With it all, however, he was domineering and even cruel, and not so very long ago had declared himself dictator of Guatemala, another term for absolute ruler. In many respects he resembled and supplanted the place of his uncle, the former dictator.

Cruel or blood thirsty as such men may be, they are filling a long felt and necessary want in Guatemala. The material progress of the country has, of late years, been marked because of the presence of a strong man at the head of affairs who was not only capable of maintaining better order than formerly, but was liberal-minded enough to encourage internal industry and development of foreign commerce.

The Central Americans are of a lower order than the Mexicans and are cursed by the inheritance, in the ruling class, of those characteristics of the Spanish race which have prevented their progress or the evolution of good government wherever Spanish settlements have been found. They seem to be incapable of self-government except under the guiding hand of some powerful man. Pride and ignorance and jealousies are chiefly responsible for this failure.

The conclusion is inevitable that not until some dictator of progressive turn of mind obtains power in all of these Spanish-American republics, and retains that power long enough to promote education and industry and commerce and lead the national life into new channels, can we hope to see other conditions to the south of us than those of turmoil, bloodshed and national stagnation. In a word, the dictator is still a national necessity in Spanish-America. For the general good, therefore, we cannot but regret the taking off of such a man as Barrios, even although he may have exhibited much of the tyrant in his public career.

A self-made man is all right when he is well made.

NEW YORK'S FIGHT FOR TRADE.

The merchants of New York are much perturbed at the showing made by the trade returns of 1897. The figures prove that while the foreign commerce of the country has increased greatly, that of New York has actually retrograded. Besides there are not wanting evidences that New York's trade is being cut into in other respects as well as in that relating strictly to the port. How to check this shrinkage of business and to regain lost ground is the problem which is now agitating the commercial organizations of the metropolis, and gauged by the amount of printer's ink being devoted to the subject, the merchants of New York are exceedingly in earnest in their endeavors to apply a remedy which will check the decay which is sapping their commercial greatness.

One of the leading causes of complaint found by the New York commercial bodies is that the railroads are discriminating against their city in favor of rival communities. This sounds very strange emanating from New York, which city is commonly believed to be the center and cause of all the discriminations of which the country has to complain. The accepted theory as to discriminations is that New York is always favored by the transportation companies, because by reason of its control of finances all the great corporations are dependent upon Wall Street, and under the thumb of the great financial magnates of the metropolis. What New York really complains of is not that she is now, in her turn, being discriminated against, but that she no longer enjoys, to the same extent as formerly, the power to discriminate against the rest of the country.

Many of the great railroad systems which have been built up within the past decade are no longer as dependent upon the financial domination of New York as formerly. Their stockholders and bondholders realize that to make a profit on their investments the roads must enter actively into competition with the exclusively New York lines for business. New York is, therefore, no longer in the position of being able to dictate rates for the whole country as formerly; hence trade is rapidly seeking natural and easy channels. There is no more sense in the grain of the West seeking tidewater at New York than there is in the cotton of the South going there for export. It is not that New York is losing trade which legitimately belongs to her so much as it is that other ports are gradually capturing the traffic which should be theirs by right of their geographical position and trade facilities.

New York still controls a practical monopoly of imports, owing partly to the large capital which her merchants control and partly to the greater advantages the Custom House seems to furnish New York merchants than the merchants of other ports are able to secure. There is really no good reason why New York should import the goods consumed in the South and West, and the time is coming when such goods will enter the country through other ports, which are the natural tidewater outlets and inlets for Southern and Western trade.

The merchants of New York are also vigorously assailing Congress to secure large appropriations for the purpose of deepening the channels to the sea which their port possesses. They want wider and deeper channels, and the Tradesman knows of nobody who is disposed

to dispute their claims. All the great American ports are entitled to deep water outlets, and where the commerce is sufficient to warrant the outlay Congress should provide such outlets. New York makes a mistake, however, in assailing the appropriations which Congress has made for other ports on the ground that New York is better entitled to consideration than they are. Each and every American port is entitled to all the facilities which its commerce demands, and New York merchants but injure their chances of success and make enemies by antagonizing the efforts of other ports for reasonable recognition. In the matter of securing deep water, all the ports should join hands, as all are practically in the same position. Each needs deeper water, and all should have it. To limit deep water to one port would be to discriminate against the others, and thus, possibly, defeat the aspirations of the country at large for the best and cheapest routes to tidewater for its products.

DEGENERATION OF THE STAGE.

The musical farce comedy, which has almost monopolized the stage during the past few years, appears to have reached the apex of indecency, judging by the manner in which the metropolitan journals are discoursing on the decay of the stage—not in the way of talent, but in the prostitution of talent.

We have become so used to "tights" on the stage that they cease to create a ripple of excitement. To reach the blasé crowd now, the manipulation of the skirt in an immodest manner has become necessary. A soubrette cannot sing a song without some questionable or broad lines, followed by the Cissy Fitzgerald wink and the Yvette Guilbert suggestiveness in the handling of the crinoline. The worst reflection about the whole matter is that the actress who puts her specialty on in the modest way meets "a frost," while her more daring and reckless co-laborer is brought back again and again, at the demand of the audience, to flaunt her naughtiness and display her anatomy. And the demand is by no means confined to the gallery! The fact leads the theatrical manager to answer the critic that "the public want that sort of thing!"

And, indeed, it looks like it.

Possibly both the public and the caterers are to blame. The former applause and the latter encroach more and more upon public tolerance. This growth of immorality and indecency upon the stage calls to mind vividly the old line with reference to the danger of familiarity with sin—"We first endure, then pity, then embrace."

But where is the remedy? The dramatic critic is regarded as "a back number" who reads a homily on morality in a criticism of features that are now universally seen and cordially applauded on the stage. He, too, has been swept "up to date" along with the public, and if only the work of the stage caterers be well done then adverse comment is silenced. It is so in the head centers and it is so in the country generally. Occasionally a too risqué or brazen feature is seen and condemned, but so long as large audiences everywhere are seemingly pleased with gross exhibitions we may expect the stage to furnish them. People leave the theater and criticize, but they have gone there and they have laughed and applauded!

And they will go again!
The only hope is that familiarity and satiety may lead to disgust after a while and to a demand for a revival of the older and better and purer attractions of the stage. But the reform will have to start on the metropolitan boards.

DANGER AHEAD.

The financial embarrassments of the Pacific railways which were built with Government money, and which it has become necessary to sell out at sheriff's sale, so that the Government may get back some small portion of the funds loaned to them, have brought into prominent notice the proposition that the United States should take possession of those roads and operate them.

This would be the first step in the socialistic proceeding of having the Government take possession of all the railways and operate them for the public good. In this connection it is worth while to notice some statements made by Hon. John H. Reagan, Chairman of the State Railway Commission of Texas.

Judge Reagan mentions that, more than half a century ago, two of the ablest statesmen of this country, Mr. Webster and Mr. Calhoun, both expressed the opinion that when the number of Government employes should reach 100,000, it would endanger our present system of government. The numbers of the Federal officials and employes have reached the 150,000 mark, and, while they constitute a force that could be, and has been, actively used for political purposes, its dangerous power has been greatly weakened by the operation of the civil service laws.

There is, however, a strong probability that the civil service system, which is greatly in the way of politicians of all parties, will be sooner or later abolished, and certainly it could not exist in any socialistic political system. But if, to the other Government officials and employes, were added the railroad officials and employes, it would, indeed, be a formidable machine to be used to control and retain possession of all the powers of the Federal Government.

The report of the Interstate Commerce Commission for 1896 shows that there were that year in the service of the railroads of the United States 826,620 persons, and these averaging above ordinary intelligence and, as a rule, in the meridian of their manhood. Add to the numbers of those already in the service of the General Government these railroad employes, without reference to their inevitable increase under Government ownership and management, and there would be at least one million persons under Government appointment.

Such a vast patronage in the hands of the Federal Government could not fail, says Judge Reagan, still further to dwarf the State Governments, and to consolidate enormously the power of the Federal Government. And it would, no doubt, change the character of our political institutions and endanger and, sooner or later, overthrow our system of constitutional free, popular self-government. Any man who may be President, with that amount of patronage, could continue himself in that office indefinitely.

The office of emperor or imperator among the Romans was elective. There was, in theory, no such thing as a royal or imperial family succession or dynasty; but, by means of the army, the emperors of the Caesarean line were able to maintain themselves in office during their lives and to secure the succession to their families. But Rome at no one time ever had a million men under arms, while an American President with one million officials and employes who owed their places to his favor and patronage would constitute a force and following that could accomplish the

same results as were attained by the imperial Caesars through a course of nearly 100 years.

The ownership of railroads by the Government is urged by the advocates of socialism on the pretext that they will be operated for the good of the people at large; but such a consummation would play directly into the hands of the centralists, and enable them not only to control the machinery of the Government, but also to maintain themselves in that control. Thus it is seen that the despotism of the mob is alarmingly like the despotism of the autocrat, and the former, when once established, is sure to develop into the other.

NEW MOVE IN THE FAR EAST.

During the past week there has been a new and unlooked-for development in the Far East, which promises to place a different aspect on the face of affairs in China. The development in question is the action of Japan in notifying China that she would hold the stronghold of Wei-Hai-Wei permanently. The dispatch states that China has promptly notified the powers that no foreign loan would be needed, as the action of Japan would make it unnecessary to pay an indemnity.

During the recent war between China and Japan, the latter power captured both Port Arthur and Wei-Hai-Wei, the Chinese strongholds and naval stations on either side of the Gulf of Pichili. United pressure from Russia, France and Germany compelled Japan to relinquish Port Arthur; but she held onto the other stronghold, announcing that she would hold it until the war indemnity due by China should be paid in full. Having decided to take permanent possession of the pledge, Japan has naturally released China from her obligation to pay.

On the face of things, this announced action of Japan would appear to be the answer of that power to the course of Germany and Russia in seizing ports on the Chinese mainland. There is no concealment of Germany's intention to permanently hold Kiao Chau, and although Russia claims to have mere temporary rights at Port Arthur, there is no one so blind as not to see that she never intends to evacuate that place, unless compelled to do so.

If Japan has taken the step of absorbing Wei-Hai-Wei permanently, a new complication is added to the Eastern situation, and, when Japan's fighting power is considered, the added complication is a serious one. If, however, it be assumed that Japan has acted after consulting Great Britain, the affair presents a new and very interesting aspect. If there existed any danger that Russia might secure the coveted loan, it was natural for England to acquiesce in the course taken by Japan as permanently shelving the loan proposition, and at the same time improving the advantages she already enjoys as the most important sea power of the Orient. With England and Japan acting together, it would be impossible for any combination of European powers to work their will in China.

Japan has long coveted a foothold on the Chinese mainland, and now that she has determined to establish permanently at Wei-Hai-Wei, it will be hard to dislodge her. As the Japanese have been in possession for some time, the new move involves no display of force or of landing additional Japanese troops in China.

THE FIRE WASTE.

Only a month ago the figures showing the fire waste in the United States and Canada during 1897, compared with previous years, were published by the New York Journal of Commerce, the recognized authority on the subject, and the showing was very gratifying, as it demonstrated not only an actual, but a comparative, decrease in the losses. The smaller fire waste made 1897 a very profitable year for the underwriters, so profitable, in fact, that the journal quoted expressed the fear that the large gains made by many companies would prove a danger to the insurance compacts and agreements under which rates have been kept up to a profitable figure during recent years and the business of underwriting has been stripped of many abuses and reckless writing of risks. Associations which have enjoyed a profitable business might be tempted, the Journal of Commerce feared, to conceive the notion that by cutting rates they could greatly widen their field of operations, and it is admitted that some such experience has already been chronicled.

The figures for the first month of 1898 have just been published, and it will be seen that the showing keeps up the excellent record established last year; in fact, it is even better, as the total loss during January aggregated only \$9,472,500, as compared with \$12,049,700 in January, 1897, and \$11,040,000 during the same month in 1896. Commenting on this remarkable showing, the Journal of Commerce says:

The lightness of January losses this year is very gratifying to the fire underwriters, who always have some apprehensions in regard to the first month of the year, fearing moral hazard on left over holiday stocks and fires due to defects in heating apparatus brought out by cold snaps. February has opened up rather expensively as to fire losses, but company managers consider their good fortune in January to be a happy omen for the year.

The improvement in the moral risk attending insurance is especially noteworthy, as it was believed that the moral risk was responsible for a very large percentage of the enormous losses which were the rule a few years back. That unsatisfactory state of affairs was no doubt due, in a large measure, to the facility with which people were able to place almost any sort of a risk. Since the rules requiring rigid inspection have been enforced, the moral hazard has diminished, as has also the loss from electric fires, which was likewise a very fruitful cause of the heavy waste experienced in the past. The rapid increase in the use of electricity in commerce outstripped the invention of suitable appliances for safely installing electric outfits, with the result that many fires occurred which would now be unlikely to happen.

It is gratifying to the business world generally that the underwriters have once again placed their business upon a paying basis, as the security to insurers is much improved, and the larger premiums paid are compensated for by the greater safety felt concerning the payment of bona fide losses.

COMPARATIVE COMMERCE.

As the competitions in commerce grow more strenuous and urgent, the merchant and the nations that would make progress, or even hold their own, in the world of trade, must redouble

their exertions and increase their enterprise.

This fact is quite forcibly brought to attention by Jules Roche, formerly Minister of Commerce for the French Republic, who, in an address recently made to a conference of the merchants of Lyons on the decrease of French foreign trade, urged upon them the necessity of using more energetic efforts to extend their foreign business.

Mr. Roche dwelt chiefly upon England, Germany, the United States and France, in their capacity as exporters, rating their importance in the order named. For the year 1896 he stated their foreign trade (imports and exports) to be:

England.....	\$3,570,500,000
Germany.....	2,026,500,000
United States.....	1,544,000,000
France.....	1,389,000,000

Ten years previous, in 1886, the relative position of these nations was:

England.....	\$2,702,000,000
United States.....	1,351,000,000
Germany.....	1,114,111,000
France.....	1,439,201,000

The foreign commerce of England augmented in the ten years 32 per cent.; that of Germany, 46 per cent.; that of the United States, 14 per cent.; that of France fell off 3 per cent.

In 1873, under the stress of adversity following the German victory, the exports of France amounted to 7,332,000,000 franc (\$1,408,476,000), while those of Germany were but 6,979,000,000 francs (\$1,346,947,000). In 1880, France still led Germany; but from that date on, the latter nation went rapidly to the front and has continued there.

The recent and sudden advance of Germany as a great trading nation is an interesting fact, and, when coupled with the decreased showing for the United States, it is worth attention. Germany is adopting modern machinery and improved methods in manufacturing and is rapidly coming to the front. The United States, with its new tariff, is creating much antagonism in Germany, as is seen in the recent extreme discriminations against American products. The United States produces a large surplus of almost every article of necessity, and needs to adopt a policy that will secure for its people the trade of the whole world.

Until now people have been at a loss to discover the use of those terrible fogs which so frequently envelop the British metropolis as with a pall. From the annual reports just furnished by the London gas companies, it would appear that each foggy day in London represents to the gas companies extra receipts to the extent of \$100,000. In view of this revelation, people are now asking themselves in England whether the parliamentary opposition to legislation in favor of compelling all industrial concerns in the metropolis to use devices for consuming their own smoke does not originate with the gas companies, since London fogs are largely composed of the smoke from coal.

There is no reason why the horse-made sausage of Germany—such as Germans made Parisians eat—should be allowed to come to this country when Germans will not allow American apples to come to Germany. What is apple sauce for the goose should not make the gander saucy.

Apple pie and cheese is a standard New England lunch. Germany insists that her people shall stick to cheese, and have nothing to do with apples, especially if they come from America.

Clerks' Corner

How a Grand Rapids Clerk Gained a New Customer.

Written for the TRADESMAN.

There's a certain clerk in a Grand Rapids store who has just gained a customer who will, hereafter, seek him out to wait on her in whatever establishment he may be employed.

It is a little early yet to think of shirt waists for June, with the snow still on the ground, but the display windows are already given up to such tempting bolts of dainty organdies that one can almost bear their gentle swish as the Summer Girl gives herself up to the dolce far niente of the inviting hammock, and the pretty plaids and stripes of the more substantial gingham give promise of the allurements of the Bicycle Girl as she spins past you, daintily booted and gloved, and immaculately collared and cuffed, with a suggestion—that you don't know where it comes from—of shimmering silk in her make-up of stout woolen goods, but a peep inside the dainty little jacket and a glimpse of the tiny "pinked" frou-frou ruffles that line the bottom of the skirt would disclose its whereabouts.

She was one of these same coming summer girls, anticipating her toilets for the warm months that will surely come with the waiting. She had picked up, here and there, gingham and muslins galore for shirt waists—one had a hint of buff, one was a parti-colored stripe, another had green for the prevailing tint, etc. She had first taken home samples, tested their washing qualities, found them to bear out the clerks' ever-ready statement of "Oh, yes, that will wash," and then had gone back and purchased the goods.

On this particular day, she had just been in a stationer's and spent the last of the money she had with her for some books. Happening in a nearby store to leave a message, she bethought herself that she would like just one more shirt waist, a pale blue and pink stripe affair. Her message delivered, she sauntered around to the "wash goods" (how many times a misnomer!) counter.

"Did you wish something?" pleasantly asked the presiding genius there.

"Yes," said the young lady, glancing down the counter for "pale blue and pink" to catch her eye. In the long line of goods there happened not to be a single piece with those colors, but away down at the very end reposed a bolt of pale apple green and pink stripe, with little green and white cotton loops running parallel with the colors, giving it an attractive Frenchy appearance. "Yes," continued the shirt waist lover, "I am looking for something in pale blue and pink stripe. I don't see anything of that sort among your goods. Are these all you have in stock, and are they all new goods?"

"Yes, these are all new," replied the clerk. "No, I don't seem to have just what you ask for. Couldn't you make use of some other color? How would this piece suit your taste?" he asked, dextrously giving a fling to a bolt of delicate shades, and spreading out and gathering up the goods into attractive folds.

"I wanted the cloth for a shirt waist," the girl explained. "I have bought several different pieces at other stores, and among them something very similar to this," softly fingering the goods as it fell near her; "so I wouldn't care for this. But," glancing toward

the end of the counter, "that down there at the very end might do. It is not exactly what I wanted—blue and pink—but it is next thing to it—green and pink. Won't you please give me a small sample and, if it washes nicely, I will come back and take enough for a waist?"

Here the clerk turned around and reached for a little bunch of samples, which he said "had all been boiled."

"Here is some like this green and pink," said he; "you can see that it didn't fade a bit," and he laid the laundered sample alongside the goods under discussion.

"Well, that is true," observed the young lady, with critical eye. "You may cut me off three yards and a half of it, and I will come in next time I am down town and pay for it."

The clerk glanced sharply at the young lady in front of him, and, after the merest perceptible pause, measured off the amount called for and cut it off.

"We don't always like to cut off goods in this way," he said, hesitatingly, "because people sometimes ask us to, and then never come for them."

"Oh," the girl hastened to reply, "I will come for this, sure, just as I say I will! I don't remember that you have ever waited on me before—your face is not familiar to me—"

"I've been in this department a year," the clerk interposed.

"Well," said she, "I guess I haven't bought any gingham here, then, for some time. You mark the parcel So-and-So," giving her name and address; "and, as you don't know me nor I you, you ask Mrs. C., in that department over there," nodding across the store, "and she will tell you that I always keep my word. I have traded with her for years."

"Please don't think that I fear you would not come back for the goods. I know you would." This was said with somewhat of an accent on the "you." "But," added the clerk, "there are some who come in and have us cut off goods for them, and never come to claim them, and then we clerks have to go down in our own pockets and make good the loss to the firm."

This explanation on the part of the clerk was given so pleasantly, and with so gracious a manner, that, as said at the beginning, he has added a permanent customer to the list he already had.

* * *

But there is a nice little sequel to all this, which came to my ears other than from the shopper herself:

It seems that, when she went to pay for the goods, she had forgotten just how much she had told the clerk to cut off and lay aside.

"Three yards—" she said, in an interrogative tone.

The young fellow ran his hands hurriedly through the goods, crisscross, as clerks so deftly measure off cloth that is folded instead of rolled, and answered her in the affirmative.

The package was sent to the young lady's residence. When she came to inspect it, she found that her bill should call for three and a half yards and not three.

Promptly the next morning saw her at the gingham counter of the Blank Store, to rectify the error.

The young clerk's face actually flushed with pleasure, and a kind look came into his eyes that was good to see, as he exclaimed: "Well, you are honest! In all my experience in stores, I have never once had a customer come back to make right a mistake of this sort. You are the very first one," he repeated, glancing at the young lady almost curiously.

"Well," answered this "very first one," "it was no more than right to do. If I had let the matter slide, I could not have been happy, and should always have seen 10 cents! 10 cents! all over my waist; and now I can wear it with a clean conscience and shall enjoy its prettiness all the more."

POLLY PEPPER.

The Garden of Success

Edward Atkinson, the famous economist, says that there is one question he always wants to ask in connection with any enterprise. That question is a regular tell-tale; it is like a steam gauge which indicates to every thinking man whether the enterprise is properly going forward or not.

The question is very simple: "WHAT ARE YOU TRYING TO DO?"

Now ask the average grocer this question, and let us see how far his operations correspond with his intentions:

"What are you trying to do?"

GROCER: "Oh, I'm trying to make a living."

"Yes; but just what do you mean by that? What is the exact thing you want? Are you working simply for your board and clothes?"

GROCER: "By no means. I want to lay up some money for a rainy day. I want to get ahead in the world. I want to build up a larger business. I want some day to be wealthy."

"BUT YOU ARE NOT DOING IT. If that is what you are after, you are evidently not getting it! You are not going the right way to work. If you want a bare living, go ahead as you are. But if you want WHAT YOU SAY YOU WANT, then you have not gone the right way to work."

This conversation comes very close to absolute truth. It is true of scores—yes, hundreds of grocers.

And what is the cause of their failure? Nearly always it is the old story of handling poor goods. Instead of keeping standard brands of recognized merit, they are content to go along in the beaten path of failure, ignoring the places on which so many well-meaning merchants have stumbled.

All this by way of prelude to the general statement that we handle goods of recognized merit and that the dealer who handles our specialties need never fear the visits of the sheriff or the red flag of the auctioneer.

Clark-Jewell-Wells Co.
Grand Rapids.

NOVEL SHOW WINDOWS.

Living Pictures for House-Furnishing Goods Window Display.

Written for the TRADESMAN.

The approach of spring heralds what should be a busy and profitable season for dealers in house furnishings. The time-honored annual moving, carpet-beating, house-cleaning—all these varied performances create a demand for new furniture and household appliances. The thrifty housewife argues that no time could be more appropriate for that new parlor carpet than just now, when the whole house is so nice and clean; and so it goes on through the list.

Good advertising is an investment at any season of the year, but at no time are the returns so profitable and sure as in advertising house-furnishing goods in the spring. But it is not of newspaper advertising, strictly speaking, that I am going to talk, but of show windows. I have always been a strong advocate of "living" show windows, and I have yet to learn that more attention is given to a "dumb" display, no matter how gorgeous and elaborate, than to life and movement, simple and homely though it may be.

The series of "Living Pictures at House-cleaning Time" which I have devised here are extremely simple and inexpensive, and may be accomplished with very moderate resources in the matter of space, time and talent. In my description, I have endeavored to make their operation so plain that a child might arrange them.

It is important that this series be arranged systematically, and advertised to take place at certain specified days and hours. The degree of success attained will govern the time limit. I will give here an outline of an advertisement for the newspapers heralding the window display:

DO YOU REMEMBER

Last spring, when your wife was cleaning house, what agony you endured while beating the carpets, the hot remarks you made when the stovepipe refused to join company and spilled soot on the floor, and the numerous pleasant (?) incidents of those balcyon days?

IN OUR SHOW WINDOW

These charming tableaux of spring housecleaning will be reproduced, true to life, on

TUESDAY, THURSDAY, SATURDAY, APRIL 2, 4, 6.

Commencing at sharp 3 p. m. You will laugh as you recognize the various situations. Absolutely free to all and a beautiful souvenir for all lady visitors. Come early and often.

BLANK & BLANK,
Home Outfitters.

Such an advertisement as this should be given prominent space several times for about two weeks previous to the tableaux, and every endeavor should be made by the clerks to get customers interested in the affair who will, in turn, interest others.

The series of four tableaux I have arranged will require only two people, a man and woman with some dramatic talent, who are easily accessible in every town, and only such articles as are on sale in any house-furnishing goods store. The scenes should be given in order, each one to remain in the window only so long as interest remains apparent in the visitors. A curtain should be placed so as to drop in front of the scenes, and on this curtain an appropriate advertisement should be

painted, so that the goods may be given publicity while the people are waiting for the next scene. No particular make-up is necessary for either participant. The woman should be dressed as she would be were she actually cleaning house—hair mussed, red bandana on her head, a soiled apron and general appearance of demoralization, the worse the better. The man should be in shirt sleeves, shirt soiled with soot and with even a greater appearance of misery than the woman, for she is supposed to be in her element.

Picture No. 1.—The window is arranged to represent a room. A stove stands at one side, while on a step-ladder stands the man of the house putting the pipe together. His wife is frantically gesticulating, and in dumb show giving him instructions how to perform the operation. His face wears a look of extreme agony, which changes to one of mingled surprise and gratification, as the pipe drops apart and deposits about a quart of soot impartially on his wife's head and the floor. The positions then change for a moment, before dropping the curtain, and the man is seen frantically defending himself from the fierce attack of a broom wielded by the hands of his wife. A neatly printed showcard, white with black letters, should be displayed conspicuously in the room, reading as follows.

DOMESTIC JARS

May be avoided by buying your wife one of our Imported Persian Rugs, at \$5 (or other article), before you put up the stovepipe. She will then be all smiles.

Picture No. 2.—This is a bedroom scene, and, if possible, the suite should be in the window complete, arranged as it would be in the home. The man is struggling desperately with a refractory bed rail which refuses to go into place. After an appropriate length of time, his wife comes in, and takes the affair in hand. Her better half stands helplessly by, while she demonstrates her superiority by putting the rail in its proper position easily. This will please the feminine portion of the spectators. Then the man arranges the slats, springs and mattress in such a way that when he sits down on the bed to wipe the perspiration from his brow, they collapse and he falls backward, leaving his heels exposed, while the curtain goes down on convulsions of laughter from his wife. The card in this scene should read as follows:

THE BETTER HALF

May laugh at your discomfiture, but she is always at hand with a comforting word when you are really in trouble. Show her your appreciation by making her a present of one of our beautiful upholstered couches at \$8. Large line to select from.

Picture No. 3.—A clothesline is stretched across the window, at the back. On this is suspended a small carpet or rug. The wife, by motions, gives her husband directions how to beat the dust from it. He manages a few blows all right, but gets nervous and irritable, goes at it too fiercely, and the club—a stuffed one—rebounds upon his head, knocking him flat. All this should be accompanied by appropriate pantomime on the part of each actor, and the house is sure to be brought down as the man slowly raises himself to a sitting posture and, with a lugubrious expression of countenance, ruefully rubs his damaged head. The card for this scene is as follows:

OUR CARPET SWEEPERS

Take the dirt out of the carpet, so you don't need to beat your brains out every spring. We are selling them at from \$3 to \$5. Get your wife one.

Picture No. 4.—This represents the night after house-cleaning, and is a bedroom. The wife is sleeping soundly, while the poor hubby marches up and down, disconsolately, with the baby in his arms, which is represented by a large doll. A lamp burns low on the dresser, and the weary man glances anxiously at the clock from time to time. Finally, a happy thought strikes him, and he displays a card, which reads as follows:

I'LL CARRY THIS BRAT

No more. I'll put him into that new combination high chair and cradle I bought of Blank & Co. yesterday. That'll put him to sleep.

He goes out and returns with the article, places the baby in it, while the curtain drops on a scene of peace and contentment.

This complete series of pictures will not require more than an hour in its production, and the expense is almost nothing. Abundant opportunity is given for the elaborate display of appropriate goods, while the amount of profitable advertising cannot be estimated.

Such scenes from the ludicrous side of home life impress themselves upon the minds of the gazers, and your firm is forever after identified with progressive and pleasing methods of getting the people's attention, to your lasting profit.

NEMO.

Girls will continue to be flirts just as long as men are foolish.

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. FRINK.

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

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. PARTIDGE.

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.

"Evidence"

A constantly increasing list of
Tradesman readers is using our
method of advertising successfully.
We consider this good evidence
that our system is satisfactory.
Catalogue for the asking.

**Stebbins
Manufacturing
Co.**

Lakeview, Mich.

Mention Tradesman.

Shoes and Leather

Window Dressing by St. Louis Shoe Dealers.

The dressing of the show windows of a shoe store is rather a difficult problem. That is if it wants to be made effective. Anybody can put in a row of shoes and put a label on them. It may perhaps be as effective as any artistic display. Said a Broadway shoe dealer a few days ago: "Ninety per cent. of my trade is done through the show windows." That's rather startling. It seems that his windows have been doing some tall talking in order to accomplish that. When pressed for more information regarding his windows he said: "I do very little advertising and therefore depend mainly on transient trade. I appeal to the people who pass my store. I try to attract their attention and if possible get them interested enough to come inside. Then my clerks will do the rest. We change our displays once a week unless some special offer is being made. I had a curious experience a few weeks ago and I will tell you about it. I conceived the idea of making a big run of some odds and ends, and in order to make a Klondike rush on them I piled them up in heaps on the floor of the window, and placed a large sign on them, giving choice for \$2.50. There were some pretty fine goods in the lot and I naturally expected a big trade. But I was doomed to disappointment. My trade dropped off perceptibly. I watched the window part of the time and noticed that not many passers by were interested in it enough to stop. I changed the next day. Put in a row of attractive \$3 goods and trade at once picked up. I do not believe in showing your whole stock at once, but prefer to make one price windows. I believe they are more attractive and not so apt to confuse the looker-on. Of course, a general display at stated times pays equally as well."

* * *

The bright window dresser of a St. Louis shoe house suggests a Bulldog window, since this style of toe seems to be the proper thing. Secure a fine specimen of this branch of the canine family and fit him up a neat house in the center of the window. This house can be made out of strong wire fencing, so as to make the animal visible from all sides. The rest of the window can be given over to the pick of the bulldog family of your shoe stock neatly displayed and not too many at a time. For price cards the appropriate thing would be to have them cut and printed the shape and outlines of a bulldog, or the head only. If price is no object the swellest thing would be to have a number of heads cast out of plaster of paris, with neat price cards hanging out of the mouth. This will be found to interest shoppers, and the live bulldog in connection with the bulldog shoes will prove a good advertisement of the latest fad in shoes.

* * *

There are some good suggestions on window dressing in Slater-shoe-ism, which are profitable to pay heed to. Among other things it says that the shop window should be as full of information as a book. It can be made to talk and no other form of advertising appeals so strongly to the public as that which presents the actual goods to the eye, under the most favorable arrangement.

But too many shoe store windows present a forcible illustration of that old

adage: "They who grasp at too much lose all." The merchant who puts a little of everything into his windows, fearing that he may leave out some article which would bring certain persons into his store, is in a fair way to kill all the benefits of his display.

The day of the blunderbus is past and the modern gunner must aim at something if he is to score any points in the competition of the present.

A glance into the average shoe store window leaves a vague impression of a lot of shoes.

As most shoe stores use the flat window from one year's end to the other, and as a large number of them rely upon stock fixtures (nickel-plated or polished brass), the uniformity of effect makes them all look alike to the public, and the individualities of the shoes shown are lost in the potpourri arrangement.

It is not sufficient to show that there is a shoe store behind it.

The display should first of all make the windows look different from all other shoe stores, and the arrangement should contrast strongly with that of the preceding week, so a passer-by will not feel that he has seen it there before and for that reason fail to look closely at it.

The "one idea at a time" window is the most fruitful of results, because it concentrates the interest and leaves a definite impression upon the mind of those who see it.

We must remember, here, that the things which most interest a shoeman are not always interesting to the general public, for whose attraction these windows are dressed.

There should be an "eye catching" character about windows which will arrest attention first of all, and following quick upon the first glance should be information about the goods in the arrangement, the tickets and price.—Shoe and Leather Gazette.

Origin of the Term Deadhead.

Many years ago the principal avenue of a town passed close to the entrance of a road leading to the cemetery. As this cemetery had been laid out some time previous to the construction of the road, it was arranged that all funeral processions should be allowed to pass along the latter free of toll. One day, as a well known physician who was driving along the road stopped to pay his toll, he observed to the keeper:

"Considering the benevolent character of our profession, I think you ought to let us pass free of charge."

"No, no, doctor," said the gate-keeper, "we can't afford that; you send too many deadheads through as it is."

The genuine and proper commission merchant is the one who studies all the conditions surrounding his business, from the time the goods are produced to the time the sales with check are returned to the producer. He learns, by careful experience and thorough business ability, the class of goods produced, when they are expected in market, and is ready, or at least has a place in the house of the wholesaler, or the tables of the hotels or in the family dining room, in which to place these goods, at all times realizing the highest possible market price. He looks to his credits. He knows the shipper and he knows the buyer. He is the only and safe medium between the buyer and seller. Then, too, he requires sufficient capital to help the farmer move his crop to market.

Several species of vipers and lizards, besides various bugs, beetles, worms and insects, are used for food or medicine by the Indians of Central America. Scorpions are thought to be a delicacy, the natives first plucking out the sting before eating the tid-bit.

This is our "Gibraltar" Line

—Solid as a Rock—

Our prices on shoes are lower, with the Quality Better than ever. Please note the following:

- No. 45. { Men's plump, first quality, Satin Oil, Coin Toe Tip,
Sole Leather Counter, Solid Inner Sole, Solid Out } \$1.00
Sole and Slip Sole, Fair Stitch, Bals, 6 wide,
No. 46. Same Shoe, Plain Globe Toe, Bals, \$1.
No. 47. Same Shoe, Plain Globe Toe, Congress, \$1.

Send by number for a sample case of each of above. You cannot do without them, as they are the best shoe in the country for \$1.00. P. S. We purchased these goods before the advance, and our trade shall have the benefit as long as they hold out.

Michigan Shoe Company, 81-83 Jefferson Ave.,
Detroit, Michigan



WE ARE SHOW-
ing these in Box Calf,
English Calf, Kangaroo
Calf and Vici Black or
Colored, every one of
them

"Winners"

BUY OURS AND KEEP PROSPEROUS.

Herold-Bertsch Shoe Co., 5 and 7 Pearl St.

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.

Rindge, Kalmbach, Logie & Co.

Successors to

Rindge, Kalmbach & Co.,

Manufacturers
... And Jobbers of

BOOTS AND SHOES

Our Spring Lines are Complete.
Your Business Solicited.

12, 14 and 16 PEARL ST., GRAND RAPIDS, MICH.

How Mr. Bonamy Came to Change His Mind.

Written for the TRADESMAN.

The first of these two speeches was delivered at the graduating exercises of the village high school. Mr. Bonamy, as a prominent and substantial citizen, a member of the school board, and a man of no mean scholarly attainments, had been selected to present the diplomas.

It was a balmy June evening. The church in which the exercises were held had been beautifully decorated, and was filled with the admiring friends of the graduates. The class was not only large but bright and promising. The valedictorian had finished and Mr. Bonamy, his stately figure clad in a very correct suit of conventional black, his handsome face beaming with satisfaction, arose to make a few remarks, at the close of which he was to confer the diplomas. These remarks had been a matter of painstaking preparation with Mr. Bonamy. Not only had he exercised care in the choice of words and the rounding of sentences, but he brought in poetical quotations suitable for the occasion, and for further embellishment a few phrases in the original Latin from his almost forgotten Virgil and Cicero. All that he had to say had been committed thoroughly to memory, and this had been no slight task for a man whose mind for thirty odd years had been engrossed with business cares and responsibilities. But Mr. Bonamy never spared the effort necessary to make a success of whatever he undertook.

He began by comparing the meager facilities for culture and improvement which the older members of his audience had enjoyed with the abundant opportunities so freely granted to its younger members. He spoke feelingly of the sacrifices of parents. He dwelt in an appreciative manner upon the faithful and conscientious efforts of the instructors. He especially praised the energy and perseverance of the students themselves. He closed with a few earnest sentences upon the advantages of thorough training for the work of life. "It is the athlete who, by vigorous and long-continued exercise, strengthens and hardens every muscle that wins the race. It is the orator who, by years of patient study, has obtained perfect mastery not only of his subject, but of the most excellent methods of expression, that sways the listening multitude. It is the student who toils while others sleep that at some time astonishes the world with his profound researches and splendid learning. You go out from these halls of instruction, from these years spent in scholastic seclusion and confinement, to take your places in the various walks of life. Some of you will be preachers, some doctors, or lawyers or teachers, while others will be engaged in the busy marts of commerce. I have no fears for the ultimate success of every one of you. It is the well-trained worker who wins. Each member of this class has laid a good foundation. I confidently predict that the structures you will build upon these foundations will be enduring monuments to the careful rearing of your parents, the painstaking instruction of your tutors, and to your own tireless and well-directed efforts.

The second speech of which we make record was delivered some months later to an audience of one in Mr. Bonamy's office. It was entirely extemporaneous. There was no nice balancing of sen-

tences. There were no poetical quotations nor classical allusions. The circumstances that led up to the second speech may be briefly given.

Miss Gilmore, who is a sort of general assistant in Mr. Bonamy's mercantile establishment, had been taken suddenly ill and it became necessary to employ someone to fill her place until she should be able to resume work. Now, Miss Gilmore was not a handsome nor brilliant girl. Neither had she enjoyed very good advantages for education. Yet it might be many a day before anyone would be found who could discharge the many duties of her position as she discharged them. She kept the books. She attended to the correspondence. She paid the bills. During busy times she helped in the store, and no one in the place understood that large and varied stock better than she. However fastidious or tiresome or ill natured the customer might be, she could get along smoothly and make a sale if anybody could. Mr. Bonamy never troubled himself to note at what time she arrived in the morning. She was always there as soon as needed and never left at night until her duties were finished. She never bothered him with trifles, nor failed to consult him on matters of importance. Long years of experience, coupled with natural aptitude, had made her wellnigh indispensable.

When Mr. Bonamy had been informed that some weeks must elapse before she could return, he cast about for someone to fill the place during her absence. He decided upon Miss Carrie Tracy, a bright, attractive girl who had graduated on that June evening of which I have made mention. Then, where had been order and accuracy, began chaos and blundering. Mr. Bonamy soon found that he must review all letters before they left the office. Often they were poorly spelled and untidily gotten up. Sometimes, by a careless omission of negatives, the meaning expressed was exactly the opposite of what he had intended to convey, and this when the dictation had been as clear as he could possibly make it. Her addition could not be depended upon entirely, so someone more accurate must go over her footings. She even naively explained that her teachers had placed no great stress upon mere mechanical accuracy so long as the pupils had a correct understanding of the underlying principles. It was frequently necessary that she help wait upon customers. Miss Carrie was not possessed of any great natural tact and was as inexperienced in dealing with people as she was ignorant of the different kinds and prices of merchandise. Mr. Bonamy is a man slow to anger, and he exercised great forbearance, hoping that a short time would witness marked improvement.

Thus matters ran along for some days, when one morning Mr. Bonamy was obliged to leave town on the 10 o'clock train. There were a good many farmers in that morning and everyone about the store was busy. An old customer, Matt Whitcomb by name, wanted to know the price of paint and how much would be required for his dwelling house. The man's knowledge of arithmetic was painfully limited, but he was an honest and well-to-do farmer and had been a valued customer of the store for some fifteen years. It was nearly train time. Mr. Bonamy called Miss Tracy, explained to her the customer's needs, told her the number of square yards of surface a gallon of paint might be calculated to cover, instructed her to

get the dimensions of the building from Mr. Whitcomb and estimate as closely as possible the amount of paint that would be required. He then hastily left for the depot.

Returning the next day, Mr. Bonamy pleasantly enquired of the man concerning the paint deal. He was told that, after careful computation, Miss Tracy had given him the approximate estimate of \$270 for the paint! "You know, Bonamy," said the old-time customer, "I've traded with you for many a year, but I couldn't stand that price. I went down to Hartley's hardware store and bought my paint for \$31.50!"

The merchant went to his store, called Miss Tracy into the office and enquired into the matter. She was sure she had made the computation correctly.

"How many square yards did you make of the surface of the building?"

"Oh, gracious! I forgot and didn't change it to yards at all! I just found the number of square feet; so my result was just nine times too large. I should have told him \$30, instead of \$270. Dear me!"

Mr. Bonamy could restrain his feelings no longer.

"When I employed you, Miss Tracy, to assist in this establishment," he coldly began, "I did not suppose I was securing an expert book-keeper who would be able to unravel the intricacies of tangled accounts. I have no tangled accounts to unravel—unless they have gotten into that state in the last few days. But I did suppose I was getting a person who could add correctly and subtract and multiply and divide. I thought that a graduate of our high school would of course be able to compute all ordinary transactions in denominate numbers quickly and accurately. I had no right to expect that you would possess all the skill of an experienced correspondence clerk, but I did expect that you could spell the words in common use correctly, and that you could make an ordinary statement clearly and precisely, with no possibility of misunderstanding. For the past week I have been obliged to send out letters which must have given the impression that this firm is composed of a set of illiterate dummies. It strikes me that that high school up there is a fraud and a failure. Taxpayers might have their money spent for a better purpose than giving a smattering of Latin and the higher mathematics to a lot of young people who don't understand fractions and the Rule of Three. It seems to me that the teachers ought to be held responsible for not giving their pupils a thorough working knowledge of the ele-

mentary branches before turning them loose upon an unsuspecting public!"

Here Mr. Bonamy observed for the first time that his sole auditor was sobbing violently and the explosion suddenly ceased.

QUILLO.

Mother Goose Up to Date.

Sing a song of penitence, a fellow full of rye, four and twenty serpents dancing in his eye; when his eye was opened he shouted for his life; wasn't he a pretty chump to go before his wife? His hat was in the parlor, underneath a chair, his boots were in the hallway, his coat was on the stair, his trousers in the kitchen, his collar on the shelf, but he hasn't any notion where he was himself; when the morn was breaking someone heard him call—his head was in the ice-box, which was the best of all.

No. 14 represents our Shoe Display Arm for side of window. Makes a very attractive and sightly display. Is nickel plated. Price, \$3.00 per dozen. Write for illustrated catalogue of display fixtures. Manufactured by the

Acme Manufacturing Co.
Battle Creek, Mich.

CHILDREN'S SHOES

... FOR ...

SPRING...

We have the most complete line. Novelties that are Money Makers.

HIRTH, KRAUSE & CO.

Fruits and Produce.

What Are We Here For?*

It is reasonable to suppose that at this sixth annual convention, we have not so far wandered from the first purposes of our organization as to render obsolete the original ambition of its founders. The leading object set forth was to concentrate action for the general welfare of the trade, with the aid of growers, producers and shippers. Towards this end has the League publicly, and largely its members personally, worked, while endeavoring to weed out untrustworthy firms; while favoring square and honest dealing, and laboring for the improvement of business methods and usages; while resisting discriminations and exactions, and endeavoring to have proper laws enacted and unjust ones repealed; and while striving to collect and disseminate information of value to growers, shippers and all dealers in perishable products. I have failed to note in any action of the National League, or in any expression of its members, any disposition to encourage combination. Nothing so far as I know could, by the greatest perversion, be distorted into sanction of any such scheme. The proceedings of our conventions have favored those changes or innovations only which conduce to the welfare of producers and purchasers.

However we may differ in our ideas of what is best, we all concede that there have been too much uncertainty and hazards, and at times too wide a departure from business principles and usages in this peculiar business; and our efforts have been and should be to free it from any taint of dishonesty or unwise methods. Barring the perishable nature of the goods handled, and the uncertainty as to condition and future prices, there is no reason why the commission business should not be amenable to the same business laws and methods as other legitimate occupations; and I trust we may continue to squeeze out of it the wind, the ignorance and the deception which have been its bane. The man who imagines that the work of the League is accomplished because a few brazen frauds have given up the ghost has but a meager conception of the business undertaken. Many abuses, most injurious because insidious and of long standing, are yet unabated. Many methods not in harmony with business or honesty await extermination. Our organization seeks in all ways to purify and elevate the business and benefit our customers. If there are among our members those who do not sanction this doctrine, I fear they have wandered into the wrong pew.

With such aims then are we associated together if I rightly answer the question, "What are we here for?" Disclaiming any intention of reflecting upon other straight and honest business houses, the scope and character of whose business or whose ideas have not induced them to join us, we have never assumed the "holier than thou" attitude, and there is nothing pharisaical in our make-up. We have had the pleasure of observing that our views and motives have met very general approval among all classes. As one evidence the past year has shown an increase of over a third in the number of branch leagues, for which honor is due our President and his associates.

We are here to-day to encourage and advance the work outlined by the representatives of the eight original leagues at their meeting in Chicago five years ago. At that time shippers and growers were assured that they could reach the National League through their commission merchants for the correction of abuses, and the aid of associations and shippers was invoked for the good of the trade, and for the advancement of their own interests.

The benefits of our organization to those growing and handling fruits and produce have been demonstrated. It

has been appreciated by many of them, and they have profited by the facilities afforded. I think it true that at no previous time has there been greater confidence existing between shippers and commission men—members of this League. The interests of these two classes are and should be largely identical—the one as principal, the other as agent. There can be no confidence while the agent or commission merchant is untrustworthy.

It will be a good while ere this lower world can get along without the commission merchant. He has come to stay, and it is well to acknowledge his existence—possibly as a necessary evil. Efforts to elevate his standing and to benefit him and his customers, while at times assuming perhaps the character of a labor of love, and sometimes possibly thought to be fruitless, are more praiseworthy than the ineffectual attempts to kill him off. It is generally discovered that the men, firms or associations that have invented schemes to discard the commission merchant want his job, and are endeavoring to do a commission business under the guise of some euphonious quadrangular title designed to lure the unsuspecting shipper. And speaking of the frequent and perennial complaint against dishonest commission men, it may be pertinent to say that these frauds are kept going and furnished fodder largely by the shipper doing the loudest howling and exercising the least discernment. Usually the more discernment the less howling. An ounce of foresight is worth a pound of hindsight—a 16 to 1 doctrine readily appreciated. It would seem worth while to discover before shipment who throws the goods away at the first offer, who quotes merely to secure shipments and commissions and not to represent the market, or who delights in ways that are dark. But smooth words many times prove of more avail than straight business talk. Many an inexperienced or thoughtless shipper, whether of a car a day or a box a year, secures wire and mail quotations from every conceivable town, whether affording a market or not, and having with them papered his habitation, scans them all and then ships to the biggest liar. Later his profane invectives show his lack of discernment as fully as his method in selecting his consignee. The correction of abuses is largely in the hands of shippers, for without business the inefficient or untrustworthy commission merchant will change his methods, or better still, retire from the field.

Striving then as we should as members of this League to properly represent the shippers, to give them as far as possible accurate quotations and conservative advices, to avoid misleading information, and to adopt business-like methods in spirit and in letter, how can we cement and encourage this growing confidence between shippers and the members of this League? The very instability of our business, shown in part by the frequent changes in shippers, and in sections from which the products are received, makes it necessary to constantly push the League, and place its aims repeatedly before shippers and secure co-operation and reciprocity. How can this be done? The question is easily asked, but its complete answer I am not wise enough to undertake. I shall feel abundantly rewarded if our discussions here at this convention shall awaken renewed thought, attention and effort by those of our leading minds who are competent to plan and direct the work. I have but one suggestion at this time and in this place to offer. Our departments of promotion and publicity are our officers and our official organ. Through their efforts largely must shippers learn the objects and purposes of the National League. I do not forget the missionary efforts of individual members or firms to spread the information which should ever daily go hand in hand with the pushing of their business. But the official literature and the weekly organ of the League must be placed more generally in the possession of shippers, new and old, carrying full information of our ideas and aims, creating and cementing a union which

To Butter and Egg Shippers

We solicit your business because we feel that we can do your shipments justice in the full sense of the word. We offer no extraordinary inducements—no one-half cent or more above the market, no top price for goods irrespective of quality—but what we do offer and guarantee every shipper, whether of a single package of butter or eggs, or a carload, is the very best service any strictly responsible, experienced house in this or in any market can give.

If you are satisfied to have your goods sold upon their merits, wish to enjoy the advantages of a large, established trade, and be assured of square, liberal treatment, correspond with us; or, better still, mark us up a few shipments.

Harris & Frutchey, Commission Merchants,
Detroit, Mich.

BUTTER

of all grades bought at point of shipment.

R. HIRT, Jr.,

Market St., Detroit.

Produce Commission Merchant.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

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.

*Paper read at annual convention of the National League of Commission Merchants by G. B. Branch, of Omaha.

shall prove of lasting value to all concerned—producers, shippers and dealers. I hope that in the wisdom of this convention wise plans may be evolved for the increased circulation of our organ. I do not overlook the fact that shippers have not yet fully shared these reciprocal duties and labors, but not until our League organ reaches more generally shippers in every section of our broad domain, shall I be satisfied that we have fully performed our part and opened the way for those intimate relations which should exist between shippers and receivers.

What Shall Be the Fuel of the Future?

This is a most important question to be answered, and to which the minds of our best scientists and humanitarians should be directed and applied. The heat and light demanded by the world in coming centuries are far greater than could be supplied with wood or coal for fuel.

They will yet be furnished from two sources, viz., electricity and the sun, with some of the natural elements as auxiliaries. There was a time, not far in the past, when the most important question was, How can we quickly and cheaply clear the land of its trees, that it may be cultivated for our use? Countless millions of feet of the most valuable timber, such as the mammoth black walnut, red cedar, cork pine, curled and bird's-eye maple, etc., have been destroyed by fire within the past fifty years, purposely, to give way for agriculture. Instead of care for preserving this great natural wealth, every effort was made to destroy it. It is within the memory of our oldest inhabitants when bituminous coal began to be used for fuel, and to-day it leads in quantity all other kinds of fuel consumed on the globe, and it is a question whether the cost of its transportation may not, before many decades, prohibit its use for all factories and public purposes. The sea-going steamships of the world now consume over 3,000,000 tons of this coal annually, and the supply cannot last, except at a much greater cost of production, owing to the longer distance of transportation.

There are other sources from which light and heat may be obtained, but the genius of invention must be evoked to aid in their accomplishment. Electricity is really heat as well as light, under certain conditions. For instance, a metallic non-conductor, as the metal platinum, may be made to form a small part of the circuit between two given points. A current of electricity passing over such a circuit concentrates upon this poor conductor and instantly heats it to a red heat, and thus it remains so long as the current is passing. Submarine batteries are fired upon this principle. A small sheet iron stove for cooking a bit of beefsteak, oysters, soups, etc., can be made serviceable by this means. In the warmer portions of the globe, particularly the torrid zones, by a use of metal reflectors, heat from the sun may be made serviceable for cooking and some other purposes. But in this electric age our thought is centered upon this subtle fluid as the coming heat, as well as light, for the world.

"But," says an objector, "what power shall we use to produce this—to drive the dynamos—for at present coal, as well as water, is used for this purpose?"

This question is already partially solved: by the transmission of power by cables of sufficient size; and the vast water power of the globe will in time be utilized in this manner. Given the path upon which to run, electricity will girdle the earth for the use of man.

Like the Greek philosopher Archimedes, who would move the world, we say, "Give us a few Niagara cataracts for the water power and we will light and heat our entire globe in the darkest night." The waves of our oceans which waste their energy against their rocky shores will also be rendered serviceable and will say to us, "Here we are to do thy bidding and labor for mankind!"

It is also possible that we may yet use water direct, for fuel. Hydrogen and oxygen gases—the component parts of water—when separated and placed in the proper form, would furnish any amount of fuel and the world could then bid adieu to coal mines forever. There is a wide field for inventive genius in this direction. It is said that if, after starting a coal fire, just the right quantity of water could be conducted to that bed of glowing coals, a few drops at a time, the fire could be kept up without an attendant until the stove burned out! We already know this: that a few drops more than is required for the fuel will extinguish the fire in a moment.

The question is asked, How can we use electricity as a propelling power to drive our steamships in mid ocean, and also propel our great trains of cars on land? Storage batteries—to-day in use on a limited scale—will solve the problem, overcome all obstacles on sea and land. Both ships and cars can be constructed purposely to carry with safety their own propelling, as well as lighting and heating, power and without requiring one-fourth the space now occupied for coal, thus resulting in additional room for the cargo or, if preferred, in economy in size and speed of the vessel. On many portions of the globe, for stationary machinery of any kind, and where time is not important, windmills for driving dynamos may be economically used.

The era of electricity for the use of man—still in its infancy—will reach maturity in the coming century, and will prove a legacy to the world, the true value of which can never be over-estimated. FRANK A. HOWIG.

Case Count Sales the Year Round.

Correspondence N. Y. Produce Review.

I have heard a good deal of discussion in the egg stores lately of the loss-off question and a good many receivers have been rather impatient at the delay in changing the rule to "case count." The egg committee has, however, had both sides of the question to consider, and has not yet fixed any definite date for the change of rule. From conversations with some of the members I think it is probable that the rule would have been changed before this but for the fact that the recent severe weather in producing sections has given us so many frozen eggs that dealers have been unable to put many of the goods out to their trade in original packages, and so long as they are obliged to rehandle the stock it is difficult to enforce the case count rule. Undoubtedly, so far as quality is concerned, a large part of the stock now arriving is good enough to go at mark, and I expect to see the rule changed as soon as serious effects of frost shall have disappeared. As it is, sales are at various terms—some at mark—although then generally at a concession in price—some with a light average off, and some with full loss off.

I think there is a slow but noticeable growth in the sentiment of this market toward case count sales the year round. Anyway I am sure that since our agitation of the subject began some time ago there has been more case count business done than ever before, chiefly, however, in refrigerator eggs and in secondary qualities of fresh.

Nothing succeeds like the success of a widow after a second husband.

The New Collapsible Box or Grate

For shipping all kinds of Fruits, Vegetables, Meats, Eggs, etc.

Saves 17c per hundred pounds of freight.

Saves two-thirds of your storage room.

Saves one-half the car room usually occupied by bushel baskets.

Is durable, thoroughly ventilated upon all sides when in transit, and assures better prices for your produce. Its cost (only 75c each) saved at once. Illustrated circulars free.



The Collapsible Box and Grate Co.,
115 Allegan St., E., Lansing, Mich.

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.



The Largest Receivers of Butter, Eggs and Poultry in Philadelphia

W. R. BRICE.

C. M. DRAKE.

ESTABLISHED 1852.

W. R. Brice & Co.,

Produce Commission Merchants,

BUTTER, EGGS AND POULTRY

PHILADELPHIA.

To Michigan Butter and Egg Shippers:

We solicit your business because we know we can do your shipments justice in the full sense of the word. We offer no extraordinary inducements, but what we do offer and guarantee every shipper, large or small, is the very best service that any strictly responsible experienced house can offer.

If you are satisfied to have your goods sold on their merits, and wish to be assured of square, liberal treatment, mark up your next shipment for the old reliable house—

W. R. BRICE & CO.

A Merchant's Strange Experience in Early Days.

Written for the TRADESMAN.

"I was only a boy," said Amos Welding, "when I listened to the following narration by my grandfather, and, as I had been taught that ingratitude was one of the basest of crimes, it impressed itself so firmly on my mind as to be burned into my memory forever.

"In the summer of 1810," my grandfather began, "I made a journey with a horse and light wagon from Fort Ann, Washington county, New York, to Oneida Lake. I had sold my stock of merchandise and decided to invest the proceeds farther west. I was four or five days making the trip, as the country through which I passed was a comparative wilderness. As was the custom with all travelers, I followed the stagecoach routes as much as possible, obtaining refreshment and lodging at the numerous small hotels and houses of entertainment by the way. Traveling on foot, even for quite long distances, was then customary for both sexes, and I assure you the women of those days were not the frail, sickly creatures we see so often at the present. People were possessed of less wealth than now and were really often obliged to walk or remain at home. To have fifty or one hundred dollars cash on hand, or payable on demand to one's order, was a very unusual thing. Occasionally, I would overtake a lone traveler carrying a handbag or bundle, supposedly containing some food or extra clothing, and often, after conversing with them a few moments, if the road was good would offer to give them a friendly lift in my wagon. In this way I was the means of aiding a number of persons, besides enjoying the pleasure of their company.

"The last traveler I invited to ride with me was a man about my own age. Said he was from Holland Patent, Oneida county, which was quite a distance north of us, and that he was a merchant there, which at that day meant a store of merchandise in general. As trade was rather dull just then, he had decided to make the journey on foot, which was to terminate at Oswego. So far as I was able to judge, his education and general information were superior to my own and in every respect he was gentlemanly and companionable. We thus journeyed together one afternoon, and took our evening meal together, deciding then to drive eight miles farther, which would bring us to a small village, the end of my journey.

"This last ride was through a new and sparsely settled country and the dusk of evening was soon upon us. The conversation naturally drifted upon the loneliness of our situation and we both acknowledged that we were quite unarmed and helpless in case of attack by highwaymen. Naturally, we talked of the careless way in which many persons carried money, instead of properly secreting it; and, in a moment of indiscretion, I was so stupid as to remark that I had \$900 safely secreted beneath the lining of my coat collar, and therefore felt secure from the search of any ordinary thief. My companion made no reply to this unwise remark of mine except to say he believed we would reach the next village without being robbed of our small sum of money.

"Not twenty minutes later, we were stopped by three men, with guns presented, and ordered to get out of the wagon and hold up our hands and be searched. Two of the robbers ap-

proached my companion and ordered him to strip off his clothes. "That would be useless," he cried out; "you can save me all that trouble. Just reach in my hip pocket and you will find my pocketbook and all the money I possess. My companion and partner in business here has the balance of our cash—just \$900—stitched in his coat collar. Take our money, but I beg you to leave him his coat."

"The fire of rage which flashed from my eyes as the man uttered these words I think will haunt him to the day of his death.

"Ungrateful wretch!" I fairly screamed, but could say no more, for anger choked further utterance.

"Of course, I was instantly ordered to take off my coat, and the collar was quickly ripped open and my money all taken.

"At that moment the rumble of a lumber wagon and the voice of its driver was heard ahead of us and the three robbers hastily mounted their horses and, thanking my companion for his 'honesty,' as they chose to call it, disappeared with my money.

"I was speechless with wrath and astonishment, as I resumed my seat in the wagon, to see my rascally companion with unblushing impudence seat himself beside me, only remarking, 'My friend, I could not help it.'

"You could at least have kept your mouth closed!" I burst out; "and I should think you would be too ashamed of your treachery to accept a ride farther."

"But few words were spoken by either of us the balance of the way to the village. I drove to the nearest hotel and, ordering my horse taken care of, proceeded at once to the office of a magistrate to enter a complaint against 'John Doe,' for I did not even know the stranger's name. The man was brought before the official and ordered to explain his conduct and base treatment of one who had acted as a friend, or be held as 'particeps criminis' in the robbery. "As the case stands," said the magistrate, "you are guilty of a misdemeanor and of being an accessory to crime."

"Your Honor," the man replied, "a foolish and unguarded remark of my accuser has made me his debtor, as I will show you;" and, doffing his coat and vest, he removed a leather belt from his waist. "This," said he, "contains \$12,000 in bank notes. I propose to give my friend here \$2,000 of this money, as I am indebted to him for having saved the entire amount I had with me. I was about to be searched by the highwaymen, when I directed their attention to him as my partner carrying our money. I will also pay all costs of this prosecution."

FRANK A. HOWIG.

There are different kinds of commission merchants. One class is those who go into the business for the purpose of receiving as much benefit from it in as short a time as possible and oftentimes retiring without leaving their address. Another class of commission merchants are those who desire to do what is right and be honest, but who have neither energy nor ability to dispose of goods at the market value. They sell, to a large extent, indiscriminately, being desirous of disposing of the goods in the quickest possible manner, regardless of market conditions, and remitting the balance, less their commission, believing that they have fulfilled their part of the contract.

A man must make his way in the world, while a woman merely has hers.

CHARGE CUSTOMERS.

Advantages They Have in Making Purchases.

From the New York Tribune.

The iconoclast who goes about destroying idols is laying violent hands upon old household adages, and sneers at the one which teaches men—and women—to "pay as they go."

"It was all right once upon a time, and it may be the proper thing still in some places to pay cash for what one purchases, but in New York have an account, be a charge customer," says the experienced shopper.

Everybody cannot have an account at his tailor's, and every woman cannot say "charge and send" when she makes a purchase in a department store. Only those who have passed muster with the credit man are favored, and it seems to be the object of all the large dealers to increase their lists of charge customers and give them those advantages which the "pay-as-you-go" people cannot enjoy. To demonstrate the advantages of keeping an account with his tailor, the friends of the system say that if a garment is sent home and does not fit it is returned again and again until it does fit, and in such cases where the proper result cannot be brought about the purchaser simply refuses to take it. The man who pays as he goes has no such advantages, and the cash tailor will make him understand, after the garment has been "fixed" once, that it would be useless to send it back again. The man who has an open account with his tailor may pay more for his goods than the cash customer, but he gets what he wants, and his garments are made in keeping with his ideas of shape and style. But it is in the realm of woman's wear that the charge system shows its advantages more clearly.

"Every large department store," said a woman who has studied the question, "has a desk, counter or office for 'exchanges.' The woman who has a charge account, and who has purchased material for a dress which, on reaching home, she finds does not suit her, simply writes to the house where she bought it to send for the material, and 'credit amount to my account.' The next day a polite messenger calls for the dress pattern, takes it back, the amount is credited, and she has lost nothing more than the price of a postal card, be-

cause of her change of mind. Now, if she had paid cash for the goods, she would have found it a difficult matter to make the exchange. Instead of sending a card she must take the goods back herself and explain matters to several people in the department where the purchase was made, and when it is all over she receives a 'credit check,' which entitles her to the amount of her returned purchase in other merchandise.

"Do you know what a bargain-day crush is? Well, you can understand that, although one wants to get there and take advantage of the opportunities offered in the papers by the large concerns, one wants to get away, after making purchases, as quickly as possible. The woman who pays as she goes must wait, sometimes a long time, until her parcel and change come back, but the woman who says 'charge and send' walks away immediately after her purchase has been made, and she knows that her goods will be delivered at her home within a few hours. But the storekeeper knows why he offers so many advantages to the 'charge' customers. He knows that the average woman, no matter how good a housekeeper she may be, will buy more if she has an account than if she paid cash for her purchases. Accounts with the grocer, the butcher and the baker have caused many a careful housekeeper to earn censure for extravagance, and paying cash in those departments of housekeeping certainly means saving money; but if a woman can resist the temptation to buy more than she needs, and wants to shop with comfort, she should be a 'charge customer' in the dry goods stores."

Ever since the commission merchant has entered the field for the farmer's patronage, he has been found a necessity, and to-day is of as much importance as he ever was. Business methods may have changed somewhat, and the general conduct of this line of trade may have brought varying and progressive conditions into play, but with all the commission merchant always has been, and will continue to be, the medium through which the farmer realizes money for his crops.

It is not often that great accumulations of wealth do anybody good. They usually spoil the happiness of two generations—one in the getting, and one in the spending.—J. G. Holland.

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.,

Established 1876.

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

Jobbers of Seeds, Potatoes, Beans, Produce.



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

MILLER BROS.,

ROCHESTER, MICH.

Mfrs of Foot and Power
Bean Picking Machinery.

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.

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. WIXSON, Marquette.

Traveling Men Easy to Lead, But Hard to Drive.

I don't believe there is a traveling salesman in the country who has not run across the retailer who asks this question: "What hotel do you stop at?" This "hotel dealer" is well known among the boys, and it is very seldom one finds that he has been done out of an order by stopping at the wrong hotel; the boys post each other and the dealer is often surprised to find how easily he has influenced trade for his particular hotel. These dealers may be able to direct the boys where to stop, but they are not on the right road to gain either the confidence or respect of the traveling men. If a dealer has an interest in a hotel in his town, let him make it the best in the town and he will have no trouble in catching the boys; but even then it is better that he should not mention the fact that he has an interest in one of the houses. No man likes to be driven, and you would not like it any better than the boys do. Suppose you were to go to Chicago to buy goods and you wanted to put in a big stock and it could only be done by stretching your credit a little; you know that the favor was to be from the seller and that not more than one or two could supply your wants. How would you feel if the first question the wholesaler asked was: "What hotel are you stopping at?" and then add that, if you did not stop at a certain hotel, you must expect no favors of him; in fact, because you had made a mistake and stopped at the wrong hotel, you must hunt somewhere else for your goods? There is no danger of your running up against this kind of a proposition, but there is just as much sense in it as there is for you to dictate where the salesman shall eat in order to secure your trade.

Now let us see what you have accomplished; you have secured for your favorite hotel a customer for one day, and, as the chances are it is the poorest hotel in the town, the landlord has made a profit of \$1.50 out of the \$2 paid. This is all we can put on the credit side of the ledger, but we have to balance that the fact that the salesman has lost his respect for you while you have made of him an enemy for the hotel and an advocate for one of the others in the place. I remember getting acquainted with a hardware drummer at one time, and, as we were headed for the same town, I asked him what hotel he stopped at. He told me the name of the hotel, but added, "Don't you stop there, for it is not only a bum place, but I am obliged to stop there because my customer's son-in-law runs it, and I have made a vow that on the q. t. I will ruin the trade of that hotel if I have influence enough with the boys who make

this town." I saw him afterward and he told me he was the only customer at his hotel, and he was pleased to know that there were half a dozen travelers at the other place.

If a merchant wants to run a hotel he has a perfect right to do so, and the traveling men are easy to lead, but they drive like a lot of hogs. Do you want to know how to lead them? I will tell you. Show them clean beds, clean rooms and a wholesome table, an accommodating clerk or proprietor who remembers to have seen them before and your leading string is all right. A traveling salesman can scent a good steak as far as a camel can water, and he is "onto" the curves of the man who uses the eggs from an unsound hen. Don't fool yourself with the thought that you accomplished a big thing in getting a customer for your favorite hotel, for if the truth were known you are sending out the wrong kind of an advertisement. When it comes to advertising, the traveling salesman are the best advertisers in the world and hotels are in their special line.

Coming into Chicago a few days ago, I met, in the sleeper, a wholesale window glass man who told this story, and as it is on the line of my argument, I will give it here: It seems that on the route of one of the traveling men for this house was a man whom the salesman had never been able to sell; the drummer never gave any reason for it, and the firm was in the dark on the subject. One day Mr. Smith, as I will call the partner I was talking with, was in that vicinity and thought he would call on the dealer. He was received kindly enough, but was told that no glass was needed. Mr. Smith finally showed the dealer where he could save money by buying and succeeded in booking a nice order. As they were about to part, the dealer seemed to think of something previously forgotten and asked Mr. Smith at what hotel he was stopping. The latter told him and was informed that the dealer never gave an order unless the drummer stopped at the other hotel. Mr. Smith simply said all right, and, taking out his order-book, drew his pencil through the order. Mr. Smith's whiskers are of a warm color and I imagine his breath was hot, as the following conversation was indulged in, beginning with the dealer:

"What are you doing?"
"I am canceling your order, for I don't propose that any jay shall tell me where I shall sleep or what I shall eat."

"But I want that glass and you have taken my order."

"That's all right, but we don't want to sell you. A man that is as mean as that we will not trust."

"I will have that order in spite of you, for I will send the order in to the house and I will tell them what a fresh young man they have got on the road."

At this they parted. The dealer at once sent an order to the house and Mr. Smith wired his partner not to fill any orders from Mr. —, of such a town. After the telegram and the two letters reached the wholesaler's office, the partner at the office wrote to the dealer telling him his opinion of a man who would try to dictate to a traveling man as to where he should board. I had swallowed this much of the story all right, and enjoyed it, and I wished he had stopped there; but when he told me that the narrow-minded dealer was a good customer of theirs now—well, I just thought it was funny.—Correspondence Northwestern Lumberman.

Gripsack Brigade.

A comb never smiles to show its fine teeth.

Aggressive introducers of trade—commercial travelers.

Tell your customer that countermanding orders doesn't go.

The drummer who has come to stay is the man who knows his profession by all the qualities which honor a man in other professions.

Blake Hopkins, traveling salesman for Jennings, Lacy & Co. (Saginaw), and Miss Maude Turner were recently united in marriage by Rev. Ralph H. Baldwin.

W. F. Bowen (Ball-Barnhart-Putman Co.) is happy over the arrival of a 10-pound boy, who put in an appearance simultaneous with the first big storm of a fortnight ago.

C. F. Williams, until recently on the road for Fred Brundage, of Muskegon, has taken the position of sundry salesman for the Hazeltine & Perkins Drug Co. Mr. Williams is an energetic and successful salesman and the Tradesman expects to see him make an enviable record in his new connection.

A certain traveling man was recently married in Southern Michigan. He secured his license and took the young lady in a buggy under pretense of taking a drive. They drove to the minister's house and were married. When the young man returned with his bride the irate father berated him for running off with his daughter; told him that he might have at least shown sufficient respect to have asked his permission. The young man, trembling, replied: "Mr. —, don't be mad, please; I couldn't help it. You will learn to love me after a while."

Some time last year a representative of a St. Joseph dry goods house sold a bill of goods to a firm in Helena, Montana, giving the usual terms and datings. Some time after receiving the goods, the Helena firm failed and the St. Joe house endeavored to secure its goods on the grounds that its invoices bore the restriction that all the goods dated ahead were merely consigned and subject to replevin. The Montana Supreme Court has now held that no consignment was intended by either party at time of sale and that the contract was therefore binding, notwithstanding other rules or restrictions, governing the credits of the house appeared on its invoices.

The traveling men who sold P. V. Finch, the bankrupt Grand Rapids drug cutter, have been very busy during the past week, explaining how it all happened. Some of them insist that they didn't know that Finch was a cutter, while others insist that the goods were ordered direct from the house and that they were not aware of the transaction until after the goods had been shipped. Some of the boys have documentary evidence to sustain their positions, while others depend on their persuasive powers to convince their customers that they abhor the cut-rate trade and will not encourage it by furnishing ammunition with which to assault the business of legitimate dealers.

Movements of Lake Superior Travelers

J. A. Fuller has swapped houses—Jewett & Sherman Co., Milwaukee, for J. H. Bell, Chicago. Mr. Fuller retains his old territory.

P. M. White (J. G. Flint) is circulating in the Upper Peninsula at the present writing.

A. F. Draper (Franklin McVeagh & Co.) is on a vacation—gone to Seattle, where his parents live. He may get the Klondike fever.

F. G. Horton writes that he is pleasantly located at Westfield, Pa.

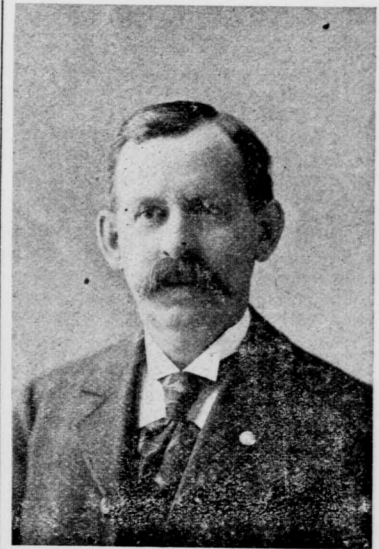
W. B. Moon (W. F. McLaughlin & Co.) is with us again.

W. M. Porter (Alwood & Steele) is calling upon his trade in the Upper Peninsula now.

John Power (Franklin McVeagh & Co.) and Mr. Edwards (Plankinton Packing Co.) are great fellows to talk about each other. Mr. Power says Mr. Edwards was never known to play an honest game at cards, and Mr. Edwards says that Mr. Power would steal a horse if he dared.

John Thomy (Mayer & Lowenstein) is on his quarterly trip. He spends some of his spare time at mind reading.

SUFFERING HUMANITY, READ!



A REMARKABLE CASE

Having suffered with rheumatism and constipation for over twenty-five years, and my case having been pronounced hopeless last summer by the best medical skill, when I was given up to die, I miraculously had my attention called to Frye's Quickstep, which saved my life, and I am now a well man. I have since recommended this remedy to my friends and so many have ordered it through me that I keep it on hand for humanity's sake. Price, \$1.00 per bottle. Nearly all Michigan people know me. My home address is 5406 Kimbark Ave., Chicago. Grand Rapids people can obtain this remedy from my customer, John Benson, the clothier, 26 Monroe St., upstairs.

Stephen T. Bowen.

I will be in Chicago at the clothing factory of John G. Miller & Co., 276 and 278 Franklin St., from Feb. 20 to April 1, and hope my trade will make that establishment headquarters while in the city.

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.

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., Pinalwell, Mich.

Drugs--Chemicals

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Window Trimming for Druggists.

From the American Druggist.

The windows of drugstores are, as a rule, among the largest and best constructed of those in any town. Often they are corner stores, and prominently located. But no class of trade is so indifferent to the advantages of a well-trimmed window or so far behind the times in modern displays of goods. The average druggist is content when he has placed a lamp behind a colored globe. Perhaps he would not do that were it not customary. To some extent it is his sign at evening. And yet, behind his counters, in odd receptacles and within his show-cases, are goods that admit of display in very attractive and advantageous ways.

Occasionally a druggist has awakened to the fact that his window will sell more goods than his best clerk, and these pioneers in the art of trimming drugstore windows have shown us the possibilities in this direction that lie before any one who will take the pains to experiment in window decoration.

Manufacturers of patent medicines have realized the druggist's shortcomings and have taken advantage of him by supplying large empty cartons of their packages, which the unsuspecting victim has placed, by direction, in his windows, being unable to realize that the firms who are expending large sums to supply such packages know better than he the advantage to be gained by displaying goods before the eyes of "the passing throng." If it pays them to show the goods in which they are interested, why will it not pay the druggist?

The dry goods and department stores are now selling more brushes, perfumes, rubber goods, etc., than are druggists. Why? They seldom buy cheaper. But they display their goods, and people are disposed to purchase what they see.

A druggist in a small town in Illinois recently told me he had quadrupled his sales on toilet articles since the inauguration of his show windows. That is no more than any druggist may do who will take the pains to display his goods and change his window trims often.

The following suggestions will give you ideas of the possibilities for display that lie within any fairly equipped drug stock. Put some of these into practical execution and you are sure to reap a rich reward. Your windows are as valuable advertising mediums to you as those of the neighboring stores are to their owners. Merchants in your town are expending hundreds of dollars yearly for window decoration. It pays them; it would pay you.

Backgrounds are first to be considered, and druggists do not wish to shut out light. Therefore stretch a material known as "fish-net" at the back of your window, extending one-half or the full height of the window glass. Or you may use illusion, such as hats are lined with. Buy wide ribbon of various colors, make them into large bow knots and fasten these, scattered unconventionally, to the background. Or you may make clusters or stars of sponges, using large sponges for the centers and smaller ones for the points, stringing all together with needle and twine. Sponges may be used for festoons, also, and are capable of many other forms of display. Take ordinary barrel hoops, wind them with chamois or colored cheese-cloth, pin sponges around the front edges and suspend them from the ceiling of your window. These make pretty frames for any goods you wish to display. Or you may stretch cheese-cloth over the hoops and upon the surface sew tooth brushes, hair-brushes, combs, razors, mirrors or any of the small staple articles in your stock. In the case of the brushes, put all the

handles to the center and spread the brush ends in the form of a circle. Similar circles of whisk-brooms may be used for trimming the sides of your windows. It is, in my opinion, better to display staple goods—goods that sell every day—than novelties; except at the holiday season, perhaps.

Rubber goods, fountain syringes, water bags, etc., admit of excellent display. Stretch wires from side to side across your window, the top wire coming well to the front, the lower ones gradually working towards the back of the display, and arrange upon these your rubber goods. The center of the wires may be supported by other small wires leading to the ceiling.

An excellent centerpiece for a window trim is an arch, which any carpenter will make for you. It should be 5 or 6 feet high and 4 to 5 feet wide at the base. The width of the arch frame may vary from three to six inches. At distances of about a foot apart fasten small brackets, with circular fronts, upon the face of the arch, arranging to have one shelf at the top center. Now cover all with puffed cheese-cloth. White is best; light tints are allowable, but fade. Upon the brackets place bottles of perfumes, or of your private preparations, or even patent medicines, although there is little need to advertise these last. Between the brackets and against the puffed face of the arch fasten brushes of all kinds, toilet articles, and the innumerable small items of your stock. Between the feet of the arch you may display stacks of toilet soaps, boxes of stationery, and similar wares.

In any style of window trim, plants, palms and trailing vines are valuable to throw the goods into strong relief and to brighten the general effect. Many druggists have beautiful flowering plants, which may be utilized to advantage in their window displays.

If you can procure a full-sized lady's form, such as is sold by fixture houses, have it tastefully dressed and represented as sprinkling perfume from a bottle upon a dainty handkerchief. A small perfume fountain in your window is also a good thing. You need not necessarily use perfume; colored water will do.

Hanging fish-globes make a pretty adjunct to your trim. A large galvanized-iron pan, fitting the floor of your window and stocked with fish, is always an attraction. It should be edged with moss and the bottom covered with shells, gravel, etc. Allow a miniature boat to float upon the surface of the water. This may be used in connection with the arch above mentioned or with the fish-net backing. No trim is good unless you display articles of merchandise in connection with the decorations.

Chamois rosettes are attractive, and may be tacked against an illusion or fish-net backing. These rosettes should be made without cutting the chamois, the edges being tucked out of sight. If you have sufficient stock you may use chamois for puffed backings or floor covering.

I have purposely refrained from calling attention to displays of fancy goods, as trims of these are familiar to you all, and those druggists who carry them in stock may always use them to give variety to their displays. My main object has been to convey such hints as will show the possibility of making drug windows so attractive that they will vie with those of any other line of merchandise. If you can attract the attention of the public to your windows you can surely sell goods. The department and dry goods stores price the wares they show. You should do the same. Put placards in your windows declaring the value and quality of your goods.

How to Make a Soda Fountain Pay.

Devote as large a portion of your store exclusively to soda as possible. Don't stick your soda apparatus in one corner out of the way; put it in front—in the window—in the center of the store; anywhere, so that everybody who passes can see it.

Use only the finest and best fruit juices or syrups. Be careful not to di-

lute them too much; lemon, orange and chocolate, I find it pays me best to make myself every day from fresh fruit and pure chocolate; not chocolate that you buy at the lowest price, but the best you can buy. I pay from fifty to sixty-four cents per pound for chocolate, and it pays me.

Use only clean, bright, thin glasses, and always have plenty of them ready for use; let the dirty ones drain out of sight and always polish them well before using. I never allow soda to be dispensed in a glass that has not been polished. Do not think customers will not notice these little things. The very ones who you think look untidy themselves would be the first to comment on your untidiness. Then the holders should always be polished to look just as if they were new. Keep everything looking new. Never allow a glass to be taken from the counter without polishing the holder. Get in the habit of cleansing both every time they are used. Never forget ice, lots of ice. People like soda water cold, very cold. Then always offer straws, clean serviettes, and crackers or small cakes. These I have always within easy reach of every customer, and I do not allow the clerks to "look black" if the customer takes more than three cakes. These "little things" are the "invitation" to call again, and it pays me.

Now comes the most important part of the soda business. No difference if you have all the requisites, if the soda is not dispensed right and daintily, it does not pay. See that the soda clerk is, first, pleasant looking, with a clean white coat and apron every day—don't mind the laundry bill, it pays to look clean—people comment on cleanliness just as readily as they do on the opposite. It costs only two glasses of soda a day to provide a clean coat and apron, and it might cost twenty glasses to look dirty or untidy. Give the customers just what they want; change their soda as often as they suggest; put more ice in it; take a little out, or sweeten it, just as they desire, and always cheerfully. It pays to please "cranky" customers.

Remember this: It is easy to see what trade you gain, but difficult to see what trade you lose.

Never "close" your soda fountain. It pays to run "hot soda" during the chilly months; if you cannot sell hot soda, sell cold soda all the year. Hot soda pays me well for the trouble and keeps a good soda clerk from going to my neighbor.

In this cycling age, cater to the cyclist; get up something and call his or her attention to it; they like you to take an interest in them. Have soda openings, with music and flowers, and get the people talking about your soda; it will pay. I have observed these conditions, and my soda counter pays me as well as my drug counter, and if they are adhered to from January to January, they will pay any one.

J. G. HOWARD.

The Drug Market.

Opium—This article is very firm and advancing. It is being sold in this country 15c less than it would cost to import.

Morphine—Is very firm, in sympathy with opium, and an advance would not surprise any one.

Quinine—This article is quiet, at unchanged prices.

Borax—Is firm at the advance and conditions noted last week.

Insect Powder—Is in large supply and weak.

Paris Green—All the manufacturers except one have combined and have appointed a sales agent to market their products. The price has not yet been fixed, but we expect it will be now in a short time.

Iodine—An English trade paper has the following to say of iodine: "There has been no break in the official price as yet, but it may come at any hour. An influential ex-member of the convention has withdrawn from it, or is expected to do so. He has a fair sized parcel of iodine in London, and probably some on the continent also. He thinks to break the market with this. The syndicate is trying to patch up a truce with him, but had not succeeded in doing so up to the date this article was written. If the discussion now going on leads to a result, there will be no break in the market. In the other case, it is impossible to say how low iodine will fall, for any action on the part of the seceder will provoke retaliation by the syndicate. There is also some doubt whether it will be at all easy to sell outside iodine in the market, as no guarantee will be given with such a parcel." This is of interest to dealers here, as iodine and its preparations have a large sale.

Soap Bark—This article will be much cheaper this season than last.

Essential Oils—Anise is very firm, on account of the higher market in China. The price of lemon has been advanced 15c per lb., with an advancing market. Golden Seal Root—Stocks are very light and the rice is being advanced.

Spices—The market is active, with advancing prices.

Cloves—Are steadily advancing.

African Ginger—It is reported that the crop is a failure, in which case higher prices will rule.

Nutmeg—Has advanced about 7 per cent. in the last two weeks and prices are tending higher.

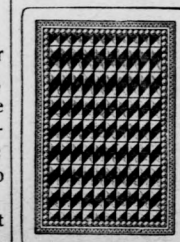
Cutter's Carbolate of Iodine Pocket Inhaler
IS GUARANTEED TO CURE CATARRH
All druggists \$1.
W. H. SMITH & CO., Props.,
Buffalo, N. Y.

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—	
Acidum			
Aceticum.....	60	8	75
Benzoleum, German	70	2	8
Boracic.....	15	41	
Carbolicum.....	20	45	
Citricum.....	40	42	
Hydrochlor.....	30	5	
Nitrosum.....	80	10	
Oxalicum.....	12	14	
Phosphoricum, dil.	10	15	
Sulphuricum.....	13	65	
Tannicum.....	1 25	1 40	
Tartaricum.....	38	40	
Ammonia			
Aqua, 16 deg.....	40	6	
Aqua, 20 deg.....	60	8	
Carbonas.....	12	14	
Chloridum.....	12	14	
Aniline			
Black.....	2 00	2 25	
Brown.....	80	1 00	
Red.....	45	50	
Yellow.....	2 50	3 00	
Baccæ			
Cubææ.....	13	15	
Juniperus.....	6	8	
Xanthoxylum.....	25	30	
Balsamum			
Copalba.....	55	60	
Peru.....	2	40	
Terabin, Canada.....	45	50	
Tolutan.....	50	60	
Cortex			
Abies, Canadian.....	18	18	
Cassia.....	12	12	
Cinchona Flava.....	18	18	
Euonymus atropurp	30	30	
Myrica Cerifera, po	20	20	
Frumus Virginianus	12	12	
Quillaja, gr'd.....	14	14	
Sassafras.....	14	14	
Ulmus.....	15	15	
Extractum			
Glycerrhiza Glabra	24	25	
Glycerrhiza, po.....	28	30	
Hæmatox, 15 lb box	116	12	
Hæmatox, 1s.....	13	14	
Hæmatox, 1/2s.....	14	15	
Hæmatox, 1/4s.....	16	17	
Ferru			
Carbonate Precip.....	15	15	
Citrate and Quinia.....	2	2	
Citrate Soluble.....	75	75	
Ferrocyanidum Sol.	15	15	
Solut. Chloride.....	15	15	
Sulphate, com'l, by	50	50	
bbi, per cwt.....	7	7	
Sulphate, pure.....	7	7	
Flora			
Arnica.....	12	14	
Anthemis.....	18	25	
Matricaria.....	30	35	
Folia			
Barosma.....	23	28	
Cassia Acutifol, Tin-	18	25	
nevelly.....	18	25	
Cassia Acutifol, Alx.	25	30	
Salvia officinalis, 1/2s	12	20	
and 1/4s.....	8	10	
Ura Ursi.....	8	10	
Gummi			
Acacia, 1st picked.....	65	65	
Acacia, 2d picked.....	45	45	
Acacia, 3d picked.....	35	35	
Acacia, sifted sorts.....	28	28	
Acacia, po.....	60	80	
Aloe, Barb. po. 18.....	12	14	
Aloe, Cape.....	12	14	
Aloe, Socotri, po. 15	12	14	
Ammoniac.....	55	60	
Assafœtida, po. 30	55	60	
Benzoinum.....	50	55	
Catechu, ls.....	13	13	
Catechu, 1/2s.....	14	14	
Catechu, 1/4s.....	16	16	
Camphora.....	40	43	
Euphorbium, po. 35	10	10	
Galbanum.....	1 00	1 00	
Gamboge po.....	65	70	
Gualiacum.....	60	60	
Kino.....	3 00	3 00	
Mastic.....	60	60	
Myrrh.....	40	40	
Opil.....	10	10	
Shellac.....	25	35	
Shellac, bleached.....	40	45	
Tragacanth.....	50	80	
Herba			
Absinthium.....	25	25	
Eupatorium.....	25	25	
Lobelia.....	25	25	
Majorum.....	28	28	
Mentha Pip.....	23	23	
Mentha Vir.....	25	25	
Rue.....	39	39	
Tanacetum.....	22	22	
Thymus.....	25	25	
Magnesia			
Calcined, Pat.....	55	60	
Carbonate, Pat.....	30	22	
Carbonate, K. & M.....	20	25	
Carbonate, Jennings	35	36	
Oleum			
Absinthium.....	3 25	3 50	
Amygdalæ, Dulc.....	30	50	
Amygdalæ, Amara.....	8 00	8 25	
Anisi.....	2 25	2 3	
Aurant Cortes.....	2 25	2 40	
Bergami.....	2 40	2 50	
Cajiputi.....	85	90	
Caryophylli.....	65	70	
Cedar.....	35	65	
Chenopadii.....	2 75	2 75	
Cinnamonii.....	1 80	1 90	
Citronella.....	45	50	
Conium Mac.....			
Copaiba.....	1 10	1 20	
Cubeba.....	90	1 00	
Execchithos.....	1 00	1 10	
Erigeron.....	1 00	1 10	
Gaultheria.....	1 50	1 60	
Geranium, ounce.....	75	75	
Gossippi, Sem. gal.....	50	60	
Hedera.....	1 00	1 10	
Junipera.....	1 50	2 00	
Lavandula.....	1 30	1 50	
Limonis.....	1 00	1 20	
Mentha Piper.....	1 50	1 60	
Mentha Verid.....	1 50	1 60	
Morruæ, gal.....	1 00	1 10	
Myrica.....	4 00	4 50	
Olive.....	75	3 00	
Picus Liquida.....	10	12	
Picus Liquida, gal.....	30	35	
Ricina.....	90	1 10	
Rosmarini.....	1 00	1 10	
Rosse, ounce.....	6 50	8 50	
Succini.....	40	45	
Sabina.....	90	1 00	
Santal.....	2 50	3 00	
Sassafras.....	55	60	
Sinapis, ess., ounce.....	1 40	1 50	
Tigli.....	40	50	
Thyme, opt.....	1 60	1 60	
Theobromas.....	15	20	
Potassium			
Bi Carb.....	15	18	
Bichromate.....	13	15	
Bromide.....	50	55	
Carb.....	12	15	
Chlorate, po. 17@19c	35	40	
Cyanide.....	2 60	2 65	
Potassa, Bitart, pure	28	30	
Potassa, Bitart, com	15	15	
Potass Nitras, opt.....	8	10	
Potass Nitras.....	7	9	
Prussiate.....	20	25	
Sulphate po.....	15	18	
Radix			
Aconitum.....	20	25	
Althæ.....	22	25	
Anchusa.....	10	12	
Arum po.....	10	12	
Calamus.....	20	40	
Gentiana.....	12	15	
Glycyrrhiza.....	16	18	
Hydrastis Canaden.....	55	60	
Hydrastis Can., po.....	60	60	
Hellebore, Alba, po.....	15	20	
Inula, po.....	15	20	
Ipeca, po.....	2 50	2 60	
Jalapa, pr.....	35	40	
Maranta, 1/2s.....	25	30	
Podophyllum, po.....	22	25	
Rhei.....	75	1 00	
Rhei, cut.....	1 25	1 25	
Rhei, pv.....	75	1 35	
Spigelia.....	35	38	
Sanguinaria, po. 15	13	13	
Serpentaria.....	30	35	
Senega.....	40	45	
Similax, officinalis H	40	45	
Smilax, M.....	10	12	
Scilla.....	10	12	
Symplocarpus, Festi-	25	25	
du, po.....	25	25	
Valeriana, Eng. po. 30	15	20	
Valeriana, German.....	15	20	
Zingiber a.....	12	16	
Zingiber j.....	25	27	
Semen			
Anisum.....	12	12	
Apium (graveleons)	13	15	
Bird, ls.....	4	6	
Carui.....	10	12	
Cardamon.....	1 25	1 75	
Coriandrum.....	8	10	
Cannabis Sativa.....	40	44	
Cydonium.....	75	1 00	
Chenopodium.....	10	12	
Dipterix Odorate.....	2 00	2 20	
Feniculum.....	7	10	
Pœnugreek, po.....	7	9	
Lini.....	3	4	
Lini, grd.....	4	4 1/2	
Lobelia.....	35	40	
Pharlaris Canarian.....	4	4 1/2	
Rapa.....	4 1/2	5	
Sinapis Albu.....	7	8	
Sinapis Nigra.....	11	12	
Spiritus			
Frumenti, W. D. Co.....	2 00	2 50	
Frumenti, D. F. R.....	2 00	2 25	
Frumenti.....	1 25	1 50	
Juniperis Co. O. T.....	1 65	2 00	
Saacharum N. E.....	1 75	3 50	
Spt. Vini Galii.....	1 90	2 10	
Vini Operto.....	1 25	6 50	
Vini Oporto.....	1 25	2 00	
Vini Alba.....	1 25	2 00	
Sponges			
Florida sheeps' wool	2 50	2 75	
carriage.....			
Nassau sheeps' wool	2 00	2 00	
carriage.....			
Velvet extra sheeps'	1 25	1 25	
wool, carriage.....			
Extra yellow sheeps'	1 00	1 00	
wool, carriage.....			
Grass sheeps' wool,	1 00	1 00	
carriage.....			
Hard, for slate use.....	75	75	
Yellow Reef, for	1 40	1 40	
slate use.....			
Syrups			
Acacia.....	50	50	
Aurant Cortes.....	50	50	
Zingiber.....	50	50	
Ipeac.....	50	50	
Ferri Iod.....	50	50	
Rhei Arom.....	50	50	
Smilax Officinalis.....	50	50	
Senega.....	50	50	
Scilla.....	50	50	
Morphia, S.P. & W.....			
Morphia, S.N.Y. Q. &	2 15	2 40	
C. Co.....	2 15	2 40	
Moschus Canton.....	40	40	
Myristica, No. 1.....	65	80	
Nux Vomica.....	10	20	
Os Sepia.....	15	18	
Pepsin Saac, H. & P.	1 00	1 00	
D. Co.....	1 00	1 00	
Picis Liq. N.N. 1/4 gal	2 00	2 00	
doz.....	2 00	2 00	
Picis Liq., quarts.....	2 00	2 00	
Picis Liq., pints.....	2 00	2 00	
Pil Hydrarg.....	80	80	
Piper Nigra.....	18	18	
Piper Alba.....	30	35	
Plix Burgun.....	10	12	
Plumbi Acet. et Opil	1 10	1 20	
Pulvis Ipeac et Opil	1 10	1 20	
Pyrethrum, boxes H.	25	25	
& P. D. Co., doz.....	1 25	1 25	
Pyrethrum, pv.....	30	33	
Quassia.....	80	100	
Quinia, S. P. & W.....	33	38	
Quinia, S. German.....	28	38	
Quinia, N. Y.....	33	38	
Rubia Tinctorum.....	12	14	
Saccharum Lactis pv	15	20	
Salacin.....	3 00	3 10	
Sanguis Draconis.....	40	50	
Sapo, W.....	12	12	
Sapo, M.....	10	14	
Sapo, G.....	15	15	
Siedlitz Mixture.....	20	22	
Sinapis.....			
Sinapis, opt.....	30	30	
Snuff, Maccaboy, De	34	34	
Voës.....	34	34	
Snuff, Scotch, DeVo's	34	34	
Soda Boras.....	9	11	
Soda Boras, po.....	9	11	
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.....	1	2	
Spts. Cologne.....	2	2	
Spts. Ether Co.....	50	55	
Spt. Myrcia Dom.....	10	10	
Spts. Vini Rect. bbl.	2	40	
Spts. Vini Rect. 1/2 bbl	2	45	
Spts. Vini Rect. 10gal	2	48	
Spts. Vini Rect. 5gal	2	50	
Less 50 gal. cash 10 days.	1 40	1 45	
Strychnia, Crystal.....	2 1/2	3	
Sulphur, Subl.....	2 1/2	3	
Sulphur, Roll.....	2	2 1/2	
Tamarinds.....	8	10	
Terebenth Venice.....	28	30	
Theobromæ.....	42	45	
Vanilla.....	9 00	16 00	
Zinci Sulph.....			

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora doz.	6 00
Castor doz.	7 00
Diamond doz.	4 00
Frazier's doz.	9 00
IXL Golden, tin boxes	9 00
Tica, tin boxes	75 9 00
Paragon doz.	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz.	45
1/2 lb cans doz.	85
1 lb cans doz.	1 50
Acme.	
1/4 lb cans 3 doz.	45
1/2 lb cans 3 doz.	75
1 lb cans 3 doz.	1 00
Bulk.	10
El Purity.	
1/4 lb cans per doz.	75
1/2 lb cans per doz.	1 20
1 lb cans per doz.	2 00
Home.	
1/4 lb cans 4 doz case.	35
1/2 lb cans 4 doz case.	55
1 lb cans 2 doz case.	90



1/4 lb cans, 4 doz case.	45
1/2 lb cans, 4 doz case.	85
1 lb cans, 2 doz case.	1 60
Jersey Cream.	
1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85
Our Leader.	
1/4 lb cans.	45
1/2 lb cans.	75
1 lb cans.	1 50
Peerless.	
1 lb. cans.	85
BATH BRICK.	
American.	70
English.	80

BLUING.
CONDENSED PEARL BLUING

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

BROOKS.	
No. 1 Carpet.	1 90
No. 2 Carpet.	1 75
No. 3 Carpet.	1 50
No. 4 Carpet.	1 15
Parlor Gem.	2 00
Common Whisk.	70
Fancy Whisk.	80
Warehouse.	2 25
CANDLES.	
8s.	7
16s.	8
Paraffine.	8

CANNED GOODS.	
Panitowoc Peas.	
Lakeside Marrowfat.	95
Lakeside E. J.	1 15
Lakeside, Cham. of Eng.	1 20
Lakeside, Gem. Ex. Sifted.	1 45
Extra Sifted Early June.	1 75
CATSUP.	
Columbia, pints.	2 00
Columbia, 1/2 pints.	1 25
CHEESE.	
Acme @ 11 1/2	
Amboy @ 11	
Bloomington @ 11	
Byron @ 11 1/2	
Elsie @ 12 1/2	
Gem @ 12 1/2	
Gold Medal @ 11 1/2	
Ideal @ 11 1/2	
Jersey @ 12	
Lenawee @ 11	
Riverside @ 12 1/2	
Springdale @ 11 1/2	
Sparta @ 11	
Brick @ 10	
Edam @ 75	
Leiden @ 18	
Limburger @ 10	
Pineapple @ 85	
Sap Sago @ 17	
Chicory.	
Bulk	5
Red	7

CHOCOLATE.	
German Sweet	23
Premium	24
Breakfast Cocoa	45

CLOTHES LINES.	
Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 20
Cotton, 60 ft, per doz.	1 40
Cotton, 70 ft, per doz.	1 60
Cotton, 80 ft, per doz.	1 80
Jute, 60 ft, per doz.	50
Jute, 72 ft, per doz.	95
COCOA SHELLS.	
20 lb bags.	2 1/2
Less quantity.	3
Pound packages.	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes.	30-35
COFFEE.	
Green.	
Rio.	
Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15
Santos.	
Fair	14
Good	15
Prime	16
Peaberry	17
Mexican and Guatamala.	
Fair	16
Good	17
Fancy	18
Maracibo.	
Prime	20
Milled.	21
Java.	
Interior	20
Private Growth	22
Mandehling	24
Mocha.	
Imitation	22
Arabian	24
Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.	25
Jewell's Arabian Mocha.	25
Wells' Mocha and Java.	24
Wells' Perfection Java.	24
Sancabo.	23
Breakfast Blend.	20
Valley City Maracibo.	18 1/2
Ideal Blend.	14
Leader Blend.	12
Package.	

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle	10 00
Jersey	10 00
McLaughlin's XXXX.	10 00
Extract.	
Valley City 1/4 gross.	75
Felix 1/4 gross.	1 15
Hummel's full 1/4 gross.	85
Hummel's tin 1/4 gross.	1 48

CLOTHES PINS.	
5 gross boxes	40
COUGH DROPS.	
C. B. Brand.	1 00
CONDENSED MILK.	
4 doz in case.	
Gall Borden Eagle.	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 35
Dime	3 35

COUPON BOOKS.	
Common	1 75
Chester	2 00
Empire	2 50
Peas.	
Green, bu.	8 1/2
Split, per lb.	2
Rolled Oats.	
Rolled Avena, bbl.	3 85
Monarch, bbl.	3 75
Monarch, 1/2 bbl.	2 00
Private brands, bbl.	
Private brands, 1/2 bbl.	
Quaker, cases.	3 20
Huron, cases.	1 75
Sago.	
German	3 1/2
East India.	3
Wheat.	
Cracked, bulk.	3 1/2
24 2 lb packages.	2 50 1/2

FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages.	1 75
Bulk, per 100 lbs.	3 50
Grits.	
Walsh-DeRoo Co.'s.	2 15
Bulk in 100 lb. bags.	3 00
Hominy.	
Barrels	2 50
Flake, 50 lb. drums.	1 00
Beans.	
Dried Lima	3
Medium Hand Picked.	1 00
Macaroni and Vermicelli.	
Domestic, 1 lb. box.	5
Imported, 25 lb. box.	2 50
Pearl Barley.	
Common	1 75
Chester	2 00
Empire	2 50

Trade Man 1 Credit Coupon
Trade Man 5 Credit Coupon

FISH.	
Cod.	
Georges cured.	5 1/2
Georges genuine.	5 1/2
Georges selected.	6
Strips or brickets.	6 1/2
Halibut.	
Chunks.	9 1/2
Strips.	8 1/2
Herring.	
Holland white hoops, bbl.	10 25
Holland white hoop 1/2 bbl.	5 50
Holland white hoop, keg.	75
Holland white hoop mchs.	55
Norwegian.	11 00
Round 100 lbs.	3 25
Round 40 lbs.	1 60
Scaled.	14
Mackerel.	
Mess 100 lbs.	16 30
Mess 40 lbs.	6 90
Mess 10 lbs.	1 82
Mess 8 lbs.	1 48
No. 1 100 lbs.	14 50
No. 1 40 lbs.	6 10
No. 1 10 lbs.	1 60
No. 1 8 lbs.	1 30
No. 2 100 lbs.	9 50
No. 2 40 lbs.	4 00
No. 2 10 lbs.	1 07
No. 2 8 lbs.	88
Sardines.	
Russian kegs.	55
Trout.	
No. 1 100 lb.	5 50
No. 1 40 lb.	2 50
No. 1 10 lb.	70
No. 1 8 lb.	59
Whitefish.	
No. 1 No. 2 Fam	
100 lbs.	6 75 5 75 2 75
40 lbs.	3 00 2 61 1 40
10 lbs.	83 73 43
8 lbs.	69 61 34

DRIED FRUITS—DOMESTIC.	
Apples.	
Sundried.	5 1/2
Evaporated 50 lb boxes.	8 1/2
California Fruits.	
Apricots.	7 1/2 @ 8 1/2
Blackberries.	
Nectarines.	7 1/2 @ 7 3/4
Peaches.	8 @ 8 1/2
Pears.	8 @ 7 1/2
Pitted Cherries.	
Prunelles.	
Raspberries.	
California Prunes.	
100-120 25 lb boxes.	3 1/2 @ 4
80-100 25 lb boxes.	4 @ 4 1/2
60-80 25 lb boxes.	5 @ 5 1/2
40-60 25 lb boxes.	6 @ 6 1/2
30-40 25 lb boxes.	7 @ 7 1/2
20-30 25 lb boxes.	8 @ 8 1/2
1/2 cent less in 50 lb cases	
Raisins.	
London Layers 3 Crown.	1 60
London Layers 4 Crown.	2 00
Dehesias.	
Loose Muscatels 2 Crown	3 1/2
Loose Muscatels 3 Crown	5
Loose Muscatels 4 Crown	6

FOREIGN.	
Currants.	
Patras bbls.	7 1/2
Vostizias 50 lb cases.	7 1/2
Cleaned, bulk.	9
Cleaned, packages.	9 1/2
Peel.	
Citron American 10 lb bx	13
Lemon American 10 lb bx	12
Orange American 10 lb bx	12
Raisins.	
Ondura 28 lb boxes.	8 @ 8 1/2
Sultana 1 Crown.	2
Sultana 2 Crown.	2
Sultana 3 Crown.	9 1/2 @ 10
Sultana 4 Crown.	2
Sultana 5 Crown.	2
Sultana 6 Crown.	12
Sultana package.	14

FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages.	1 75
Bulk, per 100 lbs.	3 50
Grits.	
Walsh-DeRoo Co.'s.	2 15
Bulk in 100 lb. bags.	3 00
Hominy.	
Barrels	2 50
Flake, 50 lb. drums.	1 00
Beans.	
Dried Lima	3
Medium Hand Picked.	1 00
Macaroni and Vermicelli.	
Domestic, 1 lb. box.	5
Imported, 25 lb. box.	2 50
Pearl Barley.	
Common	1 75
Chester	2 00
Empire	2 50
Peas.	
Green, bu.	8 1/2
Split, per lb.	2
Rolled Oats.	
Rolled Avena, bbl.	3 85
Monarch, bbl.	3 75
Monarch, 1/2 bbl.	2 00
Private brands, bbl.	
Private brands, 1/2 bbl.	
Quaker, cases.	3 20
Huron, cases.	1 75
Sago.	
German	3 1/2
East India.	3
Wheat.	
Cracked, bulk.	3 1/2
24 2 lb packages.	2 50 1/2

FISH.	
Cod.	
Georges cured.	5 1/2
Georges genuine.	5 1/2
Georges selected.	6
Strips or brickets.	6 1/2
Halibut.	
Chunks.	9 1/2
Strips.	8 1/2
Herring.	
Holland white hoops, bbl.	10 25
Holland white hoop 1/2 bbl.	5 50
Holland white hoop, keg.	75
Holland white hoop mchs.	55
Norwegian.	11 00
Round 100 lbs.	3 25
Round 40 lbs.	1 60
Scaled.	14
Mackerel.	
Mess 100 lbs.	16 30
Mess 40 lbs.	6 90
Mess 10 lbs.	1 82
Mess 8 lbs.	1 48
No. 1 100 lbs.	14 50
No. 1 40 lbs.	6 10
No. 1 10 lbs.	1 60
No. 1 8 lbs.	1 30
No. 2 100 lbs.	9 50
No. 2 40 lbs.	4 00
No. 2 10 lbs.	1 07
No. 2 8 lbs.	88
Sardines.	
Russian kegs.	55
Trout.	
No. 1 100 lb.	5 50
No. 1 40 lb.	2 50
No. 1 10 lb.	70
No. 1 8 lb.	59
Whitefish.	
No. 1 No. 2 Fam	
100 lbs.	6 75 5 75 2 75
40 lbs.	3 00 2 61 1 40
10 lbs.	83 73 43
8 lbs.	69 61 34

FLAVORING EXTRACTS.	
Jennings.	
D. C. Vanilla	6 75 5 75 2 75
2 oz.	1 20 2 oz. 75
3 oz.	1 50 3 oz. 1 00
4 oz.	2 00 4 oz. 1 40
6 oz.	3 30 6 oz. 2 00
No. 8 4 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 2 T. 1 25	No. 2 T. 80
No. 3 T. 2 00	No. 3 T. 1 35
No. 4 T. 2 40	No. 4 T. 1 50
Souders.	
Oval bottle, with corkscrew.	
Best in the world for the money.	
Regular Grade Lemon.	
2 oz.	75
4 oz.	1 50
Regular Vanilla.	
2 oz.	1 20
4 oz.	2 40
XX Grade Lemon.	
2 oz.	1 50
4 oz.	3 00
XX Grade Vanilla.	
2 oz.	1 75
4 oz.	3 50
GUNPOWDER.	
Rifle—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs.	1 25
1 lb. cans.	30
1/2 lb. cans.	18
Choke Bore—Dupont's.	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs.	1 35
1 lb. cans.	34
Eagle Duck—Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs.	2 25
1 lb. cans.	45



SOUDERS'S
ELEGANT FLAVORING EXTRACTS
REGULAR VANILLA
ROYAL REMEDY EXTRACT
DAYTON, O.

HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes.	55
S. F., 2, 3 and 5 lb boxes.	50
JELLY.	
15 lb pails.	40
30 lb pails.	73
KRAUT.	
Barrels.	3 50
Half barrels.	2 00
LYE.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
LICORICE.	
Pure	30
Calabria	25
Sticly	14
Root.	10
MINCE MEAT.	
Ideal, 3 doz. in case.	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.	1 65
Anchor Parlor.	1 70
No. 2 Home.	1 10
Export Parlor.	4 00
MOLASSES.	
New Orleans.	
Black	11
Fair	14
Good	20
Fancy	24
Open Barrels.	25 @ 25
Half-barrels 2c extra.	
MUSTARD.	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75
PIPES.	
Clay, No. 216.	1 70
Clay, T. D. full count.	65
Cob, No. 3.	85
POTASH.	
48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00
PICKLES.	
Medium.	
Barrels, 1,200 count.	5 25
Half bbls, 600 count.	3 13
Small.	
Barrels, 2,400 count.	6 35
Half bbls 1,200 count.	3 75
RICE.	
Domestic.	
Carolina head.	6 1/2
Carolina No. 1.	5
Carolina No. 2.	4 1/2
Broken.	3 1/2
Imported.	
Japan, No. 1.	5 1/2
Japan, No. 2.	5 1/2
Java, fancy head.	6
Java, No. 1.	5
Table.	5 1/2
SALERATUS.	
Packed 60 lbs. in box.	
Church's.	3 30
Deland's.	3 15
Dwight's.	3 30
Taylor's.	3 00
SALT.	
Diamond Crystal.	
Table, cases, 24 3-lb boxes.	1 50
Table, barrels, 100 3 lb bags.	2 75
Table, barrels, 40 7 lb bags.	2 40
Butter, barrels, 280 lb. bulk.	2 25
Butter, barrels, 20 14 lb bags.	2 50
Butter, sacks, 28 lbs.	25
Butter, sacks, 56 lbs.	55

STARCH.



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

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

Diamond.

64 10c packages 5.00
128 5c packages 5.00
32 10c and 64 5c packages 5.00

Common Corn.

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

Common Gloss.

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

STOVE POLISH.

Enameline
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 Leaf 5 75
Crushed 5 75
Cubes 5 50
Powdered 5 50
XXXX Powdered 5 56
Granulated in bbls. 5 25
Granulated in bags. 5 25
Fine Granulated 5 25
Extra Fine Granulated. . 5 28
Extra Coarse Granulated. 5 38
Mould A 5 53
Diamond Confec. A 5 25
Confec. Standard A 5 13
No. 1 4 88
No. 2 4 88
No. 3 4 88
No. 4 4 81
No. 5 4 75
No. 6 4 63
No. 7 4 56
No. 8 4 50
No. 9 4 38
No. 10 4 38
No. 11 4 31
No. 12 4 25
No. 13 4 18
No. 14 4 13
No. 15 4 06
No. 16 4 00

SYRUPS.

Corn.
Barrels 16
Half bbls 18

Pure Cane.
Fair 16
Good 20
Choice 25

TABLE SAUCES.

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

TOBACCOES.

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



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

VINEGAR.

Malt White Wine 7
Pure Cider 8

Washing Powder



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

WICKING.

00 12 oz pkgs 3 50

Fish and Oysters

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

Oysters in Cans.

F. H. Counts 35
F. J. D. Selects 27
Selects 22
F. J. D. Standards 21
Auchors 18
Standards 16
Favorites 14

Oysters in Bulk

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

Shell Goods.

Oysters, per 100 1 25 @ 1 50
Clams, per 100 9 1/2 @ 1 00

Hides and Pelts.

Perkins & Hess pay as follows:

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

Pelts.

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

Furs.

Mink 50 @ 1 40
Coon 30 @ 1 00
Skunk 50 @ 1 00
Muskrats, fall 5 @ 12
Muskrats, spring 14 @ 17
Muskrats, winter 12 @ 14
Red Fox 1 25 @ 1 50
Gray Fox 40 @ 70
Cross Fox 2 5 @ 5 00
Badger 20 @ 60
Cat, Wild 15 @ 40
Cat, House 10 @ 20
Fisher 3 50 @ 7 00
Lynx 1 00 @ 2 00
Martin, Dark 1 50 @ 3 00
Martin, Yellow 75 @ 1 50
Otter 5 00 @ 9 00
Wolf 75 @ 1 50
Beaver 7 00 @ 15 00
Beaver Castors 2 00 @ 8 00
Opossum 5 @ 15
Pecans, dry, per lb. 15 @ 25
Deerskin, gr'n, per lb. 10 @ 15

Wool.

Washed 14 @ 23
Unwashed 14 @ 17

Miscellaneous.

Tallow 2 1/2 @ 3 1/2
Grease Butter 1 @ 2
Switches 1 1/2 @ 2
Ginseng @ 3 00

Candies.

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

Jumbo, 32 lb @ 6 1/2
Extra H. H. @ 8 1/2
Boston Cream @

Mixed Candv.

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

Fancy-In Bulk.

Lozenges, plain @ 8 1/2
Lozenges, printed @ 8 1/2
Choc. Drops 10 @ 14
Choc. Monumentals @ 11
Gum Drops @ 6
Moss Drops @ 8
Sour Drops @ 8 1/2
Imperials @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops @ 50
Sour Drops @ 50
Peppermint Drops @ 60
Chocolate Drops @ 60
H. M. Choc. Drops @ 75
Gum Drops @ 75
Licorice Drops @ 75
A. B. Licorice Drops @ 50
Lozenges, plain @ 50
Lozenges, printed @ 50
Imperials @ 50
Molasses Bar @ 50
Hand Made Creams 80 @ 50 (1 0)
Plain Creams 60 @ 50
Decorated Creams @ 50
String Rock @ 60
Burnt Almonds 1 25 @
Wintergreen Berries @ 60

Caramels.

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

Fruits.

Oranges.
Mexicans 150 175-200 @ 3 00
Cal. Seedlings 2 2 @ 2 10
Fancy Navels 112 @ 2 75
126 to 216 @ 3 00
Choice @

Lemons.

Strictly choice 360s. @ 3 00
Strictly choice 300s. @ 3 25
Fancy 360s @ 3 25
Ex. Fancy 300s. @ 3 50

Bananas.

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

Foreign Dried Fruits.

Figs.
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

Dates.

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

Nuts.

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

Peanuts.

Fancy H. P. Suns @ 7
Fancy H. P. Flags @ 7
Roasted @ 7
Choice, H. P. Extras @ 4 1/2
Choice, H. P. Extras, Roasted 5

Grains and Feedstuffs

Wheat.
Wheat 89

Winter Wheat Flour.

Local Brands.
Patents 5 50
Second Patent 5 00
Straight 4 40
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 75
Pillsbury's Best 1/4s 5 65
Pillsbury's Best 1/8s 5 55
Pillsbury's Best 1/16s paper. . 5 55
Pillsbury's Best 1/32s paper. . 5 55
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

Oiney & 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 32 1/2
Less than car lots 35

Oats.

Car lots 30 1/2
Carlots, clipped 32 1/2
Less than car lots 34

Hay.

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

Fresh Meats.

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

Pork.

Dressed @ 5
Loins @ 7
Shoulders @ 6
Leaf Lard 5 1/2 @

Mutton.

Carass 7 @ 8
Spring Lambs 8 @ 9

Veal.

Carass 8 @ 9

Oils.

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

Provisions.

Swift & Company quote as follows:

Barreled Pork.

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 1/2
Extra shorts 5 1/2

Smoked Meats.

Hams, 12 lb average 9
Hams, 14 lb average 8 1/2
Hams, 16 lb average 8 1/2
Hams, 20 lb average 7 1/2
Ham dried beef 13
Shoulders (N. Y. cut). 6
Bacon, clear 7 @ 5
California hams 5 1/2
Boneless hams 8 1/2
Cooked ham 11

Lards. In Tierces.

Compound 4
Kettle 6
55 lb Tubs, advance 1 1/2
80 lb Tubs, advance 1 1/2
50 lb Tins, advance 1 1/2
20 lb Pails, advance 1 1/2
10 lb Pails, advance 1 1/2
5 lb Pails, advance 1 1/2
3 lb Pails, advance 1 1/2

Sausages.

Bologna 5
Liver 6 1/2
Frankfort 7
Blood 6 1/2
Tongue 6
Head cheese 6 1/2

Beef.

Extra Mess 9 00
Boneless 12 25
Rump 12 50

Pigs' Feet.

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

Tripe.

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

Casings.

Pork 16
Beef rounds 4
Beef middles 10
Sheep 60

Butterine.

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

Canned Meats.

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

Crackers.

The National Biscuit Co. quotes as follows:

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

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

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

Crockery and Glassware.

AKRON STONWARE.

Butters.

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

Churns.

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

Milkpans.

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

Fine Glazed Milkpans.

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

Stewpans.

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

Jugs.

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

Tomato Jugs.

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

Preserve Jars and Covers.

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

Sealing Wax.

5 lbs. in package, per lb. 2

LAMP BURNERS.

No. 0 Sun 45
No. 1 Sun 50
No. 2 Sun 75

Hardware

Necessity of Tact in Conducting Associations.

State organizations of the hardware trade have been called into existence to combat a class of trade which has been gradually encroaching on our lines, not by legitimate and fair means, but by misrepresentations of the grossest kind, as well as the misfortunes of others. The principal ones of this kind of competition are the catalogue houses and department stores. It is not necessary for me to enter into the details of the many misrepresentations as to quality of goods and extraordinary inducements as to price which these places are supposed to offer to the deluded public, or of the many "job lots" which they are enabled to procure, owing to the failure of the very men who have been doing a good business, earning a living for themselves and their families, before the advent of these self-advertised "benefactors of the public."

If the trend of civilization is toward the centralization of all things, trade included, we are simply, by our associations, attempting to stay, for the time being, our ultimate destiny; if, however, and as I believe the millennium is not hastened by such concentration, the happiness of ourselves and our children depends on checking this tendency, then our association is in the van and our success is assured.

How can it best assure this success? Is it on a broad, business-like basis, or on a narrow and arbitrary one? To me, there is only one way of success, and that is by the former route. We do not antagonize this competition simply because they are our competitors or neighbors, but because of the peculiar methods adopted by them. Competition, when fairly conducted, is a healthful business exercise, and we should not find fault when competition is conducted on such lines. For this reason, if we find that our neighbor, the druggist, since he has been in business among us, has had a line of cutlery for which he is receiving a fair return on his sales, we cannot complain of such competition. If he has shown better judgment in selecting his grade, or finer taste in the selection of his styles, and is getting, as I stated, a fair return on his investment, it should spur us on to show the same judgment and taste, rather than an arbitrary spirit to shut him off from his supplies.

If, again, our gunsmith friend saw fit some years ago to add a good line of fishing tackle, and for reasons aforesaid is getting the trade, the same rules should be applied, and spur us on towards making ourselves as well fitted as our neighbor.

Would it be wise for us to say he shall not be allowed to buy more fishing tackle, so long as he is as fair and honest as we ourselves, in placing his goods on the market?

In this struggle, in which we have now begun and already the opening guns have been fired, shall we direct our fire on the powerful forces of the two principals, or shall we divide our forces and by needless picket firing, force our friends over to the enemy? These are vital questions for the success of our associations and we must use the utmost tact and business prudence, or we shall strive in vain.

There is another phase to which we should pay the utmost attention: The jobbers of this country must be with us,

and our treatment of these allies must be broad and liberal, for I assure you their assistance we must have or fail.

Can we say to the jobber who has for a number of years conducted a cutlery department, or a sporting goods department, "We know you are with us in heart and spirit in our crusade against the two large principals, but you must forthwith refrain selling your cutlery and fishing tackle only to the purveyor of nails and locks, or, we take it, you are not properly prepared in serving our wants."

Human nature is alike the world over, and putting yourselves in the jobbers' place, what would be your feelings in the matter of such arbitrary selling, should it be enforced on you? Would you not say: "I have been with you heartily in your endeavors to destroy your unfair competition. Should you also ask me to help you fight competition which is healthy and as deserving as you are? Or should you not much better use all your own business acumen to help you on this line?"

We are engaged in work which requires broad judgment and the assistance of every friend we have. Shall we then, on the one hand, antagonize our druggist and gunsmith friends and drive them into the fold of the enemy, and by arbitrary sellings make lukewarm friends out of active combatants of our jobbers? Or shall we, on the other hand, preserve our enthusiastic front by having all these engaged with us?

A. E. MOYE.

How the Lawyer Came to Lose His Case.

"My first case of any importance," said the lawyer who went to grow up with the country and then repented, "was a damage suit for \$10,000. A can of powder exploded in the basement of a hardware store, and my client, who had just purchased a jack-knife, was trying it while occupying a nail keg on the floor above. He came out of the wreck minus part of an ear and the end of a finger, and he claimed that one eye was 'jest a leetle bit off.'"

"On the day of the trial I almost fell off my chair when my man entered. I knew that the day before he had run a foot race, pitched horse-shoes and gone swimming. Now he tottered into court with two canes, had his neck and head muffled like a man with neuralgia, sat down slowly and with the greatest care and settled back with a groan that could be heard in the street.

"'What in creation's the matter, Bill?' I whispered.

"'Blowed up,' he grinned. 'Don't you think I know my business? There hain't nothin' on earth that ain't the matter with me till this here case is tried. I'm the worst exploded feller you ever see. You ask the questions and look after the law p'int. I'll tend to my end of it. All what's worryin' me is that I didn't have gumption enough to ask for \$20,000.'

"Two men helped Bill to the witness stand, he groaning his best. From his story of the accident you'd believe that he was blown half a mile straight through the roof and hadn't a sound spot left in his anatomy. He was in the midst of his story, and pity was written on the faces of the jury, when Bill's woolly dog fell foul of a foxhound belonging to the Court. They were knocking furniture helter skelter and filling the air with yelps and hair, when Bill let out a whoop, jumped over a table, danced around encouraging his dog, wanted to bet his would whip, and shoved the Judge over a chair to prevent his parting the brutes.

"Get a verdict? Case was dismissed, Bill was fined \$25 for contempt, and was in jail for three weeks before I could get him out. Then he told around that I was no lawyer."

BANE OF THE BANKER.

Evils of Using Personal Checks Too Freely.

From the Chicago Record.

The use of personal checks for remittances in place of drafts is evidently regarded as a growing evil by city and country bankers, yet the practice of both interests, in effect, is an encouragement of it. The city banker complains that it results in great expense to him, for which he has small return, and asserts that the custom has been fostered by the country banks for the purpose of making him pay the expense of the remittance system, which ought to be paid by the country bank customer. The country banker's grievance is that it is depriving him of a legitimate income from his exchange department and allowing his customers to take advantage of him by the process of overdrawing their accounts, called "kiting." To the outsider it appears to be the result of excessive competition in the banking business, caused chiefly by the acceptance of collections at par, the tendency toward which has been noted in this column.

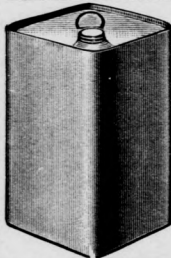
The country merchant or manufacturer who has a commercial bill falling due in Chicago or New York under this practice remits his personal check on his country bank to the creditor house. Competition for the business of these mercantile houses among Chicago banks has brought into vogue, among a fair percentage of the local institutions, the acceptance of these items at par. Credit is given the local house and the checks are forwarded to the country correspondents of the bank for collection. Bidding for city bank business at country points has brought collecting to a par basis in many outside cities and districts, and if the item can be forwarded to a country correspondent under such an arrangement the city bank suffers no loss. If, however, the country bank charges at the rate of 15c to 25c per \$100, as many local bankers report

to be the case, the city bank is a certain loser by the transaction. In either case one or the other is at an expense.

The troubles of the country banker do not end here, however. It sometimes happens that the country customer does not have enough money at his bank to meet his check. By drawing and mailing the check, however, he is not required to borrow the balance of his bank until the check comes back for collection, and then is able, usually, to get five days in which to make his account good. Where the remittance is to New York he may save a week's interest, and in all cases evades the expense of purchasing a Chicago or New York draft. The Chicago banker puts in his protest here, however, saying that the country banker advises his customer to remit a personal check, knowing that he can charge the city bank more for collecting than he can charge his customer for a draft.

In some of the smaller cities the banks have combined to discourage this practice and charge a uniform rate for all collections upon themselves. Where local jealousy is too strong, however, no rate is established and the practice thrives. Chicago bankers say they would be glad to stop the growth of the custom, but see little hope of that while competition for accounts is as sharp as at present. Some country bankers say the practice has eliminated their New York exchange business almost entirely, and that there is little need for keeping balances there.

An employe of the Boston postoffice has been robbing the mails in a novel manner. The address on packages supposed to contain valuable articles had a line drawn through it, and the employe's home address was substituted. This was in accordance with postoffice rules, and when the parcel was placed in the mails it would be delivered to the corrected destination. A large amount of jewelry and scores of books were stolen in this manner.



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.

SKIN DEEP.

Solid Mahogany Furniture a Thing of the Past.

Written for the TRADESMAN.

"Solid" mahogany furniture exists chiefly in the imagination. It can, of course, be procured, but of the mahogany furniture in the market probably not one piece in a thousand is mahogany clear through. The tropical wood, with its rich color and gorgeous figure, is skin deep only, and in the ordinary bedroom suit there is not enough of it all told to make a respectable stick of stove wood, if it could be bunched into that form. Modern mahogany furniture has a thin veneering of mahogany on a body of ash, bass wood or elm, and so thin is the veneer that often it will take thirty sheets of it to make a single inch in thickness. The veneered furniture is more beautiful, more enduring and more serviceable than would be the solid goods, at least it is so claimed.

The mahogany of commerce comes from Honduras and Cuba. It does not grow as does pine in solid blocks, but the trees are scattered through the dense tropical forests and must be sought out. When found, the trees are felled in much the same manner as are other trees, and lying where they fall, they are hewn square by the native workmen. Unless the bark is removed, the logs will not dry out, and until dry the logs will not float down the streams to tide water, there to be loaded into ships for export. The logs are imported into this country chiefly by way of New Orleans and New York, and a large proportion—in fact, nearly all of them—eventually reach the veneer cutting factories. At the factory they are first steamed to soften the wood and to make it more pliable, and then, after a quick study by an expert, are either sliced or shaved, according to the nature of the log and the way the best results can be attained. The slicing process is on the same principle as sawing, except that it is done with a blade to save waste, while in shaving the log is placed in a lathe and as it revolves a knife takes off a thin peel, which, when dried and prepared, becomes the veneer of commerce. Whether sliced or shaved the veneers cut from a single log are kept together, and in this way it is possible to match up in color and figure for large panels. The veneers usually run from 16 to 32 to the inch in thickness, and sometimes are cut much thinner, even to the thinness of fine paper. The veneering process of cutting brings out the beautiful figure in the wood far better than any method of sawing could do and often converts what under the saw would be plain lumber into veritable dreams in nature's art.

The ash, basswood and elm which form the base for most of the modern furniture is also cut in veneers, but not the same care and attention are given to the work. The logs are hauled from the boiling vat into the factory, hoisted into the lathes and the veneer is peeled off in thicknesses ranging from a sixteenth to three-eighths of an inch. The logs are comparatively cheap and no attention has to be paid to figure or effects. The veneer, as it comes from the knife, is steaming hot and saturated with moisture. It is first carefully dried, and then is ready to make up into panels and other commercial forms. Many of the furniture factories are supplied with panels made to order direct from the veneer mill, but the high grade furniture factories prepare their own veneers for use.

The furniture in which veneers are used is "built up." The ordinary panel is from three to seven ply, which means that in the construction there are from three to seven distinct layers of wood, depending upon the character of goods to be made. Each layer lies across the grain of the next, and the last layer is the mahogany, which gives life to the mass. The different layers are thoroughly glued together and when the building up has been completed the panel is dried under heavy pressure. A piece of furniture thus constructed and properly finished with an outer coating of varnish will never warp, shrink, swell or check, and this is something that cannot be said of most furniture built of solid wood. The swell and O. G. fronts so often seen in bureaus and other articles for the household are built up in the same manner as the ordinary panels, but before the final drying, after the layers have been put together with the fresh glue, they are placed in a press which bends them to the desired shape and holds them there until dry, and a heavy man can jump on a swell and it will not change its shape nor break. The tensile strength of the built-up panel is much greater than that of solid wood.

Mahogany is not the only wood that is veneered. All the bird's-eye maple furniture is veneered and would be nothing else than ordinary maple if the log were run through a saw. Curly birch is all veneered and a large share of the quarter sawed oak furniture seen in the market is oak only to the depth of a small fraction of an inch.

L. G. STUART.

Welcome Platform for Some People.

The Hon. Samuel Gompers is preparing for his annual attempt to "promote a great movement for an eight-hour day." The movement and the eight-hour day are always going to make the world happy on May 1, but the movement declines to move, and the procession of the hours refuses to be disturbed. The programme of the Hon. Peach Pants, of Red Wing, Minn., is more attractive. The Hon. Peach Pants has resolved to stop working on April 1 and never to resume the habit. "My platform," he writes, "is no work and full pay for twenty-five hours a day." The Hon. Peach Pants is the founder or restorer of a great party. Twenty-five hours a day for pay and not a second for work! It is a platform which will be welcomed by the numerous persons who are not gifted with a genius for activity.

Thompsonville Wants a Steam Laundry.

Thompsonville, Feb. 12.—Our town is without a laundry of any kind. Enough work goes out of this village every week to support a small steam laundry, and if we had one located here, the amount of work could be easily increased one-half. We would like your help in calling attention to the opening in the laundry line, believing that you are in a position to assist us in securing such an addition to the business of the village.

H. A. YARGER.

In Keeping with the Weather.

"I always dress my windows as the ladies dress," said a merchant; "on sunny days with bright things, and on cloudy days with somber colors, and so on."

"Do you sell umbrellas?"

"No."

"What do you do on rainy days, then?"

"We make a display of stockings."

It was Solomon's wisdom that kept him from backing his judgment at the races.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	17
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.....	65
8 advance.....	20
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 7 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lbs. 70
Blacksmith's Solid Cast Steel Hand 30c lbs. 40&10.....	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 1/2
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	6
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
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.....	3 30
Barbed Fence, painted.....	1 85
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/2 @ 1/4.....	12 1/4
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
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x50 IX, for No. 8 Boilers, per pound.....	9
14x50 IX, for No. 9 Boilers, 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.

So double pages, registers 2,880 invoices.....\$2 00

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

SUCCESSFUL SALESMEN.

W. A. Rindge, Representing Rindge, Kalmbach, Logie & Co.

Will A. Rindge was born in Grand Rapids, July 19, 1857. His father was of English descent, while his mother, whose maiden name was Anderson, was of Scotch descent. He attended the public schools of Grand Rapids until 15 years of age, including one year in the high school, when he discontinued his school work to take a position as clerk in the retail shoe store of L. J. Rindge & Co., with whom he remained about seven years, in the meantime working up to the position of head clerk, and the last two years keeping the books and doing the collecting for the firm. He then accepted an offer from the wholesale shoe firm of Rindge, Bertsch & Co., to go on the road, taking the nearby territory, which he has covered for eighteen consecutive years, with credit to himself, with profit to his house and with satisfaction to his trade. The fact that he is stronger with his trade to-day than at any time in the past serves to show the sturdy good sense and energetic effort he has employed in exploiting his territory. He has come to be regarded in the light of a personal friend by most of his customers and his visits to his trade partake quite as much of the social as the business feature.

Ten years ago Mr. Rindge purchased the boot and shoe stock of N. J. Clark, at Ovid, which he has since conducted under the style of C. D. Sherman & Co.

Mr. Rindge was married May 10, 1887, to Miss Mary Bishop, and has two children, a girl 9 and a boy 6 years of age, respectively. The family reside at their own home at 27 Charles street. Mr. Rindge is a consistent member of the Park Congregational church; and has long been identified with the Michigan Commercial Travelers' Association of Detroit.

Mr. Rindge is one of the most unassuming men in the ranks of the fraternity. He has never engaged in a controversy with a customer, landlord or conductor; never had a serious railway accident; never had a runaway in which he did not land on top; never missed an appointment where the interests at stake were of paramount importance; never had a misunderstanding with his house; never missed an opportunity to attend church or cast the weight of his influence for good morals, good government and the general betterment of mankind; in short, Mr. Rindge is always found arrayed on the side of right thinking and right doing, being an ardent adherent of the class who believe in giving sixteen ounces to the pound, paying 100 cents on the dollar, and so conducting himself that no man need be ashamed to own him as brother.

The Grocery Market.

Sugar—The market is strong and further advances are expected. The European market is steady. The consumptive demand is about normal for this season.

Tea—The movement is a hand-to-mouth one, and not very large at that, because of the shortage of low price teas. The rulings of the Treasury Department have been such as to cut off the teas that were once sold at 12 and 13 cents, and will not permit of teas that can sell at much less than 15 to 20 cents.

Coffee—The market has been so low and the stocks of coffee in sight, and expected for the coming year are so

large, that the retailers are finally coming to think that there is no bargain even in very cheap coffees, and are buying more for immediate wants. It is very obvious, however, that the low price of coffees ruling so long has had considerable effect to increase the total consumption of coffee. This has in a measure cut in on trade in teas.

Dried Fruits—There is no change in the markets, but everything is very firm. There is no item that may be considered weak at last week's quotations. Stocks of Santa Clara prunes are reported on the Coast to be more closely cleaned up than ever before at this season of the year. Very large and very small sizes are said to be practically out of the market. The demand is good for apricots, peaches and prunes on the Coast for export. The export trade has been a larger factor this year in the West Coast market than ever before. Round lots are reported to be well cleaned up. Low grade raisins are on this market, and are something of a disturbing factor. But good raisins are as strong as ever. The California market for loose raisins is reported to be in rather better condition, after a long period of depression. The rain-damaged fruit is plentiful enough, but there is a better call for first-class fruit. There is a movement on foot in California to inaugurate a system of State inspection of raisins, which will prevent the shipment of trash out of the State, and the consequent demoralization of the raisin market.

Syrups and Molasses—On the present market basis mixed syrup should be even higher. There has been a very good enquiry for grades of sugar syrup, but none is to be had. Other grades are selling fairly. The demand for molasses is fair, and no changes in price have occurred in this market, although the primary market in New Orleans is higher.

Canned Goods—Tomatoes are still in small demand, and there has been no further decline in price, although holders are apparently firm. Corn is in light demand and without change in price. Peas are practically unchanged. Some of the Baltimore packers are sold out of certain grades, but as yet this has not affected the price. Peaches continue in light request at unchanged prices.

Fish—The demand for mackerel during the past week has been rather quiet, and the receipts large, although as yet prices show no signs of shading. The approach of Lent will probably keep the market up, and may cause an advance. Cod is selling hardly so well as usual at this season, but without change in price. Salmon is in fair request, although this is not its active season. Prices are unchanged.

Provisions—The market is strong, caused by the large foreign demand for everything. Lard is very firm and prices are not expected to go lower, although there will hardly be an advance at present. Hams are in very good demand and the supply is cleaning up as fast as cured. Picnic hams and bellies have advanced slightly during the week, and are in a particularly healthy condition.

Pope Leo, on the 60th anniversary of his priesthood, received gifts valued at \$1,200,000. Among the cash gifts sent were \$40,000 from the Duke of Norfolk, \$20,000 from the Queen Regent of Spain, \$12,500 from Kaiser Wilhelm, \$40,000 from the Austrian bishops and \$40,000 from the Hungarian primate.

Wrath is usually found in family jars.

Hides, Pelts, Furs and Wool.

The prices on hides change but little. They are firm and steady on small sales, which are closely sold up. Orders are at hand and take all that is offered. The tariff on light cuts no figure against the small supply.

Pelts are in good demand at prices seemingly higher than the wool market would warrant. Sheerlings are gradually much higher than wool pelts, being held at 40 cents each, against 10 cents last year. They are wanted for Klondike.

Furs hold well in price, while exporters chance but little, banking on coming March sales. They did not wax rich in January sales, and will not anticipate advance market for March, as anticipations are not at all times realized.

Wools are still strongly held, with a large decrease in sales. Auction sales established in New York were an apparent failure last week, giving bargains to the few purchasers. It is said buyers were kept home by the storms. Some weak spots were found in Michigan during the past ten days and small lots have moved out, while the bulk is held at full Eastern prices, with some enquiry from Western mills.

WM. T. HESS.

The February Sales.

My lady has no ears for me,
Nor has she any eyes;
Love cannot win a look from her
How hard soe'er he tries.

She who but now was happiest
When I was by her side
Now lets her thoughts away from me
Go roaming far and wide.

There's speculation in the eye
That once met mine with fond
And eager gaze. A colder page
Than Love's to-day she's conned.

Now in her mind I am the last,
Where once I was the first;
Yet I'm not jealous of the thoughts
In which she is immersed.

I'd be a fool to peak and pine
Because of things in plaids
That occupy her mind since she
Has seen the Sunday ads.

I know my lady still is mine,
Altho' Love's image pales
Before th' alluring prospect of
The February sales!

They Met Again.

The salesman reflected a moment. "Blank and I had a little experience the last trip," he remarked. "I was heading for W— as fast as I could. I met Blank, and he asked me where I was going. 'To C—,' I replied. C— was in just the opposite direction, but I was afraid Blank would beat me out if I told him. 'Which way you headed?' I asked him. 'To R—,' he answered, naming a town far removed from W—. I felt relieved, and we put in a portion of the day together. Next morning, bright and early, I made for W—. Almost the first man I met was Blank. It may have simply been a coincidence, but I'm inclined to think that somebody lied."

Luck Was Against Him.

Beck—What became of that charming little North Side widow you used to rave so much about?
Peck—Oh, she's married now.
Beck—That's too bad; but you always were unlucky with your love affairs.
Peck—Yes, decidedly so.
Beck—By the way, whom did she marry?
Peck—Me.

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—\$2,000 STOCK DRY GOODS AND clothing for 50 cents on the dollar, spot cash. Address Box 323, Cheboygan, Mich. 513

FOR SALE—CREAMERY AND CHEESE factory outfit, on easy terms; price, \$450. Whitmore & Phinney, Tawas City, Mich. 507

FOR SALE—JEWELRY STOCK AND FIXTURES in town of 3,000 inhabitants; only one other stock; good repair trade. Reason for selling, owner has too much outside business. Address S. T. R., care Michigan Tradesman. 508

FOR SALE—FEED MILL; BEST OF LOCATIONS. S. E. McKinney & Co., Royal Oak, Mich. 509

WANTED TO EXCHANGE—REAL ESTATE for a stock of goods in the Central or Southern part of Michigan. The real estate is situated in the enterprising and thriving city of Benton Harbor, a lakeport town and a live city of 7,500 inhabitants. Call or address W. L. Hogue, 146 Bronson ave., Benton Harbor, Mich. 510

WILL PAY CASH FOR STOCK OF SHOES, clothing or general merchandise worth from \$5,000 to \$25,000. Address No. 511, care Michigan Tradesman. 511

DRUG STORE AND FIXTURES FOR SALE cheap; located in a good town; part cash, balance on time, to suit the purchaser. Address J. W. Balcom, Elk Rapids, Mich. 512

FOR SALE—ALL OF THE WOOD WORKING machinery, belts, shafting, pulleys, stock carts, cabinet benches, etc., etc., in our furniture factory; also a Rhodes automatic band saw sharpener, one edger with chisel, pointed tooth saws, with extra teeth, and one set of Knight's sawmill dogs. Address the Commerce Mfg. Co., Newaygo, Mich. 514

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 Telegraph Co., fully paid up and non-assessible. 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. Schrock, Clarksville, Mich. 497

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

160 ACRES FARMING LAND TO EXCHANGE for stock millinery. Address Lock Box 40, St. Louis, Mich. 502

FOR SALE FOR CASH—STOCK OF DRY goods, boots and shoes, groceries, etc., invoicing \$40.00, 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, excel. fruit; buildings first-class. Would take as part pay \$2.50 stock of groceries or hardware. Address Lock Box 67, 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

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, 359 Crockett Ave., Grand Rapids. 488

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

TO EXCHANGE—DOUBLE FLAT HOUSE in Grand Rapids for stock of dry goods; property worth \$3,000. 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

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

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 PATENTS. Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—SALESMEN, BOTH LOCAL AND traveling, to sell our lubricating oils and greases, either as a special or side line. Salary or commission. Special inducements to hustlers. The Empire Oil Co., Cleveland, Ohio. 515

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 EXPERIENCED 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 SEVERAL years' experience would like a situation as book-keeper and general hustler. Best of references furnished. Address 481, care Michigan Tradesman. 481

Travelers' Time Tables.

CHICAGO and West Michigan R'y
Dec. 1, 1897.

Chicago.
Lv. G. Rapids..... 8:45am 1:25pm *11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am
Lv. Chicago..... 7:20am 5:15pm *11:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:25am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western.
Nov 21, 1897.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:20pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect October 3, 1897.)

Leave.	EAST.	Arrive.
† 6:45am	Saginaw, Detroit and East...	† 9:55pm
† 10:10am	... Detroit and East...	† 5:07pm
† 3:30pm	Saginaw, Detroit and East...	† 12:45pm
* 10:45pm	... Detroit, East and Canada...	* 6:35am

WEST
* 7:00am... Gd. Haven and Int. Pts... † 10:15pm
† 12:53pm Gd. Haven and Intermediate... † 3:22pm
† 5:12pm... Gd. Haven Mil. and Chi... † 10:06am
† 10:00pm... Gd. Haven and Mil...
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St

GRAND Rapids & Indiana Railway
Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... † 7:45am † 5:15pm
Trav. C'y, Petoskey & Mack... † 2:15pm † 6:35am
Cadillac... † 5:25pm † 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive
Cincinnati... † 7:10am † 8:25pm
Ft. Wayne... † 2:10pm † 2:00pm
Cincinnati... * 7:00pm * 7:25am
7:10 a. m. train has parlor car to Cincinnati
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... † 7:35am † 1:00pm † 5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm

GOING EAST.
Lv Muskegon..... † 8:10am † 11:45am † 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & L.) † 11:10pm † 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St Ignace..... 9:0am 5:20pm
Ar. Sault Ste. Marie..... 12:20pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.
Lv. Duluth..... † 6:30pm
Ar. Nestoria..... † 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette,
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Geddes Box Lid and Display Card Holder



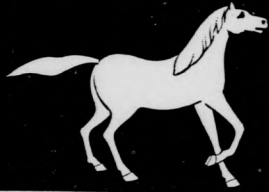
Sample dozen, with cards, to any address for 50 cents. Special prices in large quantities.

F. L. GEDDES & CO.,
KENDALLVILLE, IND.

MERCHANTS

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

WHITE HORSE BRAND



This celebrated brand of **Ready-to-Wear Men's and Boys' Clothing**

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

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$3.00 to \$10.00. Men's pants 75c to \$4.00. Complete outfit free. Write for particulars.

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



Exclusive Agency

For Kent, Allegan and Ottawa counties of the celebrated

Buffington Acetylene Gas Machine

The best and cheapest light in the world. Estimates furnished and contracts taken. Endorsed by the Board of Underwriters. The most complete and simplest in the market. Satisfaction guaranteed. Write for further information.

Sproul & McGurrin,
184 E. Fulton Street, Grand Rapids, Mich.

ENGRAVERS

BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

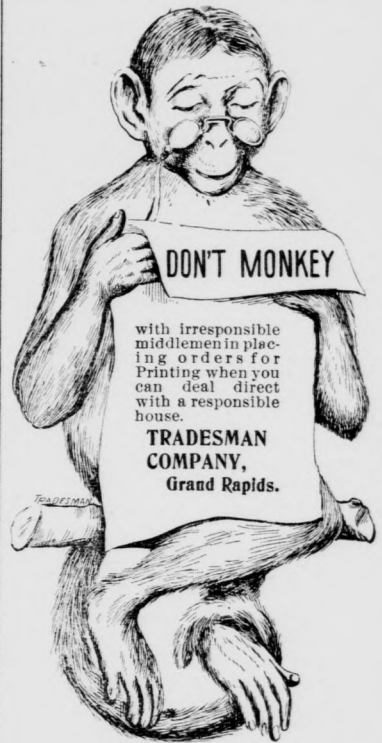
POOR ECONOMY

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.



DON'T MONKEY

with irresponsible middlemen in placing orders for Printing when you can deal direct with a responsible house.

TRADESMAN COMPANY,
Grand Rapids.

Photographs

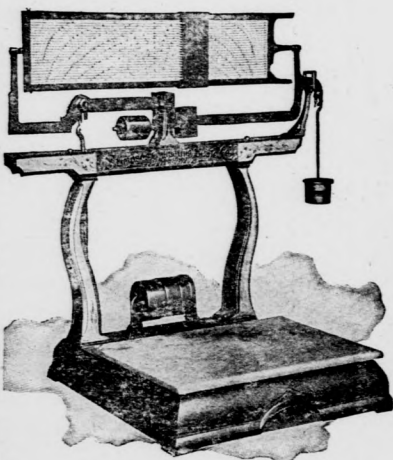
of Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice

Ashley, Mich., Jan. 6, 1898.
 STIMPSON COMPUTING SCALE Co.,
 Elkhart, Ind.

Gentlemen—After using the Stimpson Computing Scale (2) years, was persuaded into changing for a Dayton Computing Scale, and, after giving it a fair trial, am very free to say that I am only too pleased to return to my first love on the opportunity's presenting itself, and now know positively I have had all the Dayton Scales I ever wish to use as long as I can get the Stimpson at the same price.

(Signed) A. N. PALMETER.

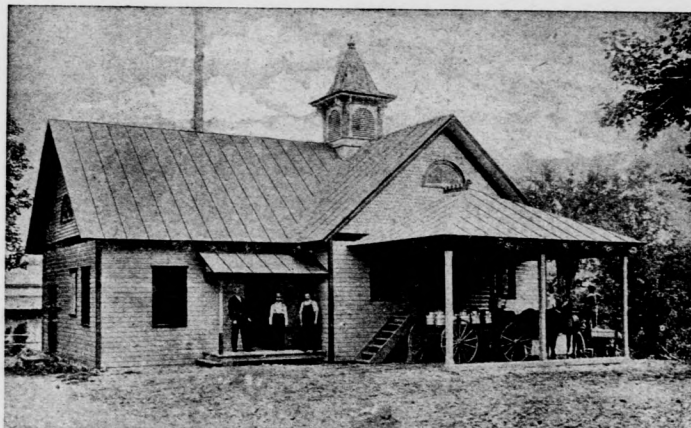


☼

**STIMPSON
 COMPUTING
 SCALE CO.,
 ELKHART, IND.**

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

Four Kinds of Goupon 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.



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.