

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 23, 1898.

Number 753

The
Largest
Receivers
of
Butter
and
Eggs
in
Philada

Special Notice

If you wish the services of the oldest, most reliable and best Commission House in Philadelphia in handling your Butter and Eggs mark your next shipments up to

W. R. Brice & Co.

Write Mr. Stowe of the Tradesman what kind of people we are.

Quick
Sales
Prompt
Returns
at
Full
Market
Values
Guaranteed

CANNED FRUITS

Owing to the shortage of fruit in our State last season, we are having an unprecedented sale on all kinds of Canned Goods.

CANNED VEGETABLES

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

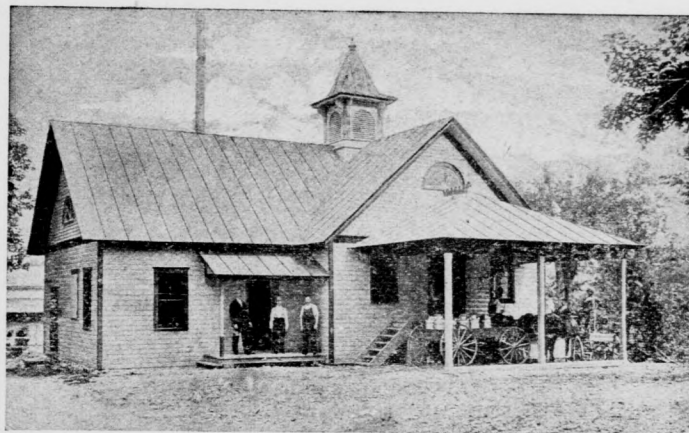
Four Kinds of Coupon Books

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.

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.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS
SOLD BY ALL JOBBERS.

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

Schoolhouse Heating

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

WEATHERLY & PULTE
GRAND RAPIDS, MICH.

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

What Success Will Do

Diamond Crystal Salt has made a name for itself—fame for itself—wherever good butter is used. The demand for it increased beyond precedent; ordinary methods of production were not sufficient to supply the requisite quantity. Increase in capacity brought decrease in cost. The benefit of this saving rightfully belongs to the thousands of butter makers who recognize the superior merits of "The Salt that's All Salt," and the price is therefore reduced as shown below:

Old Price List.		New Price List.	
BUTTER SALT.		BUTTER SALT.	
BARRELS, 280 lbs., Bulk.....	\$2 50	BARRELS, 280 lbs., Bulk.....	\$2 25
" 20 14-lb. Bags.....	3 00	" 20 14 lb. Bags.....	2 50
SACKS, 48 lbs.....	30	SACKS, 28 lbs.....	25
" 56 lbs.....	60	" 56 lbs. (Irish Linen).....	55
" 224 lbs.....	2 25	" 224 lbs.....	2 00

During the Spring, 25 Sample Bags of Butter Salt will be packed in each barrel of twenty fourteens.

IT PAYS TO USE DIAMOND CRYSTAL SALT

If you would know more about it, send your address.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

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.

THE "EUREKA"



POTATO PLANTERS

SOLE MANUFACTURERS.

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

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

DISCOUNT:
TERMS

THE "PINGREE"



POTATO PLANTERS

GREENVILLE, MICH.

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

THE "EUREKA" PATENT SEED AND FRUIT SACK

For Sale by Jobbers. Liberal Discount to Dealers.

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

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

GROCERS!—Do you know that the sale of **ENAMELINE** in America is more than Double that of any other Stove Polish on Earth?

Do you know that the sale of



Enameline

The Modern **STOVE POLISH**

in Europe is more than the entire output of any other Brand of Stove Polish in America? Such is A FACT! Why? Because the consumers and the trade demand **ENAMELINE**.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 23, 1898.

Number 753

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.....	324,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,001.00
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.

Evolution of the Caster in the Manufacture of Furniture.

Furniture that is not equipped with casters, and with casters that will not drop out, is so rarely seen now that it can hardly be said to be in the market. This, of course, refers to such furniture for the bedroom, diningroom and office as requires casters and not to the fancy bits of the cabinetmakers' ware that can be shifted from one corner to another by a child or a light-weight housemaid. Yet the furniture dealer of ten years' experience can remember a time when goods came from the factory without casters, and it is also probable that if he would he could recall the tribulations and profanity that came with the opening of the fall and spring seasons, when new goods arrived and had to be castered before being sold.

Furniture used to be shipped from the factory with legs or posts of solid wood, and, especially in the case of bedsteads, when the goods reached the dealer who was to sell them at retail, each piece had to be taken into the basement or some other convenient place and holes had to be bored with an auger for the casters. If the pieces were heavy, and often they were, this in itself was a big undertaking, consuming time and patience, and with hazard of scratching the surface in the handling and the further hazard that the auger would develop a hidden flaw in the wood and result in a big splinter coming off the post in a manner to mar its beauty beyond repair. After the hole had been bored and the furniture righted, two bits of cast iron, which together formed a sort of tube, were inserted to serve as a socket, and then the caster was put in. The socket and the caster were loose in the hole, and if the furniture was lifted a couple of inches from the floor, the whole arrangement dropped out, and this was the occasion for more tribulations and more profanity, both at the store and in the home of the man who finally purchased the goods. The caster was, in fact, as aggravating as any stovepipe, and dread of its antics was one of the detriments to house cleaning and moving. Not the least unpleasant feature about the old plan was the habit the caster and the pieces that formed the socket had of becoming separated and lost, and even if they were kept together and properly assembled there was never any assurance that the combination would work smoothly.

Furniture is now castered at the factory before it is shipped. The holes are bored during the construction and, before the goods are sent out, into the holes are pressed little metal tubes which fit so snugly that there is no danger of their dropping out. At the outer end of the tube is a flange or flare which serves to protect the end of the post from splitting and at the same time to afford a polished plate to make the caster move easily. Into the tube or socket is inserted the caster, and the caster is held in place by a spring. The caster revolves easily and smoothly in its socket and when the furniture is lifted from the floor it will not drop out, nor can it be shaken out, yet a direct

pull will remove it, and a little pressure will return it to its place.

The caster, with its spring, socket and track plate, forms one of those little domestic improvements which the world was able to get along without for many a long year, but without which it would scarcely consent to keep house now. The device is a Grand Rapids invention. Simple as it is, it was not perfected until several years of experimenting and study by a man named Fox. He showed his invention to Wilder D. Stevens, Julius Berkey, George G. Whitworth and others, and its merits were so apparent that the Grand Rapids Caster Association was organized to push it. The pushing was easier undertaken than accomplished. Furniture manufacturers conceded that it was a good thing and, if adopted, would save much time and trouble, but the trade had always taken goods unbored and uncastered and there was no particular demand for a change. The Caster Association needed a Columbus or Pizarro who would boldly leave the beaten track and strike out for new discoveries, and they found him in John Widdicomb, then manager of the Widdicomb Furniture Co. Mr. Widdicomb came to the conclusion that the new idea, if introduced, would be generally adopted, and in the spring of 1886, flying in the face of Providence and all the traditions of the craft, he sent out a circular letter to the trade that thereafter all goods from the Widdicomb factory would be castered in the new way before leaving the factory, and that there would be no exceptions to this rule, not even to the most favored customers. The casters were furnished with the goods and a small extra charge was made for them. This departure created a furore in furniture circles and at first met with much opposition, although it is not related that it cost the company any orders. The opposition quickly died away, however, and in its place sprang up an imperative demand that all castering should be done at the factory. The other manufacturers were forced to fall into line with the Widdicomb style. They did it slowly and reluctantly at first, but had to come to it at last, and factory castering has become universal. Goods could scarcely be sold now if offered in the old way, to be bored after reaching the retail dealer and fitted with casters that dropped out. The cost of the casters is now figured in with the other expenses of production, instead of having an extra charge tacked on.

Wearing Heavy Shoes.

A number of New York girls who were continually trying different walking shoes, with the hope of getting something which was just right, think they have succeeded at last. The idea they hit upon is this: Instead of purchasing ladies' shoes, they got boys' stout calf shoes. While New York women are striving after the practical in walking boots, shoes for indoor wear have higher heels than ever. Black slippers are worn adorned with silver buckles. Whenever possible, these buckles bear the monogram of the owner.

Americanizing Our Neighbors.

The news appears to be confirmed that John Jacob Astor, Dr. Webb, Mr. Depew and a few other millionaires have about purchased the Republic of Honduras, and we may therefore look for some interesting developments in that quarter before any great length of time has transpired.

To render the capital safe which these men are putting into schemes in that country, a large American population will be necessary. Revolutions are common down that way and some bold chief might at any time overturn the government and either confiscate or jeopardize the American investments. The presence of an American population capable of holding its own against the native element would insure order and security. This is probably the impelling motive, therefore, in the preparations for great colonization schemes which the syndicate is perfecting. Having control of the revenues, the railroads and telegraphs and backed up by ten or twenty thousand Americans, the American investors would be able to do as they pleased.

It looks like the actual purchase of a country—a somewhat more genteel plan of buccaneering than that adopted at Hawaii. But we shall likely hear of annexation soon if the syndicate's purposes are realized.

Are we gradually moving on to the accomplishment of our manifest destiny, which is to plant the American flag over all the territory of North America? Cuba is coming, Mexico is being Americanized, now Honduras is being bought, the Nicaragua canal would eventually mean Nicaragua as United States territory and Canada is among the probabilities as a part of the Great Republic!

What a nation it would be, embracing British America, the present United States, Mexico, Central America and the West Indies! All under the American flag, with law and order and development in all parts of it, deepened and strongly fortified harbors, a large navy to protect its commerce, and the English language, laws and literature everywhere overwhelmingly in the ascendant!

And who can say that this is a mere dream of the imagination? Who can say that the tendencies and events of the hour do not portend the consummation of such a destiny within the lifetime of those now living?

Our foreign fertilizer trade is worth \$5,000,000 a year, and it has grown very rapidly within comparatively few years. The largest buyers of American fertilizers are Germany, \$2,000,000 annually; United Kingdom, \$1,000,000; other European countries, \$1,300,000. Some is sent to Australia, Asia, Canada and the West Indies.

Exports of American carpets did not increase in quantity last year, although the value of the shipments was slightly higher than in 1896. This would indicate that a better grade of carpets is being shipped abroad.

Does the advertiser make a slip of the tongue, when he talks about having a lot of shoes, odd sizes, "on his hands?"

Dry Goods

The Dry Goods Market.

Staple Cottons—The general tone of the market has strengthened and one or two advances have been reported, due to curtailment of production, and to the upward trend of the raw material. The greatest improvement so far noted is in heavy brown goods, sheetings, drills, etc. Brown shabazs have also felt the trend of a stiffer market and show an improved demand and the same is reported for ducks. It is more than likely that the end of this week and the first of next will show more change in prices, and holders showing a still firmer front.

Prints and Gingham—It is hardly unreasonable to look for still further stiffening in the prices of graycloths and a corresponding steadiness on the part of printers. There is little probability of any advances being scored on fancy calicoes this season, whatever course the market may take on more staple lines. In the latter business the aggregate is fair, but some lines are selling more freely than others. This improved demand applies more particularly to shirting prints, and results during the past week have gone ahead of sellers' expectations, particularly in the wide shirtings of the percale order. In indigo blues the week's business has shown no special feature, while much the same may be said of turkey reds, black and white and grays, and in staples and solids trade has ruled slow and featureless. Buyers of staple gingham have not operated with any degree of freedom, but the demand, although quiet, has been steady, with prices well maintained. In low and medium grade dress gingham business has been moderate, with the fine grade goods in good, steady request, all of which have sold better for the present spring season than for several seasons past, and prices are steady.

Dress Goods—The re-order demand for dress goods is not as gratifying as it might be. Buyers, under the slightest pretense, are canceling orders and are seeking various methods to annul their early contracts, which is disheartening to the sellers. The spring season, as a dress goods season, is always more or less light, and this condition, with the tendency of the demand toward high novelties, makes the buyers' position a difficult one. Under such conditions buyers are bound to make mistakes, and instead of accepting the responsibility of these, are, as stated in the foregoing, trying to protect themselves by resorting to cancellations. This has naturally resulted in a more or less irregular market and on a number of lines prices are not over-steady.

Hosiery—The market in hosiery has been delayed somewhat by the fear of delayed deliveries, which has been aroused in buyers. It is a fact that many fancy goods have been sold for spring to jobbers, and have not been delivered, nor is delivery in sight yet, in many instances. This cannot but delay business, and hold back sales of fall goods, and it is most culpable on the part of those with whom the fault lies that such should be the case. Business in cotton hosiery is very quiet now, anyhow, and such as is being transacted is mostly in ladies.

Carpets—The situation among carpet manufacturers continues to show more or less irregularity in that some manufacturers have sufficient orders booked to keep their machinery well

employed, while others are doing comparatively little. Those producing the low grade goods apparently show the best results and in some instances the low grade manufacturers are forced to run overtime to meet maturing contracts. One of the most gratifying features of the situation is the improved distribution among consumers. Both jobbers and retailers are able to report good results, and it is only a question of time when this will reflect upon the primary market. Prices realized, however, are not all that could be desired, but as the demands from the chief distributing centers show an expansion, this will be speedily corrected. A good demand for all lines of low priced carpeting has been in progress, but prices were much lower than the expectations indulged in by manufacturers at the beginning of the season. The present weakness is chiefly due to manufacturers who were carrying old stocks of raw material and yarns, basing prices on their original cost and not on their current value. Until these stocks are cleaned up the price situation will continue more or less irregular. In the narrow or three-quarter goods, those producing the lower grades are in a position to show the best results. Tapestries and low-grade velvets attract considerable attention from producers and consumers alike, and this branch is undoubtedly the most active of the better goods. Manufacturers of Brussels, Wiltons, etc., are doing more business than of late, but most of the mills are still running on reduced time.

The Man Who Succeeds.

Quiet Observer in Brains.

I saw two men playing billiards. One played to attract the attention of the spectators. The other made no fancy shots, but pulled out every count in sight. The latter won the game.

I witnessed a game of football. One fellow on the losing team was a gallus chap. He waved his hands gracefully. When his team was applauded he bowed and saluted the grandstand. At the end of the game I heard the manager of the team say that they would have won but for the poor playing of this gallus chap.

I know a handsome salesman who attracts many girls to the store. They love to stand and talk with him, he is "so witty." They stand and listen and giggle. The proprietor tells me he is the poorest salesman in the store.

I know an advertisement writer who gets many compliments for the brilliant sentences and the witty verses in his advertisements. His employer tells me he is looking for an advertisement writer who will convince readers and bring business.

I notice wherever I go that the fellow who is bent on attracting the most attention to himself is not the fellow who succeeds.

I notice that the fellow who has wood to saw and saws it is always in demand.

He Knew His Worth.

An English general, in reviewing a corps of cavalry, stopped before a splendid-looking young fellow, and asked abruptly: "Which is the best horse in the regiment?" "No, sir." "What makes you think it is the best horse?" "He walks, trots and gallops well; is a good jumper, has no vice, no bluntness, carries his head well, is in his prime." "And who is the best soldier in the regiment?" "Tom Jones, sir." "Why?" "Because he is an honorable man, is obedient, tidy, takes good care of his equipment and horse, and does his duty well." "And who is the rider of the best horse?" "Tom Jones, sir." "And who is Tom Jones?" "I am, sir." The general could not help laughing. He gave a sovereign to his informant, who received it without making a muscle.

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.

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.

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.

Woman's World

The Man We Didn't Marry

That the mind of woman moves in a mysterious way its wonders to perform has long been recognized by the thinking few who have attempted to follow it in its flight, but the fact has recently had a curious illustration in a divorce case that has come up in a Texas court. A woman who had been married to a man for thirty-eight years, and who had, as far as her husband or friends knew, been reasonably happy and content, suddenly left him. She gave as her reason for going that before she was married she had been in love with a young man who had died and that the longer she lived with her husband the more convinced she became that she preferred the man she didn't marry, and so she packed up her things and left.

It is not to be supposed that a mere man can follow the intricate chain of this kind of unreasoning, but every married woman will know just how it is. For no matter how good and kind a husband we may have, there are still times and seasons of domestic stress when we all secretly regret the man we didn't marry. There may be many good reasons why we didn't marry him. Sometimes he didn't ask us to; sometimes there wasn't any other man at all; sometimes we had a hard-headed father who used good, old-fashioned coercion to keep us from wrecking our lives by making an idiotic match; occasionally we had a gleam of common sense ourselves in time to prevent our making a fool of ourselves by marrying the other fellow. It doesn't matter. In the mellow haze of distance he looms up with charms he never possessed, and attractions that were not his due. He is the Carcassonne of human beings.

In all good truth, the man we didn't marry isn't a man at all. He is a dream, a figurehead, that stands for a woman's ideal of what a perfect husband ought to be and generally isn't. He is the John we married with a halo and without "ways," a masculine angel in a dress suit, with a temper that is never ruffled when dinner is late or the bills beyond reason. He is always and invariably unparalleled perfection, the man we didn't marry.

Of course, we are not saying a word against the man we did marry. Dear John is the best fellow on earth, and if it were to come down to a plain business proposition we wouldn't trade him off for any man alive. Still there's no denying that he is trying at times and it is then that we take a melancholy satisfaction in thinking how different life might have been had we only married the man we didn't.

For one thing we are sure the other one would have understood us. He would have known we were a profound and inscrutable mystery. John didn't. It has never occurred to him that we have vague yearnings after the whatness of the what and the intangible generally, that we memorize poetry and in the secrecy of our own apartments have recited scenes from Macbeth that made the cat howl and run under the bed. John is strictly practical and absorbed in business and there wouldn't be the slightest use in trying to explain a yearn to him. He would look up from his paper and say, "Eh, what? Heavens and earth. Mary, can't you let a man read the market report in peace? Say, I made a good deal to-day; if you want

a new frock, go down and get it." And we sigh patiently and smile a sweet, sad smile, as one who must endure these things and think that the man we didn't marry would have understood our soul longings. Then we reflect that better is a good income and plenty than poverty and comprehension, and there isn't a bit of disloyalty to John in our hearts as we go down to get the new frock.

Another advantage that the man we didn't marry has is that we can always picture him as being wildly, frantically in love with us. Not in the prosaic fashion of John, who, having once declared his unalterable affection for us, and having married us to prove it, has never felt it necessary to mention the temperature of his devotion since. Perhaps he thinks in his dull, blundering man fashion that his patient, unremitting toil, day after day, to make us comfortable is a good deal better evidence of his love than any flowery speeches, but that doesn't satisfy a woman. Her idea of a perfectly undying love is somebody who will pay her compliments at the breakfast table when her hair is done up in curl papers. Let a man do that and she will let him starve her, and neglect her, and still congratulate herself upon having made a good match. Words are always the main thing with her.

Of course, the man we didn't marry never would have gone out at nights. He would never have wearied of our companionship and longed for the society of his own sex. On the contrary, he would have adored pink teas and parties, and there would never have been any struggle to get him into his dress suit and out to receptions, where he stood around with the expression of an early Christian martyr, like John does when we drag him out into society, and that makes us wish to goodness that we had left him at home to drowse over pipe and paper in his own library. The man we didn't marry would have shown in society. He had the happy knack of saying the right thing in the right place and of paying the loveliest compliments. We still recall regretfully the things he said about our eyes. Yes, but he said the same things to other women, too, and, um, perhaps it is just as comfortable in the long run to be married to a man whose tongue is not too adept and who has not had too much experience in fine speeches. Not so exciting, but safer and more peaceable.

The man we didn't marry would have been very considerate. Of course, John has his worries and bothers and we sympathize with him, but sometimes we like to think that that imaginary other man would have occasionally remembered that we have troubles of our own, too, and that it is a bit unfair for him to make home a dumping ground for all his vexations. If he snaps us up the minute we try to make a remark, if he scolds the children, or kicks the cat, we know that something has gone wrong at the store or office and that in vulgar parlance he is taking it out on his defenseless family. Now and then it strikes us as being a distinctly cowardly thing to do, and we wonder if the man we didn't marry would have done it.

Then the man we didn't marry wouldn't have believed that there is one financial policy for a woman, and another for a man. He would know that no woman can work the miracle business now and keep house and buy food

and clothing for him and his children without money. He wouldn't think that she enjoyed asking anybody for money and that she had a keen enough sense of wit to be amused by his sarcastic references to her bargains. Sometimes he would try to put himself in her place, and try to realize how he should like to have to cajole and scheme and beg for every cent he had or how he would enjoy working for an employer to whom he gave long, weary days of labor and nights of anxiety and who never even gave him a word of praise or thanks. Many a heart-hungry woman has thought that the man she didn't marry would have made the thorny path of life sweet with blossoming roses of love and appreciation.

Just what the man we didn't marry would have done, only goodness knows. We don't, but we know what he wouldn't have done.

He wouldn't have smoked in the parlor after we had spent hours fixing him up a snuggery, just like the ones described in the papers, and had spent our money buying him cigar that we picked out ourselves.

He wouldn't be an amateur cook and always be telling us how he made coffee and broiled a steak when he was camping.

He wouldn't always be wondering why we couldn't keep a servant, while he had the same clerks and book-keepers year after year.

He wouldn't say "that's just like a woman," when anything went wrong. He would reflect that even the masculine mind occasionally falls into error.

He wouldn't wonder why a woman never can be on time for anything when we have to keep him waiting five minutes to start to the opera. He would recall that if he had had to find his own clothes and collar and cuffs and tie, and handkerchief he never would get there at all.

He would never, never say, "I told you so," when we appear at dinner on bargain Monday with a nervous headache.

He wouldn't think that a woman never needs any relaxation or amusement, and if it is necessary he would occasionally stay at home with a colicky baby and give her a night off at the theater.

In short, the man we didn't marry is the ideal of our domestic dreams. We know there is no such person. We are not looking for him, and probably wouldn't like him if we had him, half as well as we do our faulty, human John that we love because we have so much to forgive him. The man we didn't

marry is merely a consoling romance, a mirage in the desert of life. Nothing more, but even so, a comfort and a stay. And nobody but a woman need try to understand that, either.

DOROTHY DIX.

The demand for better grades of goods in many lines is the forerunner of more satisfactory prices.

Very many men who know how to make money do not know how to spend it.

MERCHANTS

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

WHITE HORSE BRAND



This celebrated brand of

Ready-to-Wear

Men's and Boys' Clothing

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

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$2.00 to \$10.00. Men's pants 75c to \$4.00. Complete outfit free. Write for particulars.

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

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mfr., DETROIT, 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.

Around the State

Movements of Merchants.

Eagle—H. P. French has removed his stock of drugs to Mulliken.

Vassar—Lyon & Co. have sold their hardware stock to R. F. Squires.

Kingston—W. M. Dixon & Co. succeed Buffum & Dixon in general trade.

Ann Arbor—Mrs. F. J. Richardson will open millinery parlors here March 1.

Kent City—D. McInnis has sold his meat market and grocery stock to B. Van Sycle.

Saginaw—H. E. Borden succeeds Borden & Neiderstadt in the wholesale fruit business.

Sherwood—W. H. Barrett is closing out his hardware stock and will return to Union City.

Edmore—P. Sparks and E. Van Auken have purchased the meat market of A. E. Ackley.

Lake City—J. H. Gray has sold his grocery stock to Ardis Bros., continuing the harness business.

St. Louis—Mrs. M. Schuyler has removed her millinery stock from St. Charles to this place.

Carson City—J. D. Van Sickle, and F. Reasoner will open a grocery store on Main street March 1.

Bellaire—A. L. White has opened a jewelry and watchmaking shop in the drug store of A. B. Wooton.

Sault Ste. Marie—E. J. Martyn succeeds M. (Mrs. E. J.) Martyn in the clothing and boot and shoe business.

Portland—A. W. Nisbet has sold his jewelry stock to John Campbell and his furnishing goods stock to M. J. Dehn.

Leonidas—Daymon & Longnecker have removed their grocery stock into the Baldwin block and added a line of dry goods.

Mount Clemens—Ameis, Gerlach & Houghton succeed Armeis & Gerlach in the wagon and agricultural implement business.

White Cloud—H. S. Rauch continues the flour and feed mill business formerly conducted under the style of H. S. Rauch & Bro.

Schoolcraft—Frank Follmer will embark in the implement business March 1, also handling carriages, bicycles and sewing machines.

Jackson—The hardware firm of Tray & Fitzsimmons has been dissolved, Wm. Tray having purchased the interest of his partner.

Bellaire—Meyer & Flanelly, of Alden, have leased a building at this place and will embark in the hardware business in about four weeks.

Thompsonville—Will Tuxbury has sold his grocery stock to D. E. Slawson, whose store building and general stock were recently burned.

Ypsilanti—George Harris will withdraw from the grocery firm of Harris Bros. & Co. May 1 and embark in the merchandise brokerage business in Detroit.

Albion—Dr. I. C. Foster has been elected President of the First National Bank in place of Dr. W. O'Donoghue. Seth Hyney has been elected Assistant Cashier.

Ovid—The copartnership existing between Ables & Hathaway, grocers at this place, has been dissolved. The business will be continued by W. J. Hathaway.

Eaton Rapids—M. P. Bromeling has purchased the interest of Mrs. Geo. C. Pettit, in the hardware firm of Pettit, Minnie & Co. The firm name will hereafter be Minnie & Bromeling.

Holly—The grocery stock owned by Johnson & Wheeler, of Detroit, which Sydney Dulmage has been closing out, has been sold to J. W. Mothersill and will be moved to the latter's store.

Vassar—Laura M. Gage continues the general merchandise business formerly conducted by M. L. Gage. She has also purchased the dry goods stock of Charlotte M. (Mrs. J. M.) Jones.

Ionia—H. R. Bills, of Big Rapids, has purchased the furniture and equipment of the City hotel and bakery and will embark in the bakery, confectionery and ice cream business March 1.

Sutton's Bay—John Walter has purchased the interest of Q. E. Boughey, in the firm of Boughey & Litney, agricultural implement dealers, and the firm will hereafter be known as Walter & Litney.

Manistique—Prof. N. Larson and Gus and Axel Ekstrom have rented a store building and will embark in the musical goods and bicycle business March 1, Prof. Larson having charge of the musical instruments and Ekstrom Bros. the bicycles.

Manon—Chas. H. Bostick, druggist, will shortly erect a brick block on the site of his present location. The building will be of pressed brick and equipped with all of the modern improvements.

Fremont—The copartnership existing between P. F. Dykema and F. E. Holt, under the style of Dykema & Holt, has been dissolved. Mr. Holt will continue the general merchandise business and P. F. Dykema has taken a position as clerk for Darling & Smith.

Manufacturing Matters.

Overisel—The Overisel Creamery Co. has declared a dividend of 22 per cent.

Detroit—The Gem Paper Package Co. has changed its name to the Gem Fibre Package Co.

Bay City—C. B. Chatfield & Co. will be succeeded March 1 by Hine & Chatfield in the flouring mill business.

Quinnesec—The Quinnesec Falls Co. is succeeded by the Kimberly & Clark Co. in the manufacture of pulp wood.

Detroit—The Merz Capsule Co. has amended its articles of association to allow of the increase of its capital stock from \$10,000 to \$50,000.

Nashville—Hire & Moore, cigar manufacturers, have dissolved, Wm. Hire retiring. Wesley Moore will continue the business in his own name.

Cheboygan—The annual meeting of the stockholders of the Cheboygan River Boom Company was held last week and a dividend of \$2 a share was declared.

Owosso—The Johnson Baking Co.'s plant has passed into the hands of the National Biscuit Company and will probably be dismantled in the near future.

Sault Ste. Marie—Peck & Johnson have sold their entire cut of pine for the coming season to Chesbrough Bros., of Bay City, the consideration being \$45,000.

Buchanan—The cutlery works at this place, which employs 75 men, is said to be dissatisfied with the taxes levied upon it and to be looking for another location.

Muskegon—James Mulder has resigned his position as head salesman for J. Riordan & Co. and taken the position of traveling salesman for John Milloy, of Chicago, dealer in linings, and Geo. W. Hoyt, of Chicago, manufacturer of skirts and a dry goods commission merchant. Mr. Mulder will continue to make his home in Muskegon.

Saginaw—It is understood that the sawmill of Green, Ring & Co., which did not turn a wheel last season, will be operated to its full capacity the coming summer.

Cadillac—Geo. Engel is now sole owner of the Engel Lumber Co., having recently purchased the interests of his partners, David Wolf, of Grand Rapids, and Benj. Wolf, of Evart.

Lewiston—Owing to the extreme cold weather recently the Michaelson & Hanson Lumber Co.'s plant suspended operations for a short time, the first instance of the kind since the plant was erected.

Pontiac—The Pontiac Novelty Co. has been organized at this place, with a capital stock of \$1,000, for the manufacture of a patent door mat. E. F. Pearson is President and E. M. Weatherhead is Secretary of the new corporation.

Au Gres—Charles Selle, the lumberman, absconded last week, leaving many creditors to mourn. He gave several chattel mortgages before his departure. He was operating a logging camp near Twining, and left his men in the lurch without their pay.

Saginaw—A plant for the manufacture of salt barrel heading has been established on the premises of the Brewer Lumber Co. for the purpose of supplying the United Salt Company, of Cleveland. It has a capacity for turning out 4,000 sets of heading and upward daily.

Ontonagon—Joseph Simansky, of Menominee, and Louis Le Vegne, of Pori, will organize a company and erect a large shingle mill at this place, the citizens having offered them a free site for their plant. They expect to have a mill with a capacity of over 100,000 shingles a day in readiness to run this coming spring.

Manistee—John C. Nessen has bought the steam barge Charles Rietz and the barge John Mark, of the North Branch Lumber Co., Chicago. These boats were employed for many years to carry the lumber from Manistee to Chicago manufactured by the Rietz Brothers, but have fallen into disuse since the Rietz pine was cut out.

Ionia—The Williams Manufacturing Co., engaged in the planing mill, sash, door and blind manufacturing business, has dissolved, Gregg Williams having purchased the interest of his partner, John Robinson, and will continue the business in his own name, Mr. Robinson remaining with the establishment in the capacity of foreman.

Acetylene Gas, the New Light.

Furniture City Electric Co., Agents, Michigan Trust Building, Grand Rapids. Telephones, electric light plants, everything electrical.

The Tradesman is informed by Edward L. Walbridge that the properties turned over to him by the United States Court in satisfaction of the claims of the creditors of Frank J. Lamb and Chester A. Lamb have passed out of his hands entirely, all the real estate having been lost through foreclosure, the equities therein not being sufficient to warrant him in making any effort to stay foreclosure proceedings.

A. Grinkema will shortly embark in the grocery business at the corner of East and Thomas streets. The Ball-Barnhart-Putman Co. has the order for the stock.

The A. J. Brown Seed Co. has issued a handsome seed catalogue with a beautiful pale green cover in olive green and gold bronze.

Port Huron Grocers and Butchers in Line.

Port Huron, Feb. 22—Forty-three retail grocers met at the common council rooms Monday evening and organized the Port Huron Grocers and Butchers' Association.

A. H. Nern was called upon to preside and L. W. Hudson was chosen Secretary of the meeting.

Charles Wellman made a motion that an Association be organized in Port Huron for the mutual protection of its members against fraud and imposition in the purchase and sale of goods, and other matters incident thereto, and the giving of credit to customers. The motion was adopted.

It was voted that the butchers of the city be invited to join the Association.

The following permanent officers were elected:

President—Chas. Wellman.
Vice-President—A. H. Nern.
Secretary—J. T. Percival.
Treasurer—W. D. Smith.

Executive Committee—Albert Dixon, Henry McMorran, G. E. Parker, W. D. Smith, Robert Cannally, Wm. Canham, Ernest Akers.

Chas. Wellman, D. C. McNutt and W. D. Brown were appointed a committee to urge the formation of a clerks' and salesmen's association in the city to co-operate with the work of the Association.

It was voted that an assessment of \$1 be collected from every member of the Association.

About thirty of the firms represented at the meeting paid the required membership fee. H. T. PERCIVAL, Sec'y.

Final Outcome of the Stimson Estate.

From the Northwestern Lumberman.
The people of Los Angeles, Cal., were somewhat surprised when they discovered that the estate of the late T. D. Stimson figured up only \$1,300,000. They had supposed his wealth amounted to from \$3,000,000 to \$5,000,000. The estates of the majority of rich people are usually overestimated. Properties are put together and a value placed on them that could not possibly be realized if an attempt were made to convert them into cash. The disappointment of the Los Angeles people about Mr. Stimson's property would be duplicated in nearly every case in which actual valuation of a rich man's estate should be compared with the popular estimation of it. In the case of Mr. Stimson's estate it is explained that he, from time to time, and in varying sums, gave away, during several years previous to his death, \$2,700,000. He gave his wife the fine family residence in Los Angeles, and otherwise provided for her support. He fitted out his sons in a business way. Part of his estate went to purchase 40,000 acres of Washington and Oregon timber land, and part to build the mills at Seattle run by his sons. He provided liberally for a daughter in Chicago. It is claimed that a few years ago his estate was worth at least \$4,000,000. Having provided for the different members of his family, in advance, if he had \$1,300,000 left, he did very well. Besides, it should be taken into account that property has greatly shrunken in value within a few years.

Injuring the Reputation of Michigan.

Carson City, Feb. 23—I note that the Eastern markets are getting to be more particular every year as to the size of eggs and that many of the largest buyers frequently complain about Michigan eggs being stale and not holding up to the standard. Our eggs once took the lead in the New York market, but in the past few years we have lost our prestige, all because everybody wants to speculate. The farmer says, I will hold my eggs a week or two and see if the market won't go up a little; the merchant holds them a week or two; the shipper holds them a week or two, and it takes a week to get them to the market; so they are from four to six weeks old before they get to the consumer and they have lost their fine fresh flavor and must go for 1¢ to 2¢ less per dozen and sometimes 5¢ less.
E. B. HUNTOON.

Grand Rapids Gossip

The Grocery Market.

Sugar—The market is strong and a higher range of values is confidently anticipated. The demand for refined sugar is only fair, but from this time on it will continue to improve. January and February are the two duldest months of the year for the sugar trade. The European raw market and the domestic raw market have both been well maintained during the week.

Tea—Holders are still very firm in their ideas and it is impossible to secure any concessions whatever. No advance is expected in the near future. There is some evidence of the development of a speculative tendency, and if this is genuine, undoubtedly it will have the effect of advancing prices, probably along the whole line.

Coffee—The general condition of the market is about as hitherto reported, the supply of Brazils being so great as to forbid much strength in the market. The outlook for the coming crop is that the supply will be as great during the coming crop year as it was during the year past.

Rice—Foreign Japan is holding up exceedingly well to its high prices, and some domestic Japan rice is coming in to take its place at lower figures. The movement of rice is normal, and prices are above the average.

Canned Goods—Interest seems to be centering around tomatoes again and prices on these have advanced about 2½c per dozen. This is due entirely to the much better demand which has developed during the last few days. The market seems likely to advance a little further. Corn is very dull and there is very little enquiry for it. Prices are still held firm. Peas are dull at unchanged prices. Peaches are also very quiet, with no changes to report, and none likely.

Dried Fruits—Dates are in better supply and for this reason the market is easier. This is about the only item in dried fruits that is easy, except it be second crop raisins. These are in good supply, but are not moving well. Reports from the Coast show that rain-damaged goods are the only stocks there that are dragging. Figs are a trifle firmer, but are very cheap still. Reports from Eastern ports show that thus far this season the receipts of Smyrna figs have aggregated 30,000 bags and 13,600 cases, as against 27,000 bags and 18,000 cases a year ago. The cost of figs is ½c per pound more than a year ago, because of the Dingley tariff. Reports from the Pacific Coast show that the prune market is very strong, and that the movement of this crop has been unusually good. Not only have prunes been exported in unusually large quantities, but other fruits also have been in good demand from across the sea.

Fish—The pre-Lenten demand for mackerel has not yet set in, and dealers are not expecting much of a boom. If anything, buyers seem more anxious for concessions than they have been, although it is probable that none have been secured as yet. Cod is not very active, although better than it has been. Prices are unchanged. Lake fish is in good demand at an advance of 25c per half barrel. Sardines have reached \$3 in first hands, as prophesied, and the demand is quiet. Salmon are in better enquiry, but have not advanced, and are not expected to soon.

Syrups and Molasses—Medium grades

of syrups are stiffer, as the supply of these is all cleaned up in first hands. Molasses is in good demand, and although the market is up from 2@4c in New Orleans this has not yet reached this city.

Provisions—The export trade seems to be preventing any dulness in the market and any lower prices. Lard is especially active, and prices have been advanced on pure during the week ¼c, and on compound ¼c. The latter has advanced purely out of sympathy with the pure product.

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—The weather now permitting of a larger movement of bananas the market is easier, and quotations on fancy fruit are 25c lower than last figures given.

Beets—25c per bu.

Butter—Factory creamery is steady at 19@20c. Dairy is scarcer and higher, on account of the stormy weather, which has prevented the movement of stock from the producer to the consumer. Fancy dairy is held to-day at 15c and choice at 13@14c.

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

Carrots—30c per bu.

Celery—Choice stock is held at 25c per bunch.

Eggs—Receipts have dropped off to that extent that there is a temporary scarcity, in consequence of which the price has advanced to 15c per doz. The price is likely to go down rapidly as soon as a few sunny day aid the farmers to break the roads, so as to get their supplies to market.

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

Lemons—There is but a light movement, yet a normal one for this season of the year. The Messina lemons promise to form a small part of the stock handled here this season. California stock is of fine quality, and is given the preference.

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 market is well supplied with California fruit, this point getting its share of the receipts from the Coast. The movement is good, but the market on seedlings and Mexicans is off about 25c per box. Navels hold their strength.

Potatoes—The market is still stronger and higher than a week ago, due to the increased demand from consuming and distributing markets and also to the temporary interruption to marketing the crop by the storms. Local dealers pay 60c and as high as 63c has been paid at some of the buying points north of the city. Michigan is compelled to find an outlet almost altogether in the East—especially in New England—on account of the discrimination against Michigan shippers to Southern points in favor of Western shippers.

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

Geo. Morse (Morse department store) packed his grip a couple of weeks ago and started for Florida. His departure was a sudden one, being precipitated by an "incident" which happened in the store one day between Mrs. Morse and an employee of the millinery department, who is no longer behind the counter of that establishment.

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. J. P. VISNER.

BANK NOTES.

Compensation of Directors—Salaries of Some Officers.

The banks in this city are becoming metropolitan in one respect, although the metropolitan air has not yet become general. They are beginning to allow compensation to the directors for attending board meetings. In the larger cities, when the directors of a bank assemble, each finds on the table at the place assigned him from \$2 to \$5, as the rate may be. Promptly at the appointed hour for holding the meeting, a clerk comes into the room and gathers up all the unclaimed money left on the table. If a member of the board comes in late or does not come at all, he gets no compensation. This system insures promptness in attending the meetings and also goes far toward eliminating the difficulty of getting quorums. In this city bank directors have given their time and services and assumed the responsibilities of their offices chiefly for the glory there has been in it, but a more rational and just system is developing and, in time, it is probable the directors of banks will not be asked to work for nothing, any more than free service would be expected from the bank clerks and cashiers. The directors of the Kent Savings Bank each receive \$5 for attending meetings of the board, but the per diem, of course, does not extend to those of the board who serve in an executive capacity at regular annual salaries. The Fourth National allows each director \$2 for attending board meetings, and one member of the board, acting with Cashier Anderson as the discount committee, receives a per diem of \$2 for his services. The three members of the discount committee of the Grand Rapids National Bank receive \$2 each for each committee meeting they attend, usually twice a week, but the other members of the board serve for glory. The same system prevails in the Old National Bank. The Michigan Trust Company pays the members of its executive committee \$2 each for the meetings they attend. The directors of the other banks receive no compensation, although it is obviously unjust to expect men of affairs and men whose time is valuable to give their time and services and best judgment to the management of a business in which their personal interest is but a small proportion of the whole. That the directors are not paid is a survival of the early day when the town was smaller, with banks fewer in number and the distinction of being a bank director greater than at the present time.

In most corporations, manufacturing and commercial, the directors either have large financial interests in the enterprise or are engaged with it in an executive capacity and receive regular salaries. Comparatively few corporations in the city pay their directors for attending meetings, but some of them do. The Grand Rapids Fire Insurance Co. pays its directors for attending the monthly meetings, and the Grand Rapids Gaslight Co. gives up \$15 to each director who is present at the board meetings. It is related of the insurance company that, before the system of paying the directors was adopted, it was difficult to get a quorum together to attend the meetings and that the telephone, personal persuasion and special messengers had to be resorted to at times to get the members in. It is also related that this difficulty does not now

exist and that, although the compensation is only \$5 a meeting, the members are as prompt as the clock in gathering, even the out-of-town members showing up with great regularity and on time.

* * *

The banks in this city do not pay high salaries to their executive officers and cashiers. The highest salary paid is said to be \$6,000 a year, two of the city bankers receiving this amount. One of the cashiers receives a salary of \$5,000 a year, an increase from \$4,000 last year. The other salaries run from \$3,500 to \$2,500, and some of the cashiers are paid even less. Outside of banking circles, high salaries are exceptional rather than the rule, and even a \$5,000 a year man is not often met with. Men with incomes of \$5,000 are not scarce, but salaries of that figure are far from common. The extreme salary limit in this city is said to be \$10,000 and a railroad man is understood to be this happy man. The \$25,000 and \$50,000 a year man is not known in Grand Rapids.

* * *

The Peoples Savings Bank has during the past year been getting out of the commercial business as much as possible and is confining itself to a purely investment business, putting its money into mortgages and bonds. The Bank's last statement, published in December, showed that its loans and discounts were \$234,361.40 and its bonds and mortgages \$554,792.46, and its next statement will, it is understood, show a still greater preponderance of securities over loans and discounts. In doing a purely investment business the officers of the bank are on "easy street." They do not have to worry about ground floor preferences in trust mortgages and past due paper does not cause them anxiety or loss of sleep. Their hardest work is to clip coupons, and they hire a clerk to do that for them. The interest rates are not so high on bonds and mortgages as on commercial paper, but the wear and tear on the nerves is less and the risks of loss are reduced to a minimum.

Hides, Pelts, Furs, Tallow and Wool.

While the home hide market is so small in value, it cuts no figure in any changes. The general market shows a weakness and slight decline, with a continuous demand fully up to the supply. Prices are still too high for the tanners and they are purchasing only as their necessities require.

Pelts are extremely scarce in Michigan and Ohio and pullers cannot procure a sufficient quantity to run their works. This scarcity keeps prices above those warranted by the wool market.

Furs have moved off with some vim, on account of their being put on the market for the March sales in London. As it is now too late to ship, they will be dull until sales are reported. Prices at these sales will govern for the balance of the season. Heavy storms have stopped receipts.

Tallow is dull, with moderate demand.

Wool is slow of sale, while prices hold firm as yet. Lower prices are looked for unless trade has some stimulus. Prices have not advanced at any time beyond 6c of the 11c duty and above the lowest point reached on free trade, and while they are higher in London, where a large shortage is reported, they are also 4c below importing point.

WM. T. HESS.

Robt. B. Hanna has gone on the road for the N. K. Fairbank Co.

BILLIPS' MONOPOLY.

Series of Events Which Did Away With It.

Written for the TRADESMAN.

When first Flap Corners arrived at the dignity of sufficient inhabitants to proudly call itself a town, Mr. Billips supplied a crying necessity in the shape of a grocery store. Other merchants came about the same time and established themselves in other lines of trade, but Billips was the only groceryman. This state of affairs continued for such a length of time that Billips was firmly convinced that no one else had any sort of claim on the grocery business of Flap Corners. Billips' trade was good, although, as time passed, his prices raised in proportion as the quality of his goods lowered. Billips was not well liked among the other merchants. He was too autocratic; besides, they did not like the idea of his monopoly. In the other lines most of the pioneers had competitors. Privately, for Billips held a number of mortgages, the citizens of Flap Corners agitated the question of grocery competition. As the result of their efforts, a rival grocery establishment became one of the features of Flap Corners' mercantile life. Billips didn't like it, but said nothing, and close observers noticed a peculiar smile on his face as he gazed on the sign of "Lemon, Grocer."

Affairs progressed smoothly for two or three months, on the surface. Billips and Lemon spoke to each other when they met, and Lemon would have gone even farther in friendly recognition if Billips had given him the slightest opportunity.

One day, Billips and Lemon had a long private conversation back of Billips' store. Lemon was heard to say, afterwards, that he wished he had sold out to Billips when he offered to buy his stock at current market prices.

Then Fate stepped in and took a hand in the grocery affairs of Flap Corners. Lemon's horse was taken with colic and died in the barn during the night. Billips was sorry, and offered to lend Lemon one of his own animals. This was very considerate in a rival.

A real estate man suddenly established his office in Flap Corners. Then a number of Lemon's best customers, men of good property but short of ready cash, had mortgages foreclosed on their farms and homes. Billips had owned the most of these mortgages, but, in some way, the new real estate man had secured possession of them.

When the sold-out citizens asked Billips about it he told them that, as his grocery trade was cut in two, he was compelled to relinquish his real estate holdings and the real estate man had given him opportunity. He hated to be hard on old neighbors, and was sorry the mortgages had been closed, as the real estate man promised to hold them over on payment of interest. Through the whole proceedings Billips wore an air of injured philanthropy.

The foreclosure of these mortgages injured Lemon seriously. He had trusted the majority of them, to a greater or less extent. They were unable to pay, and Lemon could not save his discounts, and in numerous instances was compelled to ask extensions.

Lemon's custom, which had been, hitherto, larger than Billips, dwindled to almost nothing; it was, in fact, confined to those who were independent of Billips and the real estate man, and they were few in Flap Corners.

Lemon's wholesalers closed him up and divided the stock among themselves in parcels. Billips bought what he needed, at fifty cents on the dollar.

When Lemon moved away Billips expressed regret. But the tone of his voice indicated that his regret was far from genuine.

Thus ended the first attempt at competition for the grocery trade at Flap Corners.

Nothing daunted, several other rash capitalists tried the experiment. In one way and another they all went the road which Lemon had blazed for them. One of the rival grocery buildings even joined Billips' forces to the extent of burning to the ground, with no insurance.

With each successive failure Billips' arrogance increased. Evidently, Flap Corners needed but one man in the grocery trade, and he was the man. Billips conducted his business to suit his own convenience. That of his customers was not considered for a moment. Write as they might, the majority of Flap Cornerites were compelled to trade with Billips.

But the worm will turn at last. Twenty of Flap Corners' reputable merchants and dealers held a secret meeting in Roper's hardware store. It was publicly given out that the meeting was in the interest of an addition to the fire department, by private subscription.

About two weeks after this secret conference a brisk, well-dressed stranger stepped off the train at Flap Corners' hostelry. His manner was energetic and cheerful. You would know, the minute you saw him, that he was a thorough business man and was accustomed to have his own way. The register of the hotel bore evidence to the fact that his name was Bright—a fitting appellation. Bright secured acquaintance with Flap Corners' business men and others and his genial manner won friends from the first. Billips, although shy at first, finally acknowledged Bright's attractiveness and they became friends.

One day, Bright told Billips he had a notion to buy out the real estate man's business. He said he had capital enough and believed that, with the addition of insurance, and Billips' friendliness, he could do a good business. Billips had had some difficulty in getting his dues from the real estate man, and, being under the influence of Bright's pleasant manners, agreed to assist in the transfer.

Thus Bright became the real estate and insurance man of Flap Corners and, incidentally, the holder of the mortgages the real estate man had secured, together with those of which Billips had retained the ownership.

Billips trusted Bright implicitly, and said that "us two will make a great team to pull together for the interests of Flap Corners." (Billips meant, of course, his own interests, but it sounded better the other way.)

Bright devoted himself to his real estate business assiduously for a time, hand in glove with Billips. It seemed that Bright could not content himself with handling other people's real estate—he must have some of his own. So he prevailed on Billips to sell him one of his choicest lots—the one adjoining his grocery store.

Flap Corners' buildings were soon eclipsed by the splendor of a three-story brick block, located on Bright's purchase from Billips. When Billips asked him who were to occupy it, Bright told him he had tenants for the third story

—a family; that he should occupy the second as an office and residence, but had not leased the store room below.

Billips could hardly believe the evidence of his eyes when he saw a stock of groceries—a choice stock—being rapidly put in order in Bright's new store building. As soon as he could control his anger, he remonstrated with Bright—argued, urged and entreated, pleading their former friendly business relations as the reason of reasons why Bright should not do this grievous thing.

But Bright was unyielding. Had he not a right, as a citizen of Flap Corners, to establish any reputable business he saw fit? He rather guessed he had, and did not propose to be dictated to by Billips or anyone else!

So Bright became Billips' rival. Bright held the mortgages and therefore the winning card in that game. But Billips knew how to play other games, and really made things interesting for Bright and such customers as were independent of himself.

When these strictures became unbearable there was another meeting of these same business men who had discussed the question of more adequate fire protection, previous to Bright's introduction to Flap Corners' society; and there were others present, also. At its close, Bright was heard to say that he "would down Billips if it took every dollar he had in the world," and at the same time expressed his gratification at the trust imposed in him by retaining him at the head of their grocery company.

Next day, Bright waylaid the driver of Billips' delivery wagon, and had an earnest conversation with him.

Before I go any farther, I wish to state that I am not an advocate of underhanded methods in competition, and do not approve of them. I am simply the chronicler of the events which led to the downfall of Billips' monopoly. To tell the honest truth, however, hardly any means could be called despicable which would serve to rid any place of such an octopus.

Bright returned to his store and, on the walk in front, picked a quarrel with his own delivery man and discharged him on the spot. Billips saw the whole affair, and it tickled him, for it was a tempestuous scene.

Shortly following this episode, Billips' delivery man gave him notice that he was going to quit and would enter the service of Bright, at a nice increase in wages. This was an excellent op-

portunity for Billips, for now he could employ Bright's former man and, owing to the ill-feeling with Bright, he would not scruple to assist in his (Bright's) ruin, by disclosing trade secrets, etc.

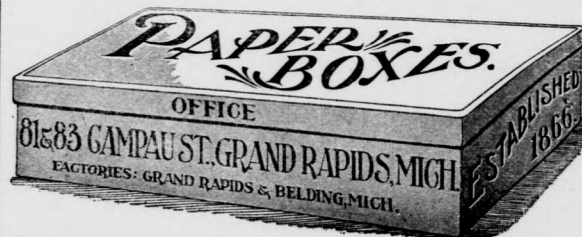
The rivalry remained in statu quo for some time, and then Bright began to

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.



GRAND
RAPIDS
PAPER
BOX
CO.

FIRE PROOF ASPHALT
PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.

get a little the better of it. Slowly the names of Billips' customers began to appear on the parcels delivered by Bright. Various reasons were assigned for this transfer of custom. One day Billips cornered Mrs. Thompson, and asked her why she had deserted him. His arrogance was becoming shaky. Mrs. Thompson had been an excellent customer, Mr. Thompson's mill interests not only enabling him to live well, but to influence the trade of his employees.

Mrs. Thompson at first refused to talk with Billips about it, but, upon his pressing her for a reason for the discontinuance of her trade, she opened her handbag and from an inner pocket produced a note.

"You had better ask yourself why you send us such an uncalled-for insult as you have in that note, which you sent me in the last basket of groceries you delivered at my house—and which shall remain the last!"

Billips, with wondering countenance, took the note and opened it. It read as follows:

"Dear Madam: Unless I am in receipt, before next Saturday, of the balance due on your last month's bill, I shall put the claim in the hands of attorneys for collection. Do not neglect this, as I have no sympathy for people too shiftless to pay their debts.

J. H. BILLIPS."

Yes, there it was, in his own handwriting; but, alas, it had been intended to go in a peck of potatoes delivered to Mrs. Crane, who, even as Billips had said in his note, together with her grown-up sons, was too lazy to do enough work to support themselves.

Protestations and apologies were useless. Mrs. Thompson evidently did not want to, or would not, believe his explanations. Billips secretly vowed never to send, hereafter, a dunning letter in any other way than by Uncle Sam's delivery boy; but that would not save the loss of Mrs. Thompson's trade, and with her trade went the custom of the mill employees. The delivery boy looked innocent and protested that he hadn't touched the baskets after they were loaded in the wagon. So Billips had to blame himself, for he put up the goods that day. The finishing touch was put to Billips' monopoly when, after an unheard-of series of mistakes in orders and their delivery, causing great dissatisfaction among the customers, the eye of the minister's wife, on her taking a basket of groceries from the delivery man, was attracted to the slip of paper bearing her name, attached to the package. It was folded up, and was the half of a sheet of letter paper. On the back side was her name, and on the other the fragment of an old letter. The first part was gone, but Billips' name was signed to it. Here is what was legible:

"* * * that old fox. He preaches one thing and practices another. He lets his grocery bill run just as long as he dares, and wouldn't pay at all if he did not own property which makes him collectible. His wife is just as bad as he; and her tongue clacks so loud in the meetings of the societies that my wife says she can't get a word in edgewise. I will let you know as soon as I have things arranged here, and hope we may soon be able to engage the preacher you spoke of. Yours truly,

J. H. BILLIPS."

Billips' wife never knew why the ladies, at the next meeting of the Mission Aid Society, gave her the cold shoulder. Billips never knew what caused the sudden dropping off of his trade among church members. It was

enough for him to know that his monopoly of the grocery trade of Flap Corners was ended. He sold out all his interests there and has not been heard of since.

After he left town, the delivery clerk who had caused so many blunders in Billips' employ returned to Mr. Bright, and some people even went so far as to say he was Mr. Bright's son, and that the whole thing was a put-up job. Maybe it was.

NEMO.

Some of the Annoyances Incident to a Business Career.

Written for the TRADESMAN.

The life of the average retail merchant is not without its full share of petty annoyances. He is not destined to be "carried to the skies on flowery beds of ease." Particularly is this true of the small dealer, who does much of his own work and knows every detail of his business, vexatious or otherwise.

The kind of annoyance varies somewhat with the kind of goods handled. The dry goods merchant finds some of his fabrics faded by the sunlight or ruined by the insidious attacks of moths; a change of style lessens the value of some portion of his stock, and he and his clerks are compelled to waste much valuable time with that pestiferous class of shoppers who always come to look and never to buy. The shoe dealer would not complain of the easy task of fitting people's feet with stylish, comfortable, durable shoes, were it not inevitably coupled with the Herculean labor of fitting their heads as well. The hardware man can tell his tale of woe concerning the difficulties with stoves and the iniquities of pumps. The grocer feels that, if butter and dried beef and New Orleans molasses could be eliminated from the list of articles of common consumption, if his customers would pay their bills and his competitors would quit cutting prices below a living margin—in short, if he could be rid of just a few of the many troubles that are "new every morning and fresh every evening"—he would likely live to a green old age, instead of fill the early grave which sometimes seems to yawn but a little distance before him.

Then there are annoyances that are common to almost all dealers alike. Some gifted vindicator of human rights may sometime dip his pen in gall and describe fittingly and adequately the sins of transportation companies—the task transcends the power of the ordinary scribe. Had we not outgrown the superstitions of less enlightened ages, it might easily be supposed that the whole race of freight handlers are possessed of demons. If not through Satanic influence, how else can we account for the facility with which goods are lost, stolen, delayed or carried past their destination, bags torn, boxes smashed open, barrels racked until they leak, stoves broken, crockery and glassware smashed into fragments! For the unfortunate dealer smarting under these wrongs there is but one recourse—the consolations, such as they are, of the claim against the railroad company are undeniably his. And, if he live long enough, and press his claim persistently enough, and if the railroad company can find no convenient loophole of escape, he has some likelihood of getting amend for his losses.

Then the wholesale houses from whom the retail merchant must buy partake of the imperfect nature of all terrestrial institutions. They are prone to send what he doesn't want and to omit the

very articles which he most anxiously awaits and upon which his customers have most set their hearts.

The incompetency of clerks occasions the retailer many a pang and loses him many a dollar.

Generally speaking, the merchant is grateful to the people who patronize him—possibly feels that it is his delight and privilege to serve them—and yet continued contact with human nature, often in its less attractive aspects, can hardly be called an unmixed joy. There are sure to be some customers that the proprietor wishes would never enter his store. The profits on their purchases are never sufficient to compensate for the wear and tear of dealing with them.

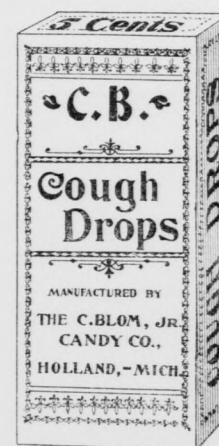
Whoever allows all these things to annoy him to the full extent of which they are capable will find himself in a state of painful perturbation the greater part of the time. The groceryman who, upon the receipt of some shipment of goods in bad order, stops to tell his freight agent exactly what he thinks of his railroad, and, incidentally, every other with which it makes connections, is apt to become so absorbed in his mighty subject that he forgets to put in a timely order for granulated sugar. The druggist who has just given his boy assistant a "blowing up" is apt to be too red of face and too ruffled in general appearance to make a good impression upon the fastidious customer who enters just after the perhaps well-deserved upbraiding has reached its termination. It is entirely natural to become so wrathful over some very irritating blunder on the part of a jobbing house as to be incapable of exercising good judgment for the space of half a day. Particularly dangerous is it to allow yourself to tell people what you think of them, how-

ever captious or unreasonable or illbred they may be.

An equanimity which not only does not show annoyance, but does not allow itself to be annoyed, is a most valuable treasure. It is like an inexhaustible bank account. This is not to be confounded with an easy-going good nature, too unobserving to note errors and discrepancies or too lazy to right them. It is entirely consistent with the most thorough business discipline.

The young man starting out in business finds many competitors. Some of these have more capital than he, some have had long experience, while still others may possess greater natural ability than he; but the race is not always to the swift, nor the battle to the strong, nor the game to the oldest player. And he who never allows his temper to interfere with his judgment holds in his hand one strong winning card.

QUILLO.



For Sale by Leading Jobbers.

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.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, . . . FEBRUARY 23, 1898.

NATIONAL BANKRUPTCY BILL.

After many unsuccessful attempts, Congress has at last passed a bankruptcy bill. That is to say, such a bill has passed both houses of the National Legislature, with certain differences in form which will have to be settled in conference. It is reasonable to expect that a conference will successfully reconcile the differences existing between the two houses and that the measure will shortly go to the President.

A bankruptcy bill has on several occasions within the past decade passed one or the other of the houses of Congress, but always failed of final passage, owing to the close of the session or other equally decisive cause. The Torrey bankruptcy bill was before four successive Congresses; but the present body has very wisely abandoned that measure and taken up another bill, which promises to accomplish the same purpose in a slightly different way.

The present bill provides both for voluntary and involuntary bankruptcy. In the first instance, honest insolvents can secure protection from their creditors, and, in the other, debtors are guaranteed protection from dishonest debtors. The bill seems to be an honest attempt to provide a National law to take the place of the existing bankruptcy systems of the various states, whose very differences afford so many opportunities to the dishonest to escape the payment of their just debts, thereby weakening credit and increasing the complications of inter-state commerce.

It would be premature to analyze the measure until it finally emerges from conference and becomes law by executive approval, and even then it will require the test of actual experience to determine whether it fully meets the necessities of commerce and fully accomplishes what the business community expects of it.

DANGEROUS POSTS OF HONOR.

As a general proposition this country ought not to maintain diplomatic relations with a people among whom our representatives have to be constantly guarded against mob violence. We are either, in such case, stretching a point to remain friendly, or lowering our National dignity to a point that is contemptible.

Few people in the United States stop to reflect or to realize how delicate and critical and humiliating is the position

of General Woodford at Madrid, or, particularly, that of General Lee at Havana. The former is said to be virtually ostracized by the high society at the Spanish capital and at all hours of the day and night Spanish guards surround the ministerial residence. He cannot venture upon the streets without the fear of insult.

At Havana, matters are worse, for the life of General Lee is constantly in danger. Already a bomb has been found at the door of the consulate. Cries of "Long live Spain!" or "Down with Americans!" greet the Consul General on the streets, and the jeers of the rabble and threats of the mob are continually reaching his ears. Each day's service by these distinguished American representatives in Spanish territory is but the occasion for insult from the populace. Each day is one of humiliation to brave men and every hour of their lives is unsafe.

This ought to be an intolerable condition to this Government. Unless our representatives can be treated with the courtesy and the absence of popular demonstrations of any kind that meet the Spanish ministers and consuls here, diplomatic relations ought to be severed at once.

In the meantime we cannot but admire the courage and equipoise with which our Minister, and, especially, our Consul General at Havana, are standing to their duty. The latter is surrounded by war, pestilence and starvation—horrors multiply as his service lengthens—and yet, with cool self-possession, with self-assertiveness and fearlessness, he meets his duty like a hero. It is unfortunate that we must daily risk the life of such a man at Havana, but no other kind of mettle would do. The withdrawal of all our diplomatic officials from Spanish territory and the recognition of Cuba, however, would be the dictate of self-respect and justifiable resentment in the premises.

The election of Sidney F. Stevens to the position of President of the Peninsular Trust Co., in place of the late Enos Putman, is an exceedingly appropriate selection. Mr. Stevens was largely instrumental in inaugurating the institution and has given the business the benefit of his best thought and most energetic effort ever since the inception of the enterprise. The fact that his election was unanimous and that the only other gentleman mentioned in connection with the office insisted on voting for Mr. Stevens on the ground that he was the most available man for the position attests his popularity as a man and the high regard his associates have for his business acumen and his judgment in financial matters.

In August, 1875, Spain paid to the United States, as an indemnity for the execution of the crew of the *Virginius* and the detention of the passengers, the sum of \$77,797.44. The crew numbered nineteen and the passengers twenty-seven. Captain and crew and three of the passengers were shot. An apology and salute to our flag were also exacted.

It is thought that by next summer young Farmer Leiter will have disposed of his crop at a sufficient profit to enable him to take a little trip to Europe and see the sights of the big towns.

Ten women of Boston have won prizes for making bread. They are all married and are of no use to a bachelor, unless some of them may be keeping boarders.

EASIER SAID THAN DONE.

Commenting on the strictures in recent issues of the Tradesman on those houses which furnished goods to Paul V. Finch, the bankrupt price-cutting druggist of Grand Rapids, the Ohio Merchant remarks:

If the trade press will do its duty a great amount of good will be accomplished in this direction. But it must be done before, rather than after the horse has been stolen. Why did not our good Michigan contemporary come out before the Finch failure and tell its readers who were selling the cut-price firm? Make it so deucedly hot for those jobbers and manufacturers who cater to department stores and trade demoralizers generally that they will be glad to confine their operations to regular retail merchants who are opposed to that sort of policy, and who, by the way, are so largely in the majority, and you will have half wiped out that sort of competition.

More easily said than done, neighbor.

When Finch started out on his crusade of price-cutting, the local drug trade undertook to ascertain where he was getting his supplies. Local jobbers were petitioned not to sell him goods and promptly complied with the request. Chicago and Detroit jobbers were subsequently appealed to and all but one house placed themselves on record as opposed to cut-throat methods and agreed not to assist Finch in the work of demoralization by keeping him supplied with goods. Having exhausted every resource at their command, the retail trade settled down to the conviction that Finch was getting his goods from John D. Park & Sons Co., of Cincinnati, and Lehn & Fink, of New York. The publication of the list of creditors, showing that some of the best houses in the country were implicated in the fiasco, was a revelation which surprised and stunned the trade. Heber Walsh, the veteran Holland druggist, was so shocked over the knowledge that a Chicago jobber with whom he had dealt for years had dipped into the deal that he sent the house the following laconic message:

See you are caught \$900 in the Finch failure. Wish it was \$9,000 instead.

The surprise and indignation of the trade over the appearance in the list of creditors of such names as Robt. Stevenson & Co., Keasby & Mattison Co., McKesson & Robbins, Foster, Milburn & Co., Bauer & Black, Paris Medicine Co., Dodds Medicine Co., Emerson Drug Co., Dr. Kilmer & Co., Miles Medicine Co., H. E. Bucklen & Co. and Sterling Remedy Co., knew no bounds, because it revealed the fact that promises were made to be broken and that professions of loyalty to the regular retail trade were mere pretense—only this and nothing more. It was then that the Tradesman stepped into the breach and undertook to voice the indignation bubbling over in the breast of every druggist who respects himself and honors his calling. The criticism of Robert Stevenson & Co. may have been a little severe, but it was certainly justified by the circumstances, albeit the previous good reputation of the house should be taken into consideration in forming a final conclusion.

Now, if the editor of the Ohio Merchant will institute a system of espionage by means of which it can definitely determine where price cutters obtain their supplies, the Tradesman will cheerfully act on the information thus obtained and undertake to place the ban of execration on every establishment which pretends to maintain the integrity

of trade and at the same time sneaks around in the dark and furnishes the cutter and department store with ammunition to bombard the legitimate dealer.

GENERAL TRADE SITUATION.

That the Maine disaster should pass without a decided depressing influence in stock prices would be much more than could have been expected. The first slight feeling of uncertainty and panic was enough to slacken trading and start the bearing of prices, although the slight effect demonstrated the general strength of the situation. Then, when the foreign effects became manifest, the depression was increased and is still continued. The decline of railroads was \$1.51 and trusts \$1.83 per share, average.

But, while there are these natural speculative results, the strength of the industrial and mercantile conditions is emphasized by the agitation. The price of cereals has rapidly advanced and in most others lines there is an upward movement, while in none is there reported a decline.

It is evident that if there should be a foreign war it would not diminish the demand for American products, and would, indeed, increase the demand for some; so that the upward movement of grain was not checked. Its advance for the week was just 5 cents, which is a remarkable change for a single week after so great a rise as occurred in previous months. But the facts render an advance easy, for the continued foreign demand surpasses all past experience, considering wheat and corn together, and has only been matched as to wheat in one year of past history. With Atlantic exports of 8,416,495 bushels in three weeks, flour included, against 5,261,971 last year, and Pacific exports of 2,476,652 bushels, against 1,474,782 last year, the known exports since July 1 already amount to 147,645,869 bushels, against 112,759,345 last year to date, and in no entire year, except five, was the quantity of wheat and flour exported as large as it will be in the first eight months of this crop year. When corn exports are added, already greater in less than eight months than in any whole year except the last, namely, 112,712,793 bushels to date, against 98,915,720 last year, the outgo of breadstuffs is far beyond precedent.

As might be expected, the feeling of "war scare" was a decided stimulant in the iron industry. In nearly all lines increasing activity is the rule and through this and other causes the general movement of prices has been upward. One of the prominent causes has been the agreements of combinations. The mine owners have increased the price of Bessemer 15 cents and the fact of the completion of combinations in rods, nails, etc., has strengthened the price situation in those lines.

The textile situation shows little change. Cotton maintains its advance; and the strike continues in about the same lines. Woolen products are showing some weakness, although prices are as yet maintained.

Bank clearings show the effect of a holiday in five important states, in a total aggregating \$1,356,000,000, 5 5 per cent smaller than last week, but 52 per cent larger than last year, 24 per cent larger than this week two years ago, 63 per cent larger than in 1895 and 67 per cent larger than 1894. The falling off as compared with 1892, a year of large bank clearings, was 2 per cent.

THE FUTURE OF THE PACIFIC.

While the Tradesman is unwilling to manifest any spirit even bordering upon "I told you so," it still candidly concedes a certain complacency in stating that its columns long ago declared what a writer in the January number of the North American Review affirms with emphasis, that the culmination of the world's civilization will be the basin of the Pacific Ocean. The history of trade itself has foreshadowed its own destiny. Centering, as it did in Grecian days, among the waterways of the archipelago, it soon found that primitive basin too contracted for the exercise of its energy and the Mediterranean Sea, opening its gates to traffic, became the commercial center of the civilized world. Here cities sprang into existence, flourished and fell. Here, in every direction, plowed the Phoenician keels, carrying goods from country to country and from clime to clime, and with them the letters and the learning which have made that nation of tradesmen the acknowledged civilizers of the world.

In the wake of the Phoenician ships followed the Roman vessels. The remotest countries were ransacked to supply the luxurious wants of Rome. Furs were furnished from far-off Scythia; amber came from the Baltic; Babylon wove and forwarded her costliest carpets; while India and Arabia poured into the luxurious lap of the Mistress of the World the splendid objects of Oriental traffic—all of them finding their way to the magnificent city upon the Tiber, the center of the Roman Empire and the center of that commercial activity which the "Great Sea" favored and fostered until the great empire fell. Centuries later, when commerce had struggled to its feet, the Mediterranean had ceased to be the world's waterway. It was no longer the center of trade and no longer available. To all intents and purposes the merchant turned his back upon the commercial basin of the old Roman times. It was too small. A Genoese navigator, seeking a short cut to the orient, had found a larger one and one worthier of the prowess of modern enterprise and endeavor. The new continent which Columbus, by the lever of his genius, had pried from the waves was teeming with "pearl and gold," and at once the ocean washing its shores became the basin of commerce. For centuries it has served its purpose; but, as the center of trade, it has become too narrow, and traffic, already clambering the rocky barriers of the West, is feasting its eyes, like Balboa, upon the boundless Pacific Sea.

Let us consider that mighty expanse of water, the scene of the earth's future endeavor. Its name, like a benediction, has already consecrated it to arts of Peace. Shut in on the north from the Arctic cold by the ice-barred doors of Behring Straits, it circles to the south through leagues of latitude of every temperature to the imaginary line which separates the Southern zones. To the east it laves a hemisphere of republics, the latest form of political life and the best; to the west lies Asia, the world's greatest storehouse of treasures, its greatest hive of humanity, the greatest trade field unexplored and the last prize to conquer for the commerce of the West. Australia, a continent that takes tribute from the traffic going on between the great oceans between which she stands, helps, with the accompanying "isles of the sea," to complete the great circle; and there, surrounded by

an activity which the world has never before possessed, the Pacific Ocean is ready to begin its marvelous career.

That the United States will have her share in that wonderful future there is little doubt. She has become already the highway between the Atlantic and the Pacific. Already the Golden Gate is, not ajar, but swung wide open to the commerce of the globe. With a rapidly increasing population producing more than they can consume, with an aggressive character that brooks no opposition, with a coast line greater than that of any power of Europe, dotted with flourishing cities, this country will become a factor in the future that no apathy, no neglect can belittle.

When that time comes and the tale of trade is told, they who care to trace to its source the far-off beginning of the attractive story will find it to be simply a transition from water basin to water basin, commencing with the isles of the Aegean and ending with that illimitable world of waters which beats upon the coast of the Western Hemisphere on the east and ripples along the shores of the Eastern Hemisphere upon the west.

OUR NEED OF A NAVY.

Assistant Secretary of the Navy Theodore Roosevelt, in a recent speech delivered at a banquet in celebration of Lincoln's birthday, deprecated very strongly the growing disposition manifested in Congress to halt in the onward movement of navy building. He pointed out that this country was now about on a par with Germany, and, consequently, was entitled to rank fifth among the naval powers. He also pointed out, however, that, while other nations were constantly and rapidly enlarging their fleets, we have apparently come to a full stop in the way of naval development, and, instead of forging ahead, as we have of recent years, we will soon begin to retrograde in the list. Even with the best efforts, Japan will be ahead of us in a few years, and our present closest rival, Germany, is mapping out quite an ambitious naval programme.

Secretary Roosevelt calls attention to the lesson to be learned in the fate of China. Her weakness at sea enabled Japan to fully expose her political rottenness and decay, and, as a result, the powers of Europe are seeking to dismember her empire. A similar fate might easily befall us, he points out, were we content to live on in a fool's paradise and make no preparations to meet the attacks of possible enemies. The more we advance in material prosperity and in trade supremacy, the more numerous are likely to be our rivals and possible opponents, and, consequently, the greater our need to maintain a state of constant preparation against attack.

A woman's office building is to be erected in St. Louis. The offices will be rented to business women or to people having business with women. It will be the aim to attract dressmakers, milliners, hair-dressers, women manicurers, chiropodists, newspaper women, typewriters, as well as women physicians and lawyers.

The Sultan of Turkey is always seen attired in pale brown garments. The Emperor of Austria affects gray. The young German Emperor has what may be called a loud taste in clothes, and is never so happy as when wearing the showiest of uniforms or hunting costumes.

THE LACK OF PROPER DEFENSE.

Now that it is realized at Washington that the Maine disaster brings the country very close to the possibility of war, it is admitted that the country is by no means in the state of preparation for defense which the military authorities would like to see. Most of the prominent ports are but partly defended, and some of them are utterly defenseless.

It is true that we have a good navy, even if smaller than the needs of the country demand; but at the same time it must not be forgotten that Spain, our possible antagonist, has a naval force fully the equal of ours, so far as number of ships and guns are concerned. Under such circumstances, one would expect that Congress would promptly take measures to increase the naval strength, and get together the arms and supplies which would be needed to mobilize the land forces which would be at once needed should there be a sudden call to arms.

The last report of the Adjutant General of the army shows that the total militia force of the United States aggregates 118,000 men. This is, of course, quite a respectable army, when added to the regular force; but the organization in each state is different, and no plan of mobilization exists which would permit the organized and equipped National Guard to act as a unit in time of war. The country has no surplus supply of arms and ammunition and it would be impossible, as a result, to promptly arm a volunteer army should circumstances demand that such a force be instantly raised.

It is a serious disgrace to the Congress of the United States that nothing has been done to remedy these evils, which have for so long been patent to everybody. We have been on the brink of a war for a year past, yet we have continued to live in a fool's paradise, waiting patiently for hostilities to begin before we make preparations. While we have done nothing, Spain has been preparing as rapidly and as earnestly as her depleted treasury will permit, and if we are to gauge Spanish fighting ability by the results of the guerilla combats in Cuba we are grossly deceiving ourselves. It certainly is time that Congress was thinking of bestirring itself.

A SCHEME OF CONQUEST.

Ever since the accession of the present Emperor, Germany has constantly sought to extend her domain. Large districts have been annexed in Africa and other parts of the world and the latest venture has been in the seizure of a portion of the Chinese province of Shantung.

The great object in securing most of this additional territory was not merely to acquire an additional population for Germany. The large outflow of German emigrants to the United States seriously disturbed the German government, and it was resolved to retain, if possible, these enterprising citizens by providing them with desirable opportunities for settling within German jurisdiction.

Unfortunately for Germany, her plans have not proven successful. For some reason or another, German emigrants have not sought the German colonies, but have continued to go, as before, to the United States or to the countries of South America. During the decade ending with 1895, 956,258 Germans emigrated. Of this number, 895,000 came to the United States, and the great bulk of the balance went to South America

and Australia, leaving but a few thousand for the German colonies.

As a colonizer, therefore, Germany has not been successful; but it can scarcely be for colonization purposes that she has seized upon Kiao Chau, in China. The population of Shantung province, of which Kiao Chau forms a part, represents a density of 557 to the square mile, as compared with Germany's 248 persons to the square mile. Kiao Chau, therefore, holds out little hope of possible German colonization. The seizure was, therefore, an out-and-out scheme of conquest, to be gradually extended.

The little town of Essex, on the Massachusetts coast, is appreciating the truth of the adage that "it is an ill wind that blows nobody good." It is profiting by the commercial war between the fish catchers of Gloucester and the fish venders of Boston. When the dealers of the latter city became convinced that the Gloucester men were in earnest in their purpose to keep for their own city the profits of the industry, and to secure the spending there of the earnings of the sailors, it became evident to them that they must have vessels of their own to take the place of those carrying their wares to the port of Gloucester. As they wanted the best, they placed their orders in Essex, where nine vessels are now on the ways, seven of them for Boston people. More orders will follow soon, and for a time Essex will resume the air and bustle of other days.

The United States has too many thousands of miles of seacoast to make possible a complete defense by building forts, and keeping gunners on guard watching for the enemy that never comes. The best way is to have big guns and forts on warships, and where any country is found making unfriendly demonstrations against us, let the forts and guns go there and blow daylight through the war cloud and those who are behind it.

The New York Herald has discovered a case of a soldier's widow who is without a pension that is somewhat peculiar. She has had two husbands, both soldiers in the rebellion. They are both dead, and yet she cannot get a pension, as she forfeited her right to a pension on account of her first husband by marrying the second, but she cannot draw one on account of the second because she was married to him subsequently to June 27, 1890.

France has a singular mode of rewarding the widows and orphans of public men by conferring upon them tobacco shops. This year 261 concessions of the kind have been made, among the recipients being Mme. Jules Simon, widow of the eminent political economist; Mme. Lades-Gout, mother-in-law of the ambassador at the vatican, and the relicts of several generals, admirals and deputies.

When Queen Victoria ascended the throne more than 41 per cent. of the people of the British Islands could not write their names. The proportion in that condition has now been reduced to 7 per cent.

A combination has been formed at Manchester, England, of firms engaged in the fine cotton goods trade, based on the profit-earning capacity of each firm. The capital represented is \$30,000,000.

Walking delegates get ahead of prosperity at any time by ordering working men to quit work.

THE LADY DRUMMER

Relates a Few of Her Experiences on the Road.

Written for the TRADESMAN.

A little more than a year ago, I was facing the problem that puzzles so many women, that of earning a livelihood for myself. My mother had been dead a number of years; two brothers and a sister were married and struggling to get along in that part of the world called the West, while I had been keeping house for my poor old father. But now the Inexorable Unknown had claimed him. When affairs were settled, I found that my available assets consisted of twenty-odd years of experience in this world, perhaps more brains than good looks, an indomitable will, which my family have sometimes ungraciously termed stubbornness, and about two hundred dollars in cash; and with these few rather blunt weapons the great battle must be waged.

I had numerous friends in the old home town where I had lived ever since arriving in the world, and many and diverse were the offers of assistance and plans for my future. School teaching, stenography, housework and clerical and factory work were all urged upon me and displayed in the roseate light of a pet scheme by the adviser. But, alas for the good wishes of my friends. I could not bring myself to accept of any of these humdrum avenues of female employment and promptly declined them all, with thanks.

Daddy was a traveling man. Ever since I was old enough to remember, the events of my life were Saturday night and Monday morning, when the dear old father was just going or had just returned. Sometimes these periods of time were lengthened, but usually his trips occupied six days' time.

It was a proud day when I found myself tall enough and strong enough to take one of his grips from his hand at the gate and trudge grandly up the steps to the hall. I believe the sensation of carrying this sample case created in me a desire to sell goods on the road, for ever since that time I have cherished a secret ambition to be a traveling man.

With my orphanage and necessity came the opportunity I had long wished for. By a series of fortuitous and hasty events, in two weeks' time I had engaged to sell a line of gents' furnishings, in Michigan and Indiana, for the old-established house of Strath & Seymour. Then I sat down to think.

How could I, a young, inexperienced woman, expect to go out in competition with so many clever salesmen of the masculine gender and sell any goods? Had I sufficient ladylike "nerve" to step boldly up to a man without previous introduction and, by convincing arguments, induce him to place a "nice little order" on my book? Could I care for my own baggage, learn to handle my mileage book with the nonchalant grace of the experienced traveler, ingratiate myself with the hotel-keeper so as to get a good room—in fact, could I do any of the thousand and one things any successful salesman does every day and thinks nothing of?

After serious thought, I decided that I either could, or would—which I find is much the same thing.

With undaunted front and a sadly perturbed mind, I started out on my first trip. Dame Rumor had informed a traveling man on the train that I was making veritably my "maiden effort"

on the road, and he, with two or three other "knights," at once opened negotiations for acquaintance. I accepted their polite attentions with a certain feeling of "camaraderie," but drew the line when one of them offered to open the car window for me and another suggested that I allow him to escort me to the hotel on arrival at my first town. I was as near to being a traveling man as woman can ever hope to get, and my independence should not be clipped.

But, ah! how I wished afterwards that I had allowed Mr. Blank to help me to the hotel. In looking after my baggage, I missed the omnibus and had to walk nearly a mile to the hotel, carrying two heavy grips; and it was hot and dusty. I gritted my teeth and with tears in my eyes at last reached the hotel.

The landlord extended a personal welcome, and suggested that "perhaps my husband had been delayed." With a withering look I handed him my card. That was enough—no woman or man ever had more courteous treatment or better accommodation in a hotel. Everything was made easy for me, and I have since found this attitude to be the rule in the hotels where I have stopped.

With the reassurance of a good dinner, I started out to call upon my trade. I found it far different from making afternoon calls at home, but was received with no less courtesy than among my lady friends.

At the first place I called, the proprietor, a young man and evidently new at his business, which gave me a friendly feeling for him and put me at my ease at once, came to the front of the store and suavely, yet rather bashfully, enquired "how he could serve me." With an air intended to show familiarity with the habit, I handed him my card, at the same time bestowing on him my pleasantest smile.

"You are a traveling man—er, lady, I mean!" he gasped. His face was red as a peony, and I actually felt sorry for his embarrassment and exerted myself to put him at his ease. I was evidently the first of the species he had come in contact with and he did not know whether to look upon me as an Amazon of the Road, or just an ordinary woman.

It required but little effort to sell him a nice bill of neckwear and other goods and, although he was rated well in Bradstreet's, my conscience compelled me to call his attention to the fact that he was ordering, in one instance, a duplicate of some rather slow-selling shirts of which he had previously stated he already had too large a stock.

With triumph plainly portrayed in my countenance, I left this store and met at the door one of the traveling men who had come on the train with me that morning.

"What luck?" was his jovial rather than elaborate greeting.

"Excellent—couldn't be better," I tersely replied, imitating his brevity.

"Glad to hear it. Go over and tackle 'Old Morris,' just across the street. I understand he's just about to put in a line of your stuff."

I thanked him, but didn't understand until afterward the wink he gave the other traveler, who came up in time to overhear the last part of the conversation, and which he evidently thought unobserved by me. Later I learned what the wink meant.

"Old Morris," as my friend, the traveling man, termed him, was rated "way up in G," to use a slang of the

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.

road. But I didn't know then, as I learned before I left the town, that he was the ugliest-tempered customer on that line of railroad. His sour looks, however, were given only to traveling men. To his customers he was the essence of politeness and cordiality, and, with this courtesy for one reason, was a very successful merchant. His stock was composed of clothing, hats and caps and boots and shoes.

With my recent pleasant experience in securing an order fresh in mind, I "tackled" Mr. Morris. I wished, devoutly, several times afterward, I had let him alone; but, like the little boy and the electric wire, I "couldn't let go."

"Humph!" he growled, as he glanced carelessly at the bit of pasteboard I handed him. "Pretty state of affairs when women go on the road to sell goods! Bad enough to be bothered to death with the men! Well, what do you want?"

Such a beginning was rather more suspicious than auspicious, but I mustered up sufficient courage to tell him that I "had heard of his intention to add a line of gentlemen's furnishings to his line of clothing," quaking fearfully in my shoes during the statement.

"Well, what of it?"

This time it was worse than a growl—it was a snarl. In my trepidation and disappointment, I had determined to retreat as gracefully as possible, when he glanced at my card again and a look of surprise came over his face.

"Wait a minute, Miss —," glancing at the card to reassure his memory, "Miss Jennings. That's the name of a very good friend of mine."

There was encouragement for me in his voice.

"My father's name was John Jennings, and he sold clothing in this territory for a number of years."

"What! John Jennings!" he exclaimed, and a look of sadness crept over his face, as he asked, "Do you mean to say he is dead?"

"Yes," I replied, and, traveling salesman though I was, I could not repress the tears which crept into my eyes and voice.

The gruffness of his manner was gone in an instant. Grasping my hand in a hearty clasp, he led me to his office and seated me in the easiest chair.

"So you are poor old John's daughter! Well, well, well! I am glad to see you! He was the only man traveling this way that I really liked to see come into my store; and I'm sadly cut up to hear of his death. John had plenty of grit, and I see his daughter has inherited it or she would never have bearded 'Old Morris' for an order," and he laughed cheerfully. "Get out your samples and let's see what you've got."

It was a pleasant afternoon's work for me, and, when I boarded the train that evening, I had, snugly tucked away in my grip, a book which contained several finely-written pages of an order for a complete line of my goods which Mr. Morris gave me, and that at good prices. I had also his verbal assurance that, so long as I sold these goods, or any other line, no one else should have his trade.

Contentment reigned in my mind, and must have shown in my face, for, when my two traveling friends of the morning ensconced themselves in the seat behind me, the one who had advised me to "tackle 'Old Morris'" remarked: "Anyone can see you have had good business to-day—your face shows it."

"Yes, indeed. And I am very much obliged for your sending me to Mr. Morris. It was as you had heard, and I sold him a complete line."

Had I told him that I had sold tannery to a jeweler, he could not have looked greater surprised, while his friend, the recipient of the wink, seemed highly delighted at the other's discomfiture.

"Great Scott!—pardon the expression—but do you mean to tell me that you have actually received an order from 'Old Morris'?"

Opening my grip, I showed him Mr. Morris' signature at the end of the several pages.

"I owe you an explanation, and an apology at the same time. I also owe my friend here a box of cigars. I apologize, humbly and penitently, for having 'put up a job' on you by sending you to the crankiest merchant on the road, and for fibbing when I told you he intended to put in a line of your goods. Jones, here, bet me a box of cigars you would make a sale, and I have lost, as I deserved to," he added, with a touch of gallantry.

I assured him of entire pardon, and an earnest hope that he would not refuse me any future "pointers" of a like nature.

I have not space to rehearse the numerous incidents, ludicrous and otherwise, which occurred on that ever-to-be-remembered first trip. I returned with a well-filled order book, and a happy consciousness of future customers secured permanently. My belief in the kindness and courtesy of human nature, as represented in merchants and my fellow travelers, has been largely strengthened. Universal chivalry is not a thing of olden times; as much is shown to an otherwise unprotected girl earning her daily bread "on the road," as ever to be found in "knight of old." She needs only the unassailable armor of innocence, coupled with a self-respecting friendliness and sociability, and she need fear no evil. Many a rough word and doubtful jest have been smothered on my entrance of a car or hotel parlor, and one young fellow even went so far as to tell me, confidentially, that he believed the coming of woman into the ranks of the commercial travelers has done an incalculable amount of good in bringing out the tender and chivalrous characteristics of the fraternity, to the disadvantage of the more masculine traits.

I have been selling goods on the road, now, for nearly a year, and would sincerely say, God bless my knightly, honorable friends and co-workers "on the road."

MAMIE JENNINGS.

Careful of Small Things.

In writing advertisements remember you are appealing to the masses, and be careful to use the same phraseology that you would employ were you addressing a crowd of eager customers in your store. A simple, conversational style is the one to employ in this connection. Rhetoric is out of place, because the proportion of people in the average city who would appreciate a "learned" advertisement is so small that the number it would interest would not serve to pay for the advertisement. A "bluff" manner of writing is also out of place in an advertisement, because it would never occur to you to adopt a bluff style of conversation in telling a customer face to face about some article of goods, would it? You ought to be careful of these small things.

A Ledger of Ideas.

The Shoe Merchant.

One of the greatest elements in successful business management is method. The judgment of a rich and a poor man is not so widely apart as their wealth; besides, often the smarter is the poorer business man. The whole world of commerce depends upon the practice of book-keeping, and all that book-keeping is can be reduced to this: A record of business transactions kept so that they can be readily grouped and understood as a concrete whole. Book-keeping is usually confined to a record of money transactions. A friend of mine carries the method still further; he keeps books for his ideas and the information picked up at odd moments. In his vest pocket he carries a little book which he calls his day book. In this he records everything he wishes to remember, whether it is to buy a bottle of liquid glue to mend his little girl's doll or a social engagement for the following week. Everything goes into the day book, from the name of a man who wants a job to a scheme to make a million that may go flitting through his head. In addition to the day book, my friend keeps a "ledger of ideas." Into this are transferred all such matters as are likely to be needed for future reference, like addresses, suggestions in connection with his business, all grouped in such a way that they can be turned to in a moment. When a matter has been disposed of a pencil mark is drawn through it and that ends it, except that it serves as a memorandum of the fact and the period of time when entered, for these items are divided by date lines indicating the period when entered.

The Beginning and the End.

Judge—Did you see the beginning of this trouble?

Witness—I did, your Honor; it occurred five years ago.

Judge—Why, how is that?

Witness—It began when the minister pronounced them man and wife.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRANK.

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

"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

Young Man's Difficulty in Getting a Pair of Rubbers.

In consequence of the unexpected and heavy snow of Monday the shoe stores and shoe departments did a rushing business, both that day and the next in overshoes. Among those who found themselves face to face with the storm, or rather afoot in it, minus their overshoes was a young man from Brooklyn whose name we withhold out of consideration. His shoes were comparatively new and of that graceful and symmetrical shape known as the bulldog, and as the soles were thick he paid little attention to the fact that he had no overshoes on until he gradually became aware that his feet were getting wet and it behooved him to look out for them.

He had been tramping in New York all the morning and had still a number of places to go to before returning to his office on Broadway, so he made a bee line for a shoe store he knew to be in the vicinity, but on the way a big sign bearing the magic words, "Rubber sale now on, price 25c," dangling from the side door of a Sixth avenue department store caught his eye.

"I don't suppose they're much," he muttered, "but I guess they'll last until I get home." And in he went.

"Great Scott! What have I struck?" was his mental exclamation as the door swung to after him and he found himself in a long, narrow apartment covered with a gorgeous red velvet carpet and literally swarming with women.

Before he could beat a retreat a tall man stepped forward. "Anything you wish, sir?"

"Well, yes; I'm looking for some rubbers."

"Rubbers? Well, I guess you'll have to look further. We don't keep men's rubbers in the ladies' department."

"Indeed!" retorted our young Brooklynite with a withering glance, but before he could turn to make good his escape a salesgirl, who had overheard the floorwalker, stepped forward.

"Oh, yes, we do, Mr. W." Then, turning to the youth from Brooklyn, she added: "Step this way, sir, and I will wait on you," and she smiled so frankly that there was nothing for the poor chap to do but follow her to the other end of the department, where a vacant seat was found, into which he dropped with an inward groan. "Confound these women! why can't they mind their own business?" and he blushed like a girl as a battery of soft eyes were turned in his direction.

"What size?" asked the girl who had volunteered to wait on him.

"Oh—er—sevens," he stammered, wishing for the first time in his life that his feet were smaller and deliberately knocking off a whole size, for he was a great big fellow and wore an eight.

The girl gazed at his feet critically for a moment, puckered up her mouth, but said nothing and then began searching through a row of boxes near by. At last she found what she wanted, but before she could reach her customer with them she was hailed by another salesgirl.

"Say, Caddy, that lady you was waitin' on is gettin' awful mad. You had better go back to her."

"All right. Just a minute, sir," and tossing his rubbers over her arm, Caddy left her newest charge to his own reflections while she flew back to the custom-

er she had deserted for him and before she could return she had two more calls, but at last she got back and, slipping down on one knee, endeavored to draw on one of the overshoes she had selected.

"That's funny," she said. "An eight ought to go on over a seven, hadn't it? Perhaps, though, the dampness has swelled your shoe."

"Perhaps it has," he answered, innocently. "Suppose you try an eight and a half."

That was no more successful, however, and back she went, looking high and low for a large pair.

"Say, Sadie, where's them nineses?" she piped out, in a squeaky voice, to a mischievous looking girl near by.

"Don't know," says Sadie. So Caddy looked again, hnding them at last. But even they were too small.

"Well, try tens," he groaned.

"Say, Sadie, where's them tenses?" piped up Caddy once more.

"Don't know," says Sadie, while everybody began to smile, and even the woman who had been besieging the bargain table looked around to see the fun.

"I know what's the matter," said Caddy in disgust, as she thrust aside the tens she had succeeded in finding. "It ain't the size of your feet; it's them bulldog shoes," and she called for the third time, "Say, Sadie, have we got any bulldogs?"

"Any what?" gasped Sadie.

"Why, bulldog rubbers, you know, to fit them horrid new-shaped shoes."

"Oh," says Sadie. "Don't know."

Of course, everybody giggled and our young hero, his face like a full blown "Jae," sprang from his seat and exclaiming hastily, "Say; hold up; no matter; I can't wait any longer," strode between the rows of women that blocked the way to the door.

Once safe in the street, he hurried on, regardless of wet feet, determined that, sink or swim, live or die, survive or perish, he would never again risk his life in a woman's shoe department. That night he went home with a good old-fashioned cold and sore throat, and after he had a hot lemonade and had been safely tucked in bed with a mustard plaster on his chest, his spinster aunt, bundled in a great woolen muffler, stole out of the house with one of the offending shoes under her cape to a small but enterprising store around the corner, whence she returned in triumph with a pair of bulldog rubbers that would have delighted the heart of a giant, and his troubles at last over, the young man from Brooklyn fell peacefully asleep.—New York Herald.

Success at Home and Abroad. Hide and Leather.

In colored leather American manufacturers deserve many congratulations for the magnificent success they have achieved at home and abroad. Slowly but steadily they have learned to produce batch after batch of leather of uniform color and durability that will not crack. With the assistance of the dye-stuff men our tanners have obtained a knowledge of coloring that is truly admirable.

The manufacture of colored calf and side-leather is accompanied by curious results. Superintendents, foremen and helpers, who have learned one way and another to make the right kind of colored leather, speedily realized the value of their knowledge and of the field for its development. Consequently, there has been a continuous shifting around of skilled specialists, followed by increased quantities of good leather being put on the market.

Blow your horn in a legitimate manner.



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.

CHILDREN'S SHOES

... FOR ...

SPRING...

We have the most complete line.

Novelties that are Money Makers.

HIRTH, KRAUSE & CO.

Mr. Bostwick's Clerk Further Dis-closes His Plans.

Written for the TRADESMAN.

More to hear myself talk than anything else—nobody has a good time unless he has his share of it—I said to the boy, "Well, now what's the next number on the program? Of course, I'm not fool enough to believe that fitting up this room has been the end and aim of existence. It's fine, it's a credit to you, but it's only the getting ready. Now what?"

"Now, I'm going to do what Mr. Bostwick has been wanting all along—I'm going to do some studying. Away down in my heart, where I don't let anybody look very often, I've always had a longing for what the schoolhouse and the college could give me. When I ought to have gone to school I couldn't, and for a good many years—you laugh, but eight years out of a fellow's life is a good many years of school life—I thought too much of having 'a good time' to think of studying by myself. So, after I got the room where I wanted it, I overhauled my trunk and got out my old schoolbooks, and I have been looking them over. That Grand Rapids grocer has stirred me up considerably, and if he has been able by himself to make up for a college course, after he got through with the store at night, I don't see why I can't. Do you?"

"I looked at the boy and hesitated. How rosy the future looked just then. How easy it seemed to him to take up the mental task night after night and after years of patient plodding to seize the precious prize at last.

"When Duty whispers low, Thou must,
The youth replies, I can."

I said, "It's a hard road, and it's a long one; but 'What man has done man may do.'"

That, however, sounded altogether too solemn and I asked what he intended to begin with.

"O, well, I shall run over the common studies first. Algebra used to stump me and I'm going into that for all I'm worth—jump right into the middle of it and creep out both ways."

"That's where you have the unknown quantity. I don't think I'd do it that way. Don't you remember enough of your algebra to know what a ticklish thing that x is? Can't you recall how the mistake of even a sign threw the whole thing all out of gear? I wonder if I can't recollect what my old teacher said to me one day when I had been especially stupid and ugly over one of those problems. 'Dick,' said he, 'there is something besides algebra in this work. You can't make a mistake away back in anything and come out all right. Work on as fast as you may, you can't cover it up. There it is, and the longer you work at it without going back to rectify it the harder it will be and the farther off you will be from the right—'

"Don't, don't! I can't stand it! I—I—"

To my utter amazement, upon the table which stood between us the young man pillowed his face upon his arm. What I had said in the hope of getting a little fun out of a serious subject had touched a minor chord and, sudden as a thunder bolt out of a clear sky, it drew a responsive sob from "a heart unused to tears." The paroxysm soon passed, and then with a voice broken now and then with the feeling he tried in vain to suppress, he told me what he, in common with manhood generally, had done and suffered and been

sorry for; only the sting which pained him most was the remorseful fact that his own wayward life had been the means of leading others astray. Had he stopped there, you and I, my masculine reader, might have sympathized with him and felt that he would soon become reconciled to that, as others have; but when he told of a sister whose loving heart he had bruised, until it had ceased to beat, and of a mother whose hair his sins had bleached, I could only place my hand upon his shoulder and hold my peace.

"This is what I have been trying to cover up, and bitter experience has taught me indeed that the longer I work without going back to correct the mistake the worse off I am. This has been gnawing at my heart for months, and it gave me no rest until I solemnly vowed that I would live a better life, if I lived at all. It was just before I met you, when we took our first spin together in the park; and, while you may not care anything about it, I am going to tell you that you have done much, without knowing it, to help me keep this resolution.

"Now I am going on with this study, to give me something to think of when business is over. I shall take it gradually. I shall do it on the principle that, after I have spent the day in the monotonous sameness of the work at the store, the brain will be better off for a little thinking than for giving up the evening to billiards or to the intense activity involved in a game of High Five. If you think I'm doing a great deal of talking, with altogether too much of I'm-going-to in it, forgive me and let me have my talk out. I shan't trouble you ever again in this way. I've been thinking of these things so long that I can't stop now until I get through.

"I'm going to look out for the other fellows in the store. They are good boys and I can help keep 'em so. I'm going to have 'em up here. I'm going to get 'em, if I can, to try to make something better of themselves than be just clerks. I've been watching these things lately, and I've about concluded that a fellow who has no higher ambition than to stand behind a counter and peddle out goods is about as near, nothing as he can be. I know that is what people generally think of a clerk—that's what Mr. Bostwick used to be all the time telling me; and, now that I've admitted the fact and determined to be something else, I'm going to stir up the other fellows."

"There was a clerk who asked me, the other day, what good could come of a fellow's knowing something about grammar."

"I wish he had asked me. I'd have taken him to a store on the corner of Sixteenth and Something streets, where there is a clerk whose good English and correct pronunciation have made him a marked man in that store; but you may make up your mind he won't be a clerk there any longer than he can help it; and that won't be a great while. And that's the way with all of us."

My intention was to find out, if I could, the vocation the young fellow had chosen for himself; but it was late and, feeling that, take it all in all, Will Morris had bitten off a piece much bigger than he will ever thoroughly masticate, I "hoped that he would realize all that he had planned," and left him.

Some of these plans he has begun to carry out already—with what success we shall in due time see.

RICHARD MALCOLM STRONG.

She Wanted Skating Boots.

A woman's shoemaker has his woes. "The trouble with women," he says, "is that they don't always know what they want, but they know too well that they want it"—which is a lucid way of putting it, to say the least. "One of my customers came in at the beginning of the season," he continued, "and said she was going to Canada and wanted a pair of skating boots. 'Now, make them just like a man's,' she said. So I made them like a man's. When she came in to try them on I thought she was going to faint. 'Why, how dare you make me such a looking pair of shoes!' she said. 'I wouldn't wear round toes like those for anything in the world.' 'But you said to make them like a man's, and skating boots can't have pointed toes,' said I. We talked and argued nearly all the afternoon, and then she went away and came back with her husband. The minute he looked at them he said, 'Why, certainly, those

shoes are all right. They're perfect skating shoes and just like a man's. If you wore pointed shoes on the ice you would look absurd and be uncomfortable. So she took them and I thought the storm had blown over. A few days ago she came in with the shoes, saying that she had 'a good mind to sue me for damages.' She said the brass hooks with which the upper part of the boots are laced had torn the silk lining of her dress to ribbons. 'I am not surprised,' said I. 'Those hooks are intended only for men's or children's boots and are never used for ladies, but you insisted upon those shoes being exactly like a man's. If they had not been skating boots I would have warned you about the hooks, but when skating you ought to wear a short skirt.' She went away angry. But what was I to do?"

The man who asked and "received not, because he asked a-miss, might have been more successful had he asked a widow.

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, | \$1.00 |
| | | Sole Leather Counter, Solid Inner Sole, Solid Out | |
| | | 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. | | | |

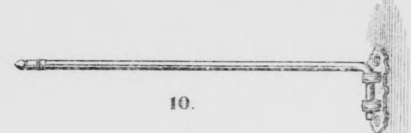
Send by number for a sample case of each of above. You cannot do without them, as they are the best shoe in the country for \$1.00. P. S. We purchased these goods before the advance, and our trade shall have the benefit as long as they hold out.

Michigan Shoe Company,

81-83 Jefferson Ave.,
Detroit, Michigan

No. 10 represents our

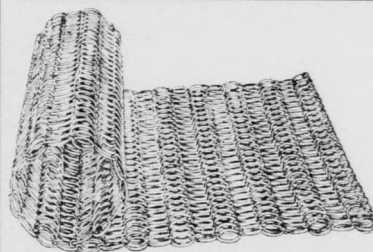
Side
Arm
Display
Fixture



for side of window.
Can be used for displaying any class of goods in drape form.
Nickel plated. Price,
\$2 per doz. Write for catalogue.



Acme Manufacturing Co., Battle Creek, Mich.



DETROIT FLEXIBLE DOOR MATS

STANDARD SIZES

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

Retail for \$1.00 upwards.

Any dimension to order.

Made of Flat Wire. The Latest and Best.

Supplied by Foster, Stevens & Co.
and the mfrs. Write for prices.

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

LOOMIS & GASSENMEIER...

MANUFACTURERS OF

SHOW CASES

For all kinds of goods. Secondhand show cases
on hand and exchanged.

612 Michigan Avenue, East

Lansing, Michigan

Fruits and Produce.

Reasons for Elgin's Supremacy in the Butter Market.

The Elgin district was first opened up by cheese factories, which in time changed into butter and cheese factories, and later into creameries.

The first of these was at Richmond in 1866, opened by Dr. R. R. Stone, who saw the natural advantages of Fox River Valley and sent to Utica, N. Y., hiring D. E. Wood for his first cheesemaker, who later owned and operated the Huntley factory.

In 1867, Chas. W. Gould, another dairy pioneer, started the home factory on his farm east of Elgin, then Wanzer, Newman, Nolting and others in rapid succession. These were later all turned into butter and cheese factories or creameries.

Thus, commencing with Richmond on the North, it was not long before the Fox River Valley was made famous for making the finest cheese, and with Elgin in the very heart of the territory, it was very soon decided to go one step further and let one buttermaker do the work of all the farmers' wives and by so doing get together a large quantity of very fine butter all just alike. With this idea in view, and with the name of Elgin well and favorably known for its watches and other manufactures besides dairy products, the beginning of buttermaking in a creamery commenced. This was in 1870, when I. H. Wanzer, Dr. Jos. Tefft and others constituting the Elgin Butter Co. built the factory on the west side of the river in Elgin, and later followed by the Fountain creamery east of Elgin; then A. Nolting built one near Elgin and John Newman the Springbrook creamery west of Elgin, and others following in rapid succession, until now the Fox River Valley is dotted with them, and the Elgin district has so expanded that we have crowded over the State lines in every direction, and the name of Elgin is referred to in every state of the Union when extra fine creamery butter is used, and the term "Extra Elgin" has come to mean a grade of butter and calls for the very finest.

It is true that other states than Illinois are making fine butter, and we welcome them as comrades. We need their assistance, for we must stand "shoulder to shoulder" to beat down the opposition of the butterine men who evade the law and palm off their stuff, colored and made to imitate the finest creamery, and thus cheat and deceive the consumers. Also the "process" butter manufacturers, who make over old butter and grease by a so-called "secret chemical process," so that it looks like pretty good butter. There are now process-butter factories, or "butter hospitals" (whichever you please) in several states, but the enemy, seeing that Chicago has made such a pleasant and prolific home for oleo, seems to have made that city its headquarters. One firm of butter dealers being interested in the manufacture of this process stuff right at Elgin have built a large factory there the past season, I suppose to steal into the trade with their goods put up in attractive shape and sold as fresh-churned, full-grass flavor butter from "our" factory at Elgin. The Illinois Creamery Co., of Chicago, is doing its best to ruin the fine butter trade of Illinois, and at the same time those interested (but under another name) are advertising in flattering words to cream-

ermen to ship them their creamery butter on commission. With these process factories going and, as I understand, shipping from each one about a carload a day, and butterine sold as much as ever, is it no wonder that the New York market declines 4c per pound at a season when we naturally look for a stiffening of prices? With this traffic increasing, it behooves the farmers of the Western States to think seriously before changing from their steers and stock raising into dairying, but with such bold frauds to face and fight, we must all stand together and vote for such representatives in Congress as will pass laws to properly protect the dairymen and consumers alike, by a National general pure food law, with commissioners to see the law enforced, or better yet, to come under the Internal Revenue Department for enforcement.

The founders of the creamery system in the Elgin district were wise and thoughtful—they built from the foundation up. First looking over the country, they found by its natural drainage, its rolling pastures, its creeks fed by everlasting springs, that it was just the kind of a country for producing pure milk, and by delivering the milk from several farms to a central point they could produce a larger quantity of better butter than by each making it up into butter on the several farms. The dairymen themselves entered into the work, and as they had the benefit of the teachings of the Illinois Condensing Co. for several years previous, they were prepared to deliver milk in large quantities from each farm.

It must be understood that in speaking of dairying in the Elgin section that, in nearly every instance each farm is a dairy farm and not a stock and grain raising farm with the dairy as a second consideration. The farms will average about 200 acres each and it is not an uncommon thing to find a dairy of 50 to 75 cows, with an average probably of 50. Hence they make a business of dairying, feeding all that is grown on the farm, and buying bran to lighten up the corn and oats, one-third of each being the ordinary ration, the coarse feed being the corn fodder cut and threshed or shredded, as much as they will eat. In bad weather the cows are kept in the barn. A great many have water in the barn in easy reach of each animal all the time. The barns are kept well cleaned, and the cows milked regularly at a stated time night and morning. As fast as it is milked, the milk is strained and put through an aerator into eight gallon cans, which are then set in a tank of water to cool, stirring often. It is then ready for market. The factories which purchase the milk have inspectors to see that the farmers follow the above conditions and also to see that the utensils are kept clean. With milk coming to the factories in splendid shape, the creamerymen are enabled to produce a butter that has stood at the head for years.

Then the market was looked for and easily found, for fine butter was eagerly sought after. It was then that they showed their wisdom again, for in 1872 they founded the Elgin Board of Trade, a market for the producers of fine butter, which has, by steady growth, come to be the largest producers' market in the world, the number of factories represented on the Board being 424. The total of nearly \$100,000,000 business done since the Elgin Board was organized is something of which the members and the district feel proud.

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.

Butter Wanted

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.

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.

The Elgin district, as represented on the Board, comprises Northern Illinois and Southern Wisconsin, yet its influence is felt wherever fine butter is sold, in all parts of the world. I could go into more of the history, but I think that part is covered sufficiently to show the reasons for Elgin's supremacy in the butter market, its creameries being the first, in the West at least, to be able to sell a lot of fine butter, every tub of which was just alike, both in color, salt, package and quality. It was a revelation to butter buyers and the name of Elgin soon became noised abroad as the home of the manufacture of the finest butter in the land. It being the finest, it was not long before the unscrupulous were trying to palm off poorer and cheaper goods as Elgin; hence it became necessary to adopt rules on the Elgin Board of Trade as to what constituted "Fine Elgin Butter," and the rule stands to-day as follows:

All butter offered upon this Board shall be assumed to be butter churned, salted and packed in a creamery, from cream which is separated from the milk in the creamery where the butter is made, unless otherwise designated.

Extra flavor must be quick, full, fine and fresh; taste must be pleasant and sweet; brine perfectly clear and little of it; body and grain must be perfect; color even and uniform, and good for the market for which the butter is intended; properly salted, neither gritty nor flat, and package good and uniform, and not less than five hoops for a 60 pound tub.

In the sale of any property in packages involving the question of tare, the actual weight of packages (ascertained by stripping at the time of delivery) shall be deducted from the gross weight.

In case the purchaser shall require the weighing and stripping of butter that has been delivered on market weight, such weighing and stripping shall be done, and the result reported within three business days (including the day of delivery) after delivery or the purchaser shall have no right of reclamation on the seller.

By the adoption of this rule we keep our Elgin butter the highest grade, and living up to it is to my mind the keystone which binds the dairymen together so that Elgin retains its supremacy, and to keep their butter up to grade is what the creamerymen of the Elgin district work for continually, using the newest machinery that will assist them in that direction, and by knowledge gained by long experience, combined with pure milk to commence with, they are enabled to lead the forces of the dairymen, ever taking as a watchword "Excelsior."

To sum up in a few words: If I should build an arch on which was inscribed "Reasons for Elgin's Supremacy in the Butter Market," the foundation would be the natural advantages of the Fox and Rock River valleys; the corner stones would be the intelligent dairymen who keep abreast of the times in the matter of producing pure milk and plenty of it; the creamerymen of the Elgin district who always lead in the art of making fine butter, would be the arch stones, all cemented together and finished, with the Elgin Board of Trade, "The Producers' Market," as the keystone holding them firmly together in business integrity.

JOSEPH NEWMAN.

Some men's minds are like a pint of cider in a washtub—broad enough, but not very deep.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 19.—Trade is good—decidedly ahead of last year. Prices are firm and tend to a higher plane. Quite a good many buyers are here and they are here for business.

The deliveries of coffee are way ahead of last season, and while the war in coffee has sent the package stuff down, the situation is nevertheless firm. In January the deliveries here were 410,161 bags of Brazil and about 100,000 bags of other sorts. Rio No. 7 closes at 6½¢. The Havemeyers and Arbuckles are going to start the spring campaign in a vigorous manner, if we may believe the statement of an officer of the former, who says, "We will put the price of coffee down to 2c per pound if necessary. * * * There will be more activity in the coffee trade of the United States within the next three months than has been jammed into any two or three years of previous history." The amount of Brazil coffee here and afloat amounts to 1,146,848 bags, against 740,700 bags at the same time last year. There is a moderate business going forward in mild coffees, but hardly as active as a week ago. High grades of coffee are not in excessive supply.

The tea trade during the week has been of the usual character, the demand being chiefly for everyday wants. Jobbers are not seemingly anxious to make sales if it is necessary to make any concession in rates.

Sugar refiners report themselves as oversold, having advanced granulated to 5½¢ to-day. Raw sugars are firm. The new refineries in Brooklyn are being rushed and before many months will be in operation, and we shall then see whether the coffee war will extend to sugar.

Rice is in good demand, both for foreign and domestic. The former seems to be rather more in evidence than the latter. It is said that stocks abroad suitable for this country are in lighter supply than for a decade.

While not as many orders have come to hand as arrived last week, the spice market is firm and the situation is very encouraging for dealers. Singapore black pepper is held at 8½¢@8¾¢. Advices from abroad indicate a failure of the African ginger crop, and, as a consequence, this article is very firm.

In molasses, the volume of business has not been large and buyers seem to be adverse to taking more than enough for daily wants. But from the South the advices indicate so much strength that holders here are firm and think the situation warrants a firm hold to present rates. Good to prime centrifugal, 15¢@20¢; open-kettle, 27¢@30¢; Porto Rico, 26¢@33¢.

The syrup market has been unusually active during the week and even exporters have shown some interest. Quite large transactions have taken place and dealers are in an amiable frame of mind.

Trading in canned goods is fairly active for spot goods and quite an active business is also being done in futures. In the line of the latter, Maine corn, favorite goods, is being offered at 85¢ f. o. b. Portland. More orders are being placed than last year. Future Delaware tomatoes are offered at 65¢@67½¢ delivered here, and some packers have refused the latter. New Jersey tomatoes, 75¢ delivered here. Spot stock of the latter is firm at \$1.05.

For Pacific coast and foreign dried fruits there has been a fairly active market, with California prunes leading everything. In the line of domestic fruits little has been done save in an everyday way, although some enquiry has sprung up for evaporated apples, which are now quotable at 9¢@9½¢.

The volume of business done by bean exporters is larger and for choice marrows \$1.37½ is readily obtained. While local trade is not large for medium or pea beans, the market exhibits considerable strength and dealers seem quite content with the outlook.

Butter prices have shown no appreciation, but there has been a good demand all the week and at the close the tone of the market is firm. Stock is pretty well cleaned up and, as supplies are not at all excessive, the outlook for the present is encouraging. Aside from best sorts the demand is slow and quotations are irregular. Exporters have been doing a little more and at a very low range of prices, say 13¢@13½¢ for ladle goods. Extra Western creamery, 20¢; firsts, 18¢@19¢; fancy imitation creamery, 16¢@17¢; fresh factory, 13½¢@14¢.

In cheese, home trade is moderately active and one or two exporters seem to be taking some interest in the market. State, large size, full cream of September make is quotable at 8½¢; October, 8¼¢; small, full cream, 8¾¢@9¢.

While receipts of eggs have been rather light, they have been ample to meet the demand, which is decidedly inactive. Orders are for small lots and the market is somewhat demoralized. Fancy Jerseys are worth only 16¢; State and Pennsylvania, 15½¢; Western, 15¢@15½¢.

To a man without food even a good appetite is a questionable blessing.

It's hard for the hen fond of cackling to hide her nest.

Even with Her Cross Examiner.
From the Cleveland Leader.

"Now," said the lawyer who was conducting the cross-examination, "will you please state how and where you first met this man?"

"I think," said the lady with the sharp nose, "that it was—"

"Never mind what you think," interrupted the lawyer. "We want facts here. We don't care what you think, and we haven't any time to waste in listening to what you think. Now please tell us where and when it was that you first met this man."

The witness made no reply. "Come, come," urged the lawyer. "I demand an answer to my question."

Still no response from the witness. "Your Honor," said the lawyer, turning to the Court. "I think I am entitled to an answer to the question I have put."

"The witness will please answer the question," said the Court in impressive tones.

"Can't," said the lady.

"Why not?"

"The Court doesn't care to hear what I think, does it?"

"No."

"Then there's no use questioning me any further. I am not a lawyer. I can't talk without thinking."

So they called the next witness.



**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.

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.

The New Collapsible Crate and Box

For Shipping all kinds of Fruits, Vegetables, Meats, Eggs, Etc.

Saves 62½% in 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 saved at once. Illustrated circulars free.

THE COLLAPSABLE CRATE AND BOX CO., 115 Allegan St., E.,
Lansing, Mich.

POTATOES BEANS SEEDS

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

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

Established 1876. Jobbers of Seeds, Potatoes, Beans, Produce.

FINCH'S FAILURE.

How Robert Stevenson & Co. Were Drawn Into the Deal.

Chicago, Feb. 5, 1898.
Peck Bros., Grand Rapids, Mich.:
Gentlemen—Your favor of the 3d inst. duly received. We thank you very much for the information given us, and also thank you for the kindly spirit evinced.

Now, a word of explanation in regard to the Finch account: We have been selling Mr. Finch for about a year. We opened the account solely by mail, as we have no traveler or representative who calls in Grand Rapids. We opened the account simply on agency reports, which were highly satisfactory. We never knew Mr. Finch was a cutter; no one in Grand Rapids or anywhere else ever informed us. He always paid us promptly when the account was due, and the account he now owes us, part of it is not due yet, and none of it was due at the time of his failure, so you see that he kept his account in pretty fair shape. If anyone had informed us or made complaint we certainly should have taken it under advisement and acted accordingly.

Mercantile reports quote him from \$15,000 to \$20,000 and in excellent standing. We have never, since we have been in business, sold a cutter in Chicago nor a dry goods firm. We advertise it and live up to it, and we think that the drug trade in your section, if they knew the whole, would not blame us. This is a full explanation of the whole matter.

Again thanking you for your kind favor and assuring you of our appreciation of the same, and also of our desire at all times to take care of the interests of the retail trade, we are

Very truly yours,
ROBERT STEVENSON & CO.

Chicago, Feb. 14, 1898.
Peck Bros., Grand Rapids, Mich.:

Gentlemen—We notice an article in the Michigan Tradesman, issue of Feb. 9, in which we are very much misrepresented. We wrote you a letter some time ago embodying the whole truth, and we wish to ask you if you have any objection to our putting this letter in print.

Then, again, this paper states that we advertise not to sell to cutters and that we are "two faced" in the matter. Our advertisement reads, "not to sell to dry goods cutters." We do NOT SAY ONE WORD ABOUT DRUG CUTTERS, as a great majority of druggists are now cutting prices more or less. As we in-

formed you in our former letter, we did not know this man Finch was a cutter, neither did anyone in your city ever inform us of the fact. We had no traveler going there and were quite ignorant of the whole surroundings.

Very truly yours,
ROBERT STEVENSON & CO.

Grand Rapids, Mich., Feb. 14, 1898.
Robert Stevenson & Co., Chicago, Ill.:

Gentlemen—Your favor of 12th inst. is received. We noticed the article referred to in the Michigan Tradesman. We were very sorry to see it, because we know that Mr. Stowe is under a misapprehension as to the facts. Every retail druggist knows that your firm stands high in the estimation of the general trade, and we have never heard your name mentioned in connection with furnishing supplies either to dry goods or department stores—and we wish we could say this of all the Chicago jobbers.

We have no objection whatever to your printing the letter referred to. We presume that you have a copy of it. The original was mailed to Mr. Heber Walsh, Holland, Mich., almost as soon as received, with the request that he set your house right with the retail trade of his neighborhood. We yesterday wrote him to return the letter and will mail it to you when received, although we presume you have a copy. As soon as this letter reaches us, the writer, J. E. Peck, will call upon Mr. Stowe and submit it to him, together with yours of the 12th, received this morning. We will also show the Tradesman people your list, and have no doubt that the matter will be rightly construed and explained through its columns in a subsequent issue.

This man Finch has been an especially offensive cutter, in consequence of his plan of selling medicines at cost and paying his clerks a commission, independent of salary, to sell substitute (his own) goods when advertised medicines were called for.

These uncommercial methods have stirred the retail trade throughout this portion of the State to lay the blame on the houses supplying him, and the average dealer does not discriminate between John D. Parks & Sons Co. and others and a house of the general standing of yours, Parke, Davis & Co. and others.

We will do all we can to adjust this misconception and time will certainly do away with any momentary false impression. Very truly,

PECK BROS.

The Retailer's Position.

From Shoe and Leather Facts.

There is a good deal said and written from time to time about the position of the retail merchant. Occasionally you will hear some manufacturer or wholesaler deplore the fact that the retailers' lines should have fallen into such unpleasant places. There are even a few retailers engaged in the various lines of industry who look on the dark side and claim that they can see no ray of sunlight in the clouds of difficulty which overhang the pathway of those who come in direct contact with the buying public—the consumers. A good many retailers have had a pretty hard time of it the past three or four years, but it is noticeable that they have stood up under the trial fully as well as those engaged in any other calling.

The retail merchant stands between the manufacturer and the consumer. He represents the largest class of business men in existence, and it should not be forgotten that he makes up the backbone of every community. When panics assail the retail merchant they are also to be reflected, in, if anything, an augmented degree, upon the wholesalers and manufacturers. When a retailer is called on to give credit to his customers in times of depression he either has to be strong enough financially to carry the augmented burden or ask those, in turn, from whom he buys goods to be lenient with him. Then, when suffering exists, the retail merchant is the first man appealed to for charity. In times of pub-

lic festivity he, above all others, is expected to contribute liberally. A city or town is judged almost solely by the reputation of its retail merchants.

For these reasons, and many others, retailers should be the most enterprising of all business men. They should have a thorough understanding of human nature, and they have to be tactful to succeed. As their sales are usually made in small quantities, and as they have to come in contact with a large number of people, there is the highest reason why they should have perfect system in conducting their business and why their salesrooms should be as attractive as possible.

We know that the vast majority of retailers recognize these as axiomatic facts, but if we are instrumental in calling them to the attention of even a few who may have become neglectful the article will not have been written in vain.

School Your Clerks.

Never engage a new clerk without first of all instructing him in his duties and informing him fully of your policy of doing business, so that he will be able to afterward work in harmony with that policy. Many a good clerk at heart has been spoiled in the end by reason of a lack of knowledge of the proprietor's system of doing business, who would otherwise, if schooled a little at the start, have made, perhaps, a good salesman and helped to lay a strong foundation for the business of his employer.

Detroit Commission and Mfg. Co.

Manufacturers of

Chicory

Yellow Rolls (imitation of Sellig's), Pink Rolls, Red Rolls. Also Granulated Chicory and Essence of Coffee in bulk or tin foil constantly on hand.

Malt Coffee

Cereals

Koffee Aid

27 Farmer Street, Detroit, Mich.

Telephone, New 1312.

Specialties in

Grocers' Sundries

Produce and Fruit of all kinds.
Flour, Feed, Baled Hay and Straw.

Butter and Eggs

a Specialty



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

MILLER BROS.,

Mfrs of Foot and Power
Bean Picking Machinery.

ROCHESTER, MICH.



Manitowoc Lakeside Peas

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

THE ABLERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



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.

Gripsack Brigade.

A commercial traveler received an order for thirteen dozen shirts at Battle Creek last week. He refused to accept it unless it was either increased or decreased. A compromise was reached.

Geo. F. Owen has finally received a permit to place his acetylene gas machine anywhere in the country, without invalidating the insurance policies of the persons using the generator, and is naturally very much elated over his success.

"Why am I discriminating against the Heald system in the shipment of freight?" repeated a Grand Rapids grocery salesman, "I will tell you why and I think you will agree with me in the statement that I have ample grounds for taking the position. My Klondike mileage book was used up a few days before Feb. 1 and I did not wish to invest \$30 in interchangeable mileage until I could get the new book, which, by the way, I consider an excellent book in every respect—which would be good on the trains. The last day of January I drove from Ithaca to St. Louis and tendered the agent a \$20 bill in payment of a ticket from St. Louis to Edmore. He was unable to change the bill and I had no other money with me but the \$20 bill. I told the agent I could not afford to miss the train, because I had an imperative engagement that afternoon to sell a new stock a hundred miles away. The agent assured me that he would satisfy the gate-tender, so that I could ride on the train as far as Alma, where I could probably get the bill changed and obtain the desired ticket; but the gate-man was obdurate and refused to permit me to board the train without a ticket. I appealed to the conductor, without result, and had the satisfaction of seeing the train pull out without me. I undertook to make a new engagement by wire, but the man at the other end was quite as obdurate as the gate-man on the train, and before I could get to him on the evening train, he had purchased his stock of a competitor. Do you wonder that I discriminate in every way possible against a railway system which throws as many restrictions as possible in the pathway of the commercial traveler?"

Yonie Yonson Wants a Yob by Mr. Grant Haven.

Travarcia Caity, Feb. 20, 1898. Sae, maistar, aie skal ask yo for du mae favor. Fallar bane talang mae about das fallar wat owns das C. & W. M. R. R. Aie tank hae sae has nam bane Gran Haven. Hae sae Mr. Gran Haven skal vant gude mans baie has gate on car. Aie skal lake mae das yob. Aie not bane quanted bae Mr. Gran Haven. Aie drumer fallar tal mae, aie skal wrote yo lattar gattang

racomand bae yo, kos yo no das fallar pretty gude, an hae tank yo skal got mae das yob. Hae sae das mans tank bae bane pretty smart, but at bane all dalusion, an aie skal lat ham tank bae bane baggar mans das Old Grant. Aie tank aie skal bane gattang long all rite. Aie bane vorkag couble veeks bae das asalam. Bane lot fallar har skal tank da bane smart, an doctor sae hae got vels bae dar heads.

Yo skal tal ham aie bane bully gude mans. Aie drank alcohale an chaw Peerlass, an aie bat mae Tan Dollar aie skal lick stuffang out any drumer fallar as skal swar or usang profane langage whan hae bane standing in Rain Storm an Wattar runnang down ham, neck vaitang for ham traine to come bae das gate. An any vomans hoe skal have baby not tan var old skal not rode bae das cars. Den har skal pay fare sam as drumer an lend Co. Tan Dollar. Drumer fallar tal mae das one tang, of aie skal gattang das yob, aie skal bane carefull an kapang das gate shut avery taim Mr. Gran Haven bane on car. Hae tal mae Kattal runnang loose on plains bae Baldwin bane atang avrytang Green da kal sae. Yos skal tal ham aie got Brodar bae Oakloma bane runnang Kattal Ranche, an aie skal wrote ham lattar an gattang lasso, an aie bat bae Yerusalam some Kattal gattang bae has car bane gattang plantv troble bae me. Yo kan tal das fallar aie skal sat bae all dose vomans on dose cars, so das conductor skal hav plantv taim to tand to has busnas. Tal ham aie bane vorkang von fall bae hog Drover, an aie tand tham gate bae das schute, an loadang hogs bae car. So aie tank aie skal kno mae busnas, an bane abal hold mae yob. Aie had gude oxperance. Aie tank das skal bane battar yob dan vorkang bae lumber voods. Wrote mae lattar. Aie skal lake pratty gude to har bae yo if aie bane gattang das yob.

YONIE YONSON.

California Congressmen on the German Fruit Decree.

Representative Barlow, who represents the Sixth California District, in which is located the fertile San Joaquin Valley, one of the greatest fruit districts of the State, says that so far as California fruit is concerned the German decree prohibiting the importation of American fruit is a mere pretext. "California fruits," he said, "are singularly free from vermin or diseases of any kind. Our apples have no worms, the citrons, fruits, oranges and lemons are without fungus. So jealous are our people in their desire to keep our fruits free from disease that the delegation from the State is now advocating the passage of a bill, which was introduced in the House by Mr. Castle some time ago providing for an inspection of all fruits, plants, cuttings, shrubs, etc., imported into this country."

Good Time in Prospect at Detroit.

Detroit, Feb. 19.—The regular business session of this Post is on Saturday evening, February 26, at 8 o'clock, city time, at Bamlet hall, and open to our ladies as spectators. The orators of the Post can always outdo themselves when they face an audience of ladies. Make a point of this and bring them along. It is urgently requested that every member put in an appearance. After the business meeting some sort of an entertainment will follow, so bring your talent with you and be prepared to use it. You cannot escape as easily as you did the last time.

We will have dancing (ladies' choice), and card playing for those who indulge.

H. Y. KENYON, Sec'y.

The footpad and his operations are disturbing the serenity of citizens in all parts of the country at this time. The majority of our smaller cities are unquestionably short on police protection. It would pay to increase the strength and efficiency of that arm of the service at almost any cost. The police, fire and sanitary departments of a city ought to be made as perfect as they can be made, even if other departments are neglected.

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

We presume the absolute perfect and complete shoe store is an impossibility. We do not claim to perform impossibilities, but we do claim that our shoe store is as perfect as time, money and expert knowledge can make one.—John Wanamaker, N. Y.

The "Harvard" shoe prevents colds, grippe, pneumonia and the other dire results of wet and cold feet. It's the shoe to wear in winter, when storms come up without warning. It's the shoe for wet pavements, muddy crossings, boggy fields and damp woods—and yet looks well on bright days anywhere.—A. J. Cammeyer, N. Y.

Our shoe man has such a multitude of excellent values in his department that it quite puzzled him to pick out a very particular one for Friday. He managed to do it, however, as you ladies who understand shoe values will understand and appreciate. Those who are not well versed in shoe lore might take the description to a manufacturer and ask him how much he would charge to duplicate it. There would come an awakening to our low price.—Hahne & Co., Newark, N. J.

Corns and bunions need not be endured. Instant relief and permanent cure are effected by wearing shoes made on modern lasts and constructed on scientific principles. The W. L. Douglas shoes are easy to the feet and fit perfectly. It required many years of experimenting and practical shoemaking to bring the Douglas shoes to the position they occupy to-day—the very best that can be made at any price.—W. L. Douglas, Brockton, Mass.

When we counted the shoe stocks at the first of the month there were 246,000 pairs—a trifle above the normal. Too many means loss—interest loss on cost at least; means less chance to fitly show the new shoes coming. So we chose 38,000 pairs for immediate selling at first, best, quickest loss. Yesterday we decided to right the stock of oxfords as well. No need to wait until May—so this morning you may choose from 1,968 pairs of \$2 and \$3 oxfords at \$1.—John Wanamaker, Phila.

Hypnotizing a Hen.

From the Toledo Blade.

Did you ever hypnotize a chicken?" asked Police Commissioner Kind the other night. It's dead easy. Just catch your hen, place it on the floor in front of you with its tail toward you. Take a piece of chalk and draw a straight line, beginning at a point just under the hen's head and extending a foot and a half or more. The bird will fasten its eyes on the chalk, and in a twinkling almost she is unconscious of anything but that line. You can cuff and kick her about as much as you please, but her gaze will immediately return to the chalk line. When I was sailing before the mast it was not an unusual thing, on a calm day, when there was no work in sight, to see a dozen or more sailors, each with a hen in his hands, drawing chalk marks. It is the most perfect case of complete hypnotism I ever saw. Just try it sometime if you don't believe it."

Was Ruining Their Business.

From the Boston Record.

They were evidently cigar drummers and not a happy pair at that. For some time they sat in a Washington street car without speaking. Then one of them said: "That makes seventeen." "I make it one more," said his companion, as both looked at their watches. "What makes it so hard is that Boston of all places should have taken it up. It's no use making any excuses to my firm. They'll keep on kicking at my sales." "Same here," was the surly rejoinder. Then they got out and a carefully dressed gentleman sitting beside me took a handsome briar pipe out of his pocket and remarked:

"If those fellows had gone two blocks farther I would have made the nineteenth man smoking a pipe they could have counted in five minutes." Then he laughed softly and what had been a dark secret was explained.

The Spaniards are bitterly resenting the imputation that there was any Spanish agency in the destruction of the Maine. It is difficult to determine whether this is an honest exhibition of outraged feeling or the simulation of virtue under a guilty conscience.

English machine tools are fast losing ground in the markets of Italy, because for several years past they failed to push the trade, allowing the United States to get a foothold with a better quality of tools.

Nearly 32,000,000 pounds of American dried apples went abroad last year, besides 881,279 barrels of green or ripe apples. The total value of these shipments was \$3,404,335.

THE WHITNEY HOUSE

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

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Hoskins & Company

COMMISSION BROKERS.

GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

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

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.

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.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

How the Landlord Sized Up an Embryo Drummer.

M. Quad in American Druggist.

If he had been a veteran drummer for a dry goods or a grocery house—if he had been on the road a year with sample shoes, cigars or crockery—it would have been all right, but to wade into a young man on his first trip with druggists' sundries, as they did at Alton, was taking an unfair advantage.

The embryo drummer was only 20 years old, and one had only to glance at him to realize that he had no cheek. In riding up to the hotel in the 'bus he was very quiet, and when the clerk assigned him a back room on the fourth floor, not a word of protest fell from his lips. It was almost by accident that anybody got onto the fact that he was a drummer. When the discovery was made that such was his profession, the landlord beckoned him into the private office and began:

"Young man, what sort of a little game are you trying to play in this town?"

"I—I'm not playing any game," was the confused reply.

"I hope not, for your own sake, but things look very queer. People who came up in the 'bus with you tell me that you hadn't a word to say against the town."

"No, sir."

"And when you entered this hotel you didn't throw your grip at a bell-boy and bang up to the office and demand a second-floor parlor at \$2 per day. What was the matter with you?"

"That—that isn't my way, sir."

"Oh, it isn't? Playing the humility dodge, eh? I understand from the clerk that you didn't ask for violet-scented soap for your bath. You didn't find fault with the hours for meals; you didn't cuss around about damp sheets. What do you mean by this humility business?"

"This is my first trip, sir," replied the drummer in abject tones.

"I hope you are speaking the truth, young man!" said the landlord, as he glared at him. "The man who lies to me finds me a hard man to deal with. The head-waiter says you ordered from the bill of fare and made no kick. Was that part of your little game?"

"I don't understand you."

"But you will before we get through! You were in the smoking-room last evening. There was a score of others there, but you worked that humility dodge to perfection. You did not put your feet on the back of a chair; you did not announce in a loud voice that you were from New York; you did not boast that your firm was the biggest in the world; you did not say that every one-horse town in the country had a better hotel than mine. Perhaps you can explain yourself in a police court, but I am far from being satisfied. There is something behind all this, and I have telegraphed your house to know whether you are all right or not."

"Why, of course, I am all right," said the young man, as his face grew troubled. "I told you this, was my first

trip, and if I have done anything out of the way—"

"That excuse don't go down, young man! Have you found any fault with the railroads entering Alton since you came here?"

"No, sir."

"Have you had one single word to say against our river—the weather—street-car service, or the police department?"

"I don't think so."

"And look here, young man!" continued the landlord as he touched the other on the shoulder, "there were three drummers in the smoking-room all the while you sat there. You must have known they were drummers. You heard each one of them get off a whopping big lie, but you never opened your mouth."

"But what was I to do?"

"You, a drummer, and ask such a question! Great heavens, but what is the profession coming to! You should have gone in and told a lie big enough to drop all three of them, of course. Do you mean to tell me you can't lie?"

"N—no, sir!" was the trembling answer.

"Jehosephat to Jerusalem! but how did you get this far from New York without losing your clothes! You intend to sit still and let three old liars show off and get all the credit! Well, well, but I took you for a suspicious character as you got out of the 'bus! Perhaps you will next tell me you can't tell a funny story."

"No, sir, I can't!" was the contrite admission.

"Humph! Well, your guilt grows blacker and blacker. When you left New York didn't you have a lot of old jokes and gags and guys stored up in your head to get off in country towns like this?"

"No, sir."

"No lies—no jokes—no guys! And you—you call yourself a drummer! I can't find words to express my astonishment. When you leave are you going at 2 o'clock in the morning, and wake everybody in the house banging your trunk along the halls?"

"No, sir; I am going at noon today."

"Going to tell every drummer you meet for the next month that this is the cussedest town you ever struck for business?"

"No, sir. Business has been first-rate with me."

"And you don't intend to ask me to take a draft on New York in payment of your bill?"

"No, sir."

"Nor kick at paying \$2.50 per day and say you can live cheaper at the Waldorf?"

"No, sir."

"Young man, see here!" said the landlord, as he bent forward and dropped his voice a peg or two. "There is no doubt in my mind that you are a shover of the queer, a dealer in green goods or a spotter for bank burglars. As an honest man it is my duty to turn you over to the law, but I'll give you a chance to reform. Pay your bill, get out of the ladies' door with your grip, and make a sneak for the depot. If you can get clear away, I won't say anything, but don't you never show up in Alton again!"

The young man went. He made a straight line for New York, banded in his samples and resignation, and is now connected with a religious publication house.

The Man Who Succeeds.

Quiet Observer in Brains.

The clerk's willingness to keep everlastingly at it, and to do more about the store than he is paid for doing, is one type of evidence that he will get along in life successfully. His ambition to make the store the most attractive in town; his watchfulness to speak a good word for it whenever the opportunity is presented, and his earnest desire to work in harmony with the policy of his employer and to evince to customers that that policy is to please and to satisfy them, all count in the clerk's favor in the end.

How Robert Stevenson & Co. Came to Sell Finch.

Geo. H. Stanbury, representing Robert Stevenson & Co., of Chicago, was in the city last week for the purpose of attending the sale of the Finch drug stock. Incidentally, he called on the Tradesman for the purpose of entering a protest against the characterization of his house as "two-faced" because it was so unfortunate as to be caught by the failure to the tune of nearly a thousand dollars.

Mr. Stanbury asserted that the Tradesman's strictures were unjust, in his opinion, because Stevenson & Co. do not pledge themselves to refrain from selling drug cutters, the prohibition applying only to dry goods cutters and department stores. They find it impossible to draw the line on any portion of the regular drug trade, on account of the large number of druggists who cut on one or more articles in the drug line.

Mr. Stanbury asserts that Stevenson & Co. have never been represented in this city by a traveling salesman, the Finch account having been started by correspondence and kept up through the mediumship of mail orders. All opinions as to his responsibility were based on the ratings and reports of the Bradstreet Co., which appears to have been misled by Finch into giving him a fictitious rating. Mr. Stanbury insists that if the retail drug trade of Grand Rapids had requested Stevenson & Co. not to sell Finch, they would have cheerfully cut him off and declined to furnish him any goods.

The Tradesman gladly gives place to the above explanation, and is inclined to accept the statements made as worthy of credence, on the ground that a house of such high standing as Stevenson & Co. is entitled to the benefit of the doubt, even although in this case it did take a false step which it now has occasion to regret.

The Drug Market.

Opium—The market is very firm and the jobbing price is less than cost of importing. An advance of 5c has taken place during the week.

Morphine—We have positive information that this article will be advanced within the next day or two.

Quinine—Is steady, with fair seasonal demand.

Alcohol—Is very firm and an advance of 2c was made on the 22d. Corn is higher and there has developed quite a large export demand for our product.

Quicksilver—Has advanced and may affect all mercurials.

Essential Oils—Bergamot, lemon and orange are very firm at advanced prices. Lemon is being sold in this country at a price about equal to that paid in Italy. Cajuput is scarce and firm at the recent advance. Clove is firm and higher, on account of the advance in spices.

Seeds—Anise has been advanced, on account of higher markets abroad. Russian hemp seed, scarce and very firm.

"A Fearless Trade Organ."

From the American Artisan.

The retail trade of Michigan should congratulate themselves on having so able an exponent of their interests as the Michigan Tradesman. Some time ago Paul V. Finch & Co., a firm of druggists in Grand Rapids, who had been notorious as price-cutters, failed. The Tradesman publishes a list of their creditors, with the amount due each, and says:

"No regret will be felt for the creditors of Finch, however, because every house which sold him a dollar's worth of goods did it with a realizing sense that it was thereby putting an additional weapon into the hands of an irresponsible individual to injure the legitimate drug trade of the city."

We note in the long list of firms who were "stuck" by the cave-in of this price-slasher such well-known names as Armour & Co., Goodyear Rubber Co., Anheuser-Busch Brewing Association, Sterling Remedy Co., Jas. J. Kirk & Co. and Colgate & Co. It is to be regretted that such multi-millionaire firms as these do not see the necessity of holding up rather than dragging down those engaged in retail merchandising, as they afford the only profitable outlet for the distribution of their product. If a few other trade papers would follow up their next dereliction with a good sharp rap, such as the Michigan Tradesman gave them in the Finch business, they might be brought to realize the injustice of their position. As to the smaller fry exposed in this creditors' list, such as the Chicago drug jobbers who have been "keeping company" with the legitimate trade while flirting desperately with the cut-rate fellows and department stores, this straight-from-the-shoulder thrust of our contemporary will bring them all down on their knees whining and begging for mercy, which that good-hearted party, the retail trade, is wont to extend to erring jobbers.

Bound to Utilize His Purchase.

Old Party—Is the editor in?

Office Boy—Nope.

Old Party—Where is he?

Office Boy—Dunno; committed suicide last night.

Old Party—Heavens?! Is it possible? What for?

Office Boy—Took a tombstone on advertising and couldn't see any other way to get the benefit of it.

Habits, good or bad, may be formed in an incredibly short time if they are congenial.

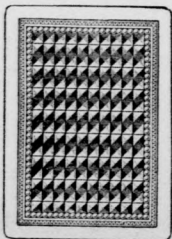
PIMPLES blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and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

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

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—Alcohol, Opium, Oil Cloves.
Declined—

Acidum		Conium Mac.		Scilla Co.		Sinapis		Linseed, pure raw..	
Aceticum.....	60¢ 8	Copaiba.....	35¢ 50	Tolutan.....	50¢ 50	Sinapis, opt.....	18	Linseed, boiled.....	42 45
Benzoleum, German	70¢ 75	Cubebe.....	1 10¢ 1 20	Prunus virg.....	50¢ 50	Snuff, Maccaboy, De	30	Neatsfoot, winter str	44 47
Boric.....	15	Exechthitos.....	1 00¢ 1 10			Vos.....	34	Spirits Turpentine..	40 45
Carbolicum.....	29¢ 42	Erigeron.....	1 00¢ 1 10	Tinctures		Snuff Scotch, DeVo's	34		
Citricum.....	40¢ 42	Gaultheria.....	1 50¢ 1 60	Aconitum Napellis R	90	Soda Boras.....	9	Paints	BBL. LB
Hydrochlor.....	30¢ 5	Geranium, ounce..	75	Aconitum Napellis F	50	Soda Boras, po.....	11	Red Venetian.....	1 1/2 2 28
Nitrosum.....	80¢ 10	Gossippi, Sem. gal.	50¢ 60	Aloes.....	50	Soda, Bi-Carb.....	2	Ochre, yellow Mars..	1 1/2 2 24
Oxalicum.....	12¢ 14	Hedeoma.....	1 00¢ 1 10	Aloes and Myrrh....	60	Soda, Ash.....	3 1/2 4	Ochre, yellow Ber..	1 1/2 2 23
Phosphorium, dil..	15	Junipera.....	1 50¢ 2 00	Assafetida.....	50	Soda, Sulphas.....	2	Putty, commercial..	2 1/2 2 23
Salicylicum.....	60¢ 65	Lavandula.....	90¢ 2 00	Atrape Belladonna..	50	Spts. Cologne.....	2 60	Putty, strictly pure	2 1/2 2 23
Sulphuricum.....	1 1/2 1 40	Limonis.....	1 30¢ 1 50	Auranti Cortex.....	50	Spts. Ether Co.....	55	Vermilion, Prime	1 1/2 2 15
Tannicum.....	1 25¢ 1 40	Mentha Piper.....	1 60¢ 2 20	Benzoin.....	50	Spts. Myrra Dom.....	9 00	Vermilion, English..	70¢ 75
Tartaricum.....	38¢ 40	Mentha Virid.....	1 50¢ 1 60	Benzoine Co.....	50	Spts. Vini Rect. bbl.	2 42	Green, Paris.....	13 1/2 19
Ammonia		Morhuus, gal.....	1 00¢ 1 10	Barosma.....	50	Spts. Vini Rect. 10gal	2 47	Green, Peninsular..	13 1/2 18
Aqua, 16 deg.....	40¢ 6	Myrcia.....	4 00¢ 4 50	Cantharides.....	50	Spts. Vini Rect. 5gal	2 52	Lead, Red.....	5 1/2 6
Aqua, 20 deg.....	60¢ 8	Olive.....	75¢ 3 00	Cardamon.....	50	Less 5c gal. cash 10 da.		Lead, white.....	5 1/2 6
Carbonas.....	12¢ 14	Picea Liquida.....	10¢ 12	Cardamon Co.....	50	Strychnia, Crystal..	1 40¢ 1 45	Whiting, white Span	70
Chloridum.....	12¢ 14	Picea Liquida, gal..	10¢ 12	Catechu.....	50	Sulphur, Subl.....	2 1/2 3	Whiting, gliders....	70
Aniline		Ricina.....	30¢ 1 10	Castor.....	1 00	Sulphur, Roll.....	2 1/2 3	White, Paris Amer..	70
Black.....	2 00¢ 2 25	Rosmarini.....	1 00¢ 1 10	Cinchona.....	50	Tamarinds.....	80¢ 10	Whiting, Paris Eng.	70
Brown.....	80¢ 1 00	Rosse, ounce.....	6 50¢ 8 50	Cinchona Co.....	50	Terebenth Venice....	28¢ 30	Universal Prepared..	1 00¢ 1 15
Red.....	45¢ 50	Succini.....	40¢ 45	Columba.....	50	Theobromae.....	42¢ 45		
Yellow.....	2 50¢ 3 00	Sabina.....	90¢ 1 00	Cubeba.....	50	Vanilla.....	9 00¢ 16 00		
Bacca.		Santal.....	2 50¢ 7 00	Cassia.....	50	Zinci Sulph.....	70¢ 8		
Cubese.....	13¢ 15	Sassafras.....	55¢ 80	Cassia Acutifol Co.	50				
Juniperus.....	6¢ 8	Sinapis, ess., ounce.	1 40¢ 1 50	Digitalis.....	50	Oils			
Xanthoxylum.....	25¢ 30	Thyme.....	40¢ 50	Ergot.....	50	Whale, winter.....	70		
Balsamum		Thyme, opt.....	1 60	Ferri Chloridum.....	35	Lard, extra.....	40 45		
Copaiba.....	55¢ 60	Theobromas.....	15¢ 20	Gentian Co.....	50	Lard, No. 1.....	35 40		
Peru.....	2 40	Potassium		Gentian Co.....	50				
Terabin, Canada..	45¢ 50	Bi-Carb.....	15¢ 18	Gulaca.....	50				
Tolutan.....	50¢ 60	Bichromate.....	13¢ 15	Gulaca ammon.....	50				
Cortex		Bromide.....	50¢ 55	Hyoeyamus.....	50				
Abies, Canadian....	18	Carb.....	12¢ 15	Iodine.....	75				
Cassia.....	12	Chlorate, po. 17@19c	16¢ 18	Iodine, colorless..	75				
Cinchona Flava.....	18	Cyanide.....	35¢ 40	Kino.....	50				
Euonymus atropurp	30	Iodide.....	2 60¢ 2 65	Lobelia.....	50				
Myrica Cerifera, po.	12	Potassa, Bitart, pure	28¢ 30	Nix Vomica.....	50				
Prunus Virginiana..	20	Potassa, Bitart, com	15	Opil.....	50				
Quillaja, gr'd.....	12	Potassa Nitras, opt.	80¢ 10	Opil, camphorated..	50				
Sassafras.....	14	Potassa Nitras.....	70¢ 9	Opil, deodorized....	1 50				
Ulmus.....	15	Prussiate.....	20¢ 25	Quassia.....	50				
Extractum		Sulphate po.....	15¢ 18	Rhatany.....	50				
Glycyrrhiza Glabra.	24¢ 25	Radix		Rhei.....	50				
Glycyrrhiza, po.....	28¢ 30	Aconitum.....	20¢ 25	Sanguinaria.....	50				
Hamatox, 15 lb box.	11¢ 12	Althia.....	22¢ 25	Serpentaria.....	50				
Hamatox, 1s.....	13¢ 14	Anchusa.....	10¢ 12	Stromonium.....	60				
Hamatox, 1/2s.....	14¢ 15	Arum po.....	25¢ 30	Tolutan.....	60				
Hamatox, 1/4s.....	16¢ 17	Calamus.....	20¢ 25	Valerian.....	50				
Ferru		Gentiana.....	12¢ 15	Veratrum Veride....	50				
Carbonate Precip....	15	Glycyrrhiza.....	16¢ 18	Zingiber.....	20				
Citrate and Quinia..	2 25	Hydrastis Canad.....	55						
Citrate Soluble.....	75	Hydrastis Can., po.	15¢ 20	Miscellaneous					
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	15¢ 20	Ether, Spts. Nit. 3 F	300¢ 35				
Solut. Chloride.....	15	Inula, po.....	15¢ 20	Ether, Spts. Nit. 4 F	24¢ 3				
Sulphate, com'l, by	2	Ipecac, po.....	2 50¢ 2 60	Alumen.....	30¢ 4				
Sulphate, com'l, by	50	Jalapa, pr.....	25¢ 30	Alumen, gro'd, po. 7	40¢ 50				
Sulphate, pure.....	7	Maranta, 1/2s.....	25¢ 30	Annatto.....	40¢ 50				
Flora		Podophyllum, po.....	25¢ 30	Antimoni, po.....	40¢ 50				
Arnica.....	12¢ 14	Rhei.....	25¢ 30	Antipyrin.....	1 40				
Anthemis.....	18¢ 25	Rhei, cut.....	25¢ 30	Antifebrin.....	15				
Matricaria.....	30¢ 35	Rhei, pr.....	75¢ 100	Argent Nitras, oz.	50				
Folia		Spigelia.....	35¢ 38	Arsenicum.....	100¢ 12				
Barosma.....	23¢ 28	Sanguinaria.....	15¢ 18	Bismuth S. N.....	1 40¢ 1 50				
Cassia Acutifol, Tin-	18¢ 25	Serpentaria.....	30¢ 35	Calcium Chlor., 1s.	9				
nevelly.....	25¢ 30	Senega.....	40¢ 45	Calcium Chlor., 1/2s.	12				
Cassia Acutifol, Alx.	18¢ 25	Similax, officinalis H	40¢ 45	Calcium Chlor., 1/4s.	12				
Salvia officinalis, 1/2s	12¢ 20	Scilla, M.....	10¢ 12	Cantharides, Rus, po	75				
and 1/4s.....	80¢ 10	Sinapis, M.....	10¢ 12	Capsici Fructus, af.	15				
Ura Ursi.....	80¢ 10	Symplocarpus, Foli-	25	Capsici Fructus, po.	15				
Gummi		us, po.....	25	Capsici Fructus B, po	15				
Acacia, 1st picked..	45	Valeriana, Eng, po. 30	25	Caryophyllus, po. 15	12¢ 14				
Acacia, 2d picked..	45	Valeriana, German..	15¢ 20	Carmine, No. 40.....	3 00				
Acacia, 3d picked..	35	Zingiber a.....	12¢ 16	Cera Alba, S. & F..	50¢ 55				
Acacia, sifted sorts.	28	Zingiber j.....	25¢ 27	Cera Flava.....	40¢ 42				
Acacia, po.....	60¢ 80	Semen		Cocculus.....	40				
Aloe, Barb. po. 18@20	12¢ 14	Anisum.....	12	Cassia Fructus.....	33				
Aloe, Cape.....	12	Apium (graveleons)	13¢ 15	Centraria.....	10				
Aloe, Socotri, po. 40	12	Bird, 1s.....	4¢ 6	Cetaceum.....	45				
Ammoniac.....	55¢ 60	Carul.....	10¢ 12	Chloroform.....	60¢ 63				
Assafetida.....	25¢ 30	Cardamon.....	1 25¢ 1 75	Chloroform, squibbs	1 25				
Benzolium.....	50¢ 55	Coriandrum.....	80¢ 10	Chloral Hyd Crst..	1 50¢ 1 60				
Catechu, 1s.....	13	Cannabis Sativa.....	40¢ 44	Chondrus.....	20¢ 25				
Catechu, 1/2s.....	14	Cydonium.....	75¢ 1 00	Cinchonidine, P. & W	25¢ 35				
Catechu, 1/4s.....	16	Cheopodium.....	100¢ 120	Cinchonidine, Germ	22¢ 30				
Camphore.....	40¢ 43	Dipterix Odorata..	2 00¢ 2 20	Cocaine.....	3 80¢ 4 00				
Euphorbium, po. 35	10	Feniculum.....	10	Corks, list, dis. prot	70				
Galbanum.....	1 00	Fenugreek, po.....	70¢ 9	Cresosotum.....	35				
Gamboge po.....	65¢ 70	Lini.....	30¢ 4	Creta.....	2				
Guaicum.....	20	Lini, gr'd.....	40¢ 44	Creta, prep.....	5				
Kino.....	3 00	Lobelia.....	35¢ 40	Creta, precip.....	11				
Mastic.....	60	Pharlaris Canarian.	40¢ 44	Creta, Rubra.....	8				
Myrrh.....	40	Rapa.....	44¢ 45	Crocus.....	18¢ 20				
Opil.....	3 20	Sinapis Alba.....	70¢ 8	Cudbear.....	24				
Shellac.....	25¢ 35	Sinapis Nigra.....	11¢ 12	Cupri Sulph.....	50				
Shellac, bleached..	40¢ 45	Spiritus		Dextrine.....	10¢ 12				
Tragacanth.....	50¢ 80	Frumentum, W. D. Co.	2 00¢ 2 50	Ether Sulph.....	75¢ 90				
Herba		Frumentum, D. F. R.	2 00¢ 2 25	Emery, all numbers	8				
Absinthium.....oz. pkg	25	Frumentum.....	1 25¢ 1 50	Emery, po.....	30¢ 35				
Eupatorium.....oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Flake White.....	12¢ 15				
Lobelia.....oz. pkg	20	Sacharum N. E.....	1 75¢ 3 50	Galla.....	23				
Majorum.....oz. pkg	28	Spt. Vini Galli.....	1 90¢ 2 10	Gambier.....	80¢ 9				
Mentha Pip.....oz. pkg	23	Vini Oport.....	1 25¢ 2 00	Gelatine, Cooper.....	60				
Mentha Vir.....oz. pkg	25	Vini Alba.....	1 25¢ 2 00	Gelatine, French.....	35				
Rue.....oz. pkg	39	Sponges		Glassware, flint, box	70				
Tanaacetum V.....oz. pkg	22	Florida sheeps' wool	2 50¢ 2 75	Less than box.....	60				
Thymus, V.....oz. pkg	25	Nassau sheeps' wool	2 00	Glue, brown.....	90¢ 12				
Magnesia		carriage.....	1 25	Glue, white.....	13 1/2 20				
Calcined, Pat.....	55¢ 60	Velvet extra sheeps'	2 00	Glycerina.....	15				
Carbonate, Pat.....	20¢ 22	wool, carriage.....	1 25	Grana Paradisi.....	20				
Carbonate, K. & M..	20¢ 25	Extra yellow sheeps'	1 00	Humulus.....	25¢ 55				
Carbonate, Jennings	35¢ 38	wool, carriage.....	1 00	Hydrag Chlor Mite	50				
Oilum		Grass sheeps' wool,	1 00	Hydrag Chlor Cor.	70				
Absinthium.....	3 25¢ 3 50	carriage.....	1 00	Hydrag Ox Rub'm.	1 00				
Amygdale, Dule.....	30¢ 50	Hard, for slate use..	75	Hydrag Ammoniat	45¢ 55				
Amygdale, Amare.....	8 00¢ 8 25	Yellow Reef, for	1 40	Hydrag Unguentum	65				
Anisi.....	2 25¢ 2 30	slate use.....	1 40	Hydragyrum.....	65				
Aurant Cortex.....	2 25¢ 2 40	Syrups		Ichthyobolla, Am..	75				
Bergamit.....	2 40¢ 2 50	Acacia.....	50	Indigo.....	75¢ 1 00				
Cajuput.....	85¢ 90	Aurant Cortes.....	50	Iodine, Resubi.....	2 60¢ 3 70				
Caryophylli.....	75¢ 80	Zingiber.....	50	Iodoform.....	4 20				
Cedar.....	35¢ 65	Ipecac.....	50	Lupulin.....	2 25				
Cenopadii.....	2 75	Ferri Iod.....	50	Lycopodium.....	40¢ 45				
Cinnamoni.....	1 80¢ 1 90	Rhei Arom.....	50	Macis.....	65¢ 75				
Citronelli.....	45¢ 50	Similax Officinalis..	50¢ 60	Liquor Arsez et Hy-	25				
		Senega.....	50	drarg Iod.....	75				
		Scilla.....	50	Liquor Potass Arsin	10¢ 12				
				Magnesia, Sulph.....	20¢ 3				
				Magnesia, Sulph, bbl	1 1/2				
				Mannia, S. F.....	50¢ 60				
				Mentha.....	2 75				

PAINT BRUSHES

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

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

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

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

HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor.....60 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....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 1 doz.....1 00 Bulk.....10 El Purity. 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/4 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/4 pints.....1 25 CHEESE. Acme.....11 1/4 Amboy.....11 Bloomingdale.....11 1/4 Byron.....11 1/4 Elm.....12 1/4 Gem.....12 1/4 Gold Medal.....11 1/4 Ideal.....11 1/4 Jersey.....12 Lenawee.....11 Riverside.....12 1/4 Springdale.....11 1/4 Sparta.....11 Brick.....10 Edam.....10 Leiden.....18 Limburger.....10 Pineapple.....43 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s German Sweet.....23 Premium.....34 Breakfast Cocoa.....46	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. Fair.....10 Good.....12 Prime.....13 Golden.....14 Peaberry.....15 Santos. Fair.....14 Good.....15 Prime.....16 Peaberry.....17 Mexican and Guatamala. Fair.....16 Good.....17 Fancy.....18 Maracalbo. Prime.....20 Milled.....21 Java. Interior.....20 Private Growth.....22 Mandehling.....24 Mocha. Imitation.....22 Arabian.....24 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sarsaparilla.....28 Breakfast Blend.....30 Valley City Maracalbo.....18 1/4 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 1/4 c. 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 foil 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. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom.....3 00 1000, any one denom.....5 00 2000, any one denom.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....5 1/4 Evaporated 50 lb boxes.....8 1/4 California Fruits. Apricots.....7 1/4 @ 8 1/4 Blackberries.....7 1/4 @ 8 1/4 Nectarines.....8 @ 8 1/4 Peaches.....8 @ 8 1/4 Pears.....8 @ 8 1/4 Pitted Cherries.....8 @ 8 1/4 Prunelles.....8 @ 8 1/4 Raspberries.....8 @ 8 1/4 California Prunes. 100-120 25 lb boxes.....3 1/4 @ 3 1/4 90-100 25 lb boxes.....4 @ 4 80-90 25 lb boxes.....4 1/4 @ 4 1/4 70-80 25 lb boxes.....5 @ 5 60-70 25 lb boxes.....5 1/4 @ 5 1/4 50-60 25 lb boxes.....5 1/4 @ 5 1/4 40-50 25 lb boxes.....5 1/4 @ 5 1/4 30-40 25 lb boxes.....5 1/4 @ 5 1/4 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 60 London Layers 4 Crown.....2 00 Dehesias.....2 00 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....5 Loose Muscatels 4 Crown.....6 FOREIGN. Currents. Patras bbls.....7 1/4 @ 7 1/4 Vostizas 50 lb cases.....7 1/4 @ 7 1/4 Cleaned, bulk.....9 Cleaned, packages.....9 1/4 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 1/4 Sultana 1 Crown.....9 @ 9 Sultana 2 Crown.....9 @ 9 Sultana 3 Crown.....9 1/4 @ 10 Sultana 4 Crown.....9 @ 9 Sultana 5 Crown.....9 @ 9 Sultana 6 Crown.....9 @ 9 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, 1/2 lb. box.....80 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 00 Empire.....2 50 Peas. Green, bu.....80 Split, per lb.....2 Rolls Oats. Rolled Avena, bbl.....3 90 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Private brands, bbl.....3 Private brands, 1/2 bbl.....3 20 Quaker, cases.....1 75 Huron, cases.....1 75 Sago. German.....3 1/4 East India.....3 Wheat. Cracked, bulk.....3 1/4 24 2 lb packages.....2 80	Fish. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/2 Georges selected.....@ 6 Strips or bricks.....6 @ 9 Halibut. Chunks.....9 1/4 Strips.....8 1/4 Herring. Holland white hoops, bbl. 10 25 Holland white hoop 1/2 bbl 5 50 Holland white hoop, keg. 75 Holland white hoop mch 35 Norwegian.....11 00 Round 100 lbs.....3 25 Round 40 lbs.....1 60 Scaled.....14 Flackerel. 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.....56 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 50 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 75 5 75 2 75 40 lbs.....3 00 2 60 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 3 oz.....1 50 4 oz.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 D. C. Lemon.....75 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....2 00 2 oz.....1 20 4 oz.....2 40 Regular Vanilla. doz.....2 00 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	HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb palls.....40 30 lb palls.....73 KRAUT. Barrels.....3 50 Half barrels.....2 00 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....35 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 3 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 Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 25 Half bbls, 600 count.....3 13 Small. Barrels, 2,400 count.....6 35 Half bbls, 1,200 count.....2 75 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....5 1/4 Java, fancy head.....6 Java, No. 1.....5 Table.....5 1/4 SALERATUS. Packed 60 lbs. in box. Church's.....3 36 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 Common Grades. 100 3-lb sacks.....1 70 60 5-lb sacks.....1 55 28 10-lb sacks.....1 45 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....79 Medium Fine.....85	SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....8 1/4 Rape.....4 1/4 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....3 33 American Family, unwrp'd.....3 27 Dome.....3 33 Cabinet.....2 20 Savon.....2 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 75 Eos.....3 65 Schulte Soap Co.'s Brand. CLYDESDALE 100 cakes, 75 lbs. Single box.....3 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wristley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SPICES. Whole Sifted. Allspice.....10 Cassia, China in mels.....12 Cassia, Batavia in bund.....22 Cassia, Saigon in rolls.....32 Cloves, Amboy.....10 Cloves, Zanzibar.....10 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....10 Pepper, Singapore, white.....12 Pepper, shot.....12 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....40 Cloves, Amboy.....18 Cloves, Zanzibar.....13 Ginger, African.....15 Ginger, Cochina.....18 Ginger, Jamaica.....23 Mace, Batavia.....70 Mustard, Eng. and Trieste.....18 Mustard, Trieste.....20 Nutmegs.....40 @ 50 Pepper, Sing., black.....12 Pepper, Sing., white.....15 Pepper, Cayenne.....20 Sage.....15
---	--	---	---	---	--

STARCH.



Kingsford's Corn.

40 1-lb packages..... 6
20 1-lb packages..... 6 1/2

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..... 5
40 1-lb packages..... 4 1/2

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Domino..... 5 75
Cut Loaf..... 5 75
Crushed..... 5 75
Cubes..... 5 50
Powdered..... 5 50
XXXX Powdered..... 5 56
Granulated in bbls..... 5 34
Fine Granulated..... 5 25
Extra Fine Granulated..... 5 38
Extra Coarse Granulated..... 5 38
Mould A..... 5 58
Diamond Confee. A..... 5 13
Confee. Standard A..... 4 88
No. 1..... 4 88
No. 2..... 4 88
No. 3..... 4 81
No. 4..... 4 75
No. 5..... 4 63
No. 6..... 4 56
No. 7..... 4 50
No. 8..... 4 38
No. 9..... 4 38
No. 10..... 4 38
No. 11..... 4 31
No. 12..... 4 25
No. 13..... 4 19
No. 14..... 4 13
No. 15..... 4 06
No. 16..... 4 00

SYRUPS.

Corn..... 16
Half bbls..... 18

Pure Cane.

Fair..... 16
Good..... 20
Choice..... 25

TABLE SAUCES.

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

TOBACCOS.

Cigars.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

VINEGAR.

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

Washing Powder.



00 12 oz pkgs..... 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.

Whitefish..... 8
Trout..... 8
Black Bass..... 12
Halibut..... 15
Ciscos or Herring..... 4
Bluefish..... 10
Live Lobster..... 20
Boiled Lobster..... 22
Cod..... 10
Haddock..... 8
No. 1 Pickerel..... 8
Pike..... 7
Smoked White..... 9
Red Snapper..... 12
Col River Salmon..... 12 1/2
Mackerel..... 18

Oysters in Cans.

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

Oysters in Bulk

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

Shell Goods.

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

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.

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

Pelts.

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

Furs.

Mink..... 50 @ 1 40
Coon..... 30 @ 1 00
Skunk..... 50 @ 1 00
Muskrats, fall..... 50 @ 12
Muskrats, spring..... 14 @ 17
Muskrats, winter..... 12 @ 14
Red Fox..... 1 25 @ 1 50
Gray Fox..... 40 @ 70
Cross Fox..... 2 50 @ 5 00
Badger..... 20 @ 60
Cat, Wild..... 40 @ 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
Bear..... 7 00 @ 15 00
Beaver..... 2 00 @ 6 00
Beaver Castors..... 2 00 @ 6 00
Opussum..... 5 @ 15
Deerskin, dry, per lb..... 5 @ 25
Deerskin, gr'n, per lb..... 10 @ 15

Wool.

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

Miscellaneous.

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

Candies.

Stick Candy.

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

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

Mixed Candy.

Competition..... @ 6
Standard..... @ 7
Conserve..... @ 7 1/2
Royal..... @ 7 1/2
Broken..... @ 8 1/2
Cut Loaf..... @ 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
Imperial..... @ 8 1/2

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

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

Lemons.

Strictly choice 380s..... @ 3 00
Strictly choice 300s..... @ 3 25
Fancy 380s..... @ 3 25
Ex. Fancy 300s..... @ 3 50
Ex. Fancy 380s..... @ 3 75

Bananas.

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

Foreign Dried Fruits.

Choice, 10 lb boxes..... @ 12
Extra choice, 14 lb boxes..... @ 14
Fancy, 12 lb boxes..... @ 14
Imperial Mikados, 13 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..... @ 8
Persians, G. M.'s..... @ 5 1/2
lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 12
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil nuts..... @ 9
Walnuts, Grenoble..... @ 10
Walnuts, Calif No. 1..... @ 12
Walnuts, soft shelled, Calif..... @ 9
Table Nuts, fancy..... @ 10
Table Nuts, choice..... @ 9
Pecans, Med..... @ 8
Pecans, Ex. Large..... @ 10
Hickory Nuts per bu..... @ 12
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
Roasted..... 5 @ 8

Grains and Feedstuffs

Wheat.

Wheat..... 92
Winter Wheat Flour.....
Local Brands.

Patents..... 5 50
Second Patent..... 5 00
Straight..... 4 80
Clear..... 4 40
Graham..... 4 75
Buckwheat..... 3 50
Rye..... 3 10

Spring Wheat Flour.

Clark-Jewell-Weils Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

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

Worden Grocer Co.'s Brand.

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 10 75
Back..... 11 00
Clear back..... 10 50
Short cut..... 10 50
Pig..... 10 50
Beef..... 8 75
Family..... 10 50

Dry Salt Meats.

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

Smoked Meats.

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

Lards. In Tierces.

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

Sausages.

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

Beef.

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

Pigs' Feet.

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

Tripe.

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

Casings.

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

Butterine.

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

Canned Meats.

Corned beef, 2 lb..... 2 15
Corned beef, 14 lb..... 14 75
Roast beef, 2 lb..... 2 15
Potted ham, 1/4s..... 80
Potted ham, 1/2s..... 1 00
Deviled ham, 1/4s..... 60
Deviled ham, 1/2s..... 1 00
Potted tongue 1/4s..... 60
Potted tongue 1/2s..... 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..... 10
Long Island Wafers..... 11
L. I. Wafers, 1 lb. carton..... 12

Oyster.

Square Oyster, XXX..... 6
Sq. Oys. XXX, 1 lb. carton..... 7
Farina Oyster, XXX..... 6
Gin. Snps, XXX home made..... 7
Gin. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8 1/2
Jumbles, Honey..... 11 1/2
Molasses Cakes..... 8
Marshmallow Creams..... 15
Pretzels, hand made..... 16
Pretzellets, Little German..... 7
Sugar Cake..... 8
Sultanas..... 12 1/2
Sears' Lunch..... 8
Vanilla Square..... 8 1/2
Vanilla Wafers..... 14
Pecan Wafers..... 15 1/2
Mixed Picnic..... 10 1/2
Cream Jumbles..... 12
Chimie Faden..... 8 1/2
Pineapple Glace..... 10
Penny Cakes..... 16
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 11

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..... 12
Ginger Snaps, XXX round..... 7
Ginger Snaps, XXX city..... 7
Gin. Snps, XXX home made..... 7
Gin. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8 1/2
Jumbles, Honey..... 11 1/2
Molasses Cakes..... 8
Marshmallow Creams..... 15
Pretzels, hand made..... 16
Pretzellets, Little German..... 7
Sugar Cake..... 8
Sultanas..... 12 1/2
Sears' Lunch..... 8
Vanilla Square..... 8 1/2
Van

Hardware

Early Experiences of a Hardware Salesman.

Written for the TRADESMAN.

A few days ago, there came into my hands a pamphlet entitled, "Present Business Conditions As Compared With the Past," the contents being extracts from a paper read before the traveling salesmen of the heavy hardware houses of New England given by their employers.

As a whole, it is good (employers' argument to traveling salesmen). As all public acts as well as circulating pamphlets are subject to criticism, I will offer a few. Every traveler should read the book. It contains food for thought—thought principally that the pamphlet bears the earmarks of the author's other interests instead of those purely relative to the traveling salesman.

I do not travel from "the rock-bound coast of Maine to the land of the setting sun" and the gold craze of '49, nor from "the Northern frontier to the Sunny South," in this great land of ours; but, when it comes to miles traveled in a year, or the number of customers, as well as the different kinds, called upon, I think even one of us Western travelers, circulating in a small territory, has a good chance to study human nature and criticize methods adopted by jobbing houses in our line. More especially, five have been "through the mill" so far as details of house work are concerned. The tenor of the pamphlet would indicate that the traveling salesman is to blame for all the tribulations of the jobbing houses.

The author deals particularly with the low schedule of profits at which the goods are sold. True, inexperienced and incompetent men on the road are somewhat to blame, but the houses themselves can share the greater part, as they are prone to employ men who are willing to work for small salaries rather than men whose ability commands greater salaries. Houses that have experimented in this way have not been flatteringly successful.

The greatest cause for low prices in the hardware business is that of taking future orders with prices guaranteed to date of shipment. The dealers who place such orders have from three to six months to enquire a price from every traveler who calls, and by the time of shipment they have been able to get the bottom price. Future orders amount to fully one-half of a traveler's sales. The trouble does not stop here. The price on half the goods that a traveler sells are established at the low price. These future goods are sold at a profit of from 5 to 10 per cent., which pulls down the average profit for the total year to a low figure. Certainly, this trouble cannot be laid at the door of the traveling salesman. All salesmen would welcome the day when there will be no such sale known as "future delivery, price guaranteed to date of shipment."

The author dwells strongly on the rewards given the faithful, and draws an attractive picture of a poor boy who, thirty years ago, with a capital of ten cents and a testament, entered the employ of a large house, thereafter walking up the ladder and retiring with a competency.

A traveler who has been through the hardware grind would refer this argument to some kindergarten. It makes

me think of my own experience: I had read stories of this kind when a boy. From an early age, I had had an intense desire to become a "store-keeper." I made paper darts, etc., to sell to other children for pins. At the age of 18, having just graduated from school, I had an opportunity to enter a hardware store in a pretty Michigan town in a good farming country. I slept over the store, and had to open up at 5 o'clock in the morning, and close—when everybody got sleepy, which was extremely late most of the time. Never did a boy work harder or more faithfully for an employer than I think I did. I was after that reward I had heard of so often. I blacked stoves, piled iron, helped the tinner put up troughs, soldered pans, made stovepipe, etc., etc., in addition to acting as salesman. I was on deck seven days in the week, and seldom went down town of a Sunday without being obliged to go into the store for a customer. I was somewhat disappointed, at the end of the first year, to find only \$180 credited to my salary account. The second year I got an increase—got \$200. The third year I got \$250. About this time I was anything but satisfied. I began to think the stories of the rewards to the faithful a myth. Having worked more than three years without a single holiday, and with the future not promising, I began to enquire of the traveling men I met as to chances in a city wholesale house.

Shortly after, I entered a city wholesale house, as order clerk, at a salary more than double the largest I had yet received. Now I was happy. I renewed my vow to be faithful, and worked just as hard when my employers were not around as I did when they were in sight. It seemed strange to me, then, to see some of the other boys work like nailers when within sight of the manager, then go to sleep on the straw bunk when his back was turned.

Soon my ambition took an upward turn. I remembered the stories told me by travelers I had met when in the country store. I longed to be "on the road." This desire was gratified after the second year with the city wholesale house. I was called into the senior proprietor's office and put through a course of instruction by himself; he had traveled twenty years before and knew (?) all about it. I was pumped full of ideas—that I have never had an occasion to use—pertaining to the handling of customers on the road. Maybe it was because times had changed. I was particularly impressed with the fact that I was about to go on the road to sell goods at a profit, and that his idea of profit must be obtained or I was to pass the order.

I well remember the first customer I called upon. How my heart rose in my throat! The moment of my life had arrived that was to decide my future. The man happened to be a good customer of my house, as well as a fine gentleman. After the usual greetings, he enquired what I had in the way of a cheap rim lock. I fished out a sample I had in my grip, while my mind ran rapidly over my instructions: "A special bargain; sell at \$1.50 per dozen regularly, but to large buyers sell case lots at \$1.25." My first customer scanned the lock and, upon my reply to his enquiry for a price, said: "My boy, you are not in it. See here! here is the same lock, and I have bought it for some time for \$1 per dozen by the case."

This was my first blow. I had to sell

at my employer's price or "pass the order." I had no cost on the lock, so passed on to the next item. I had not been out long before I lost confidence in my prices, and by the end of my first trip I had page after page of memoranda of prices I had run across. I had a fine session with my employer, which satisfied me conclusively that a man sitting in an easy chair in a city wholesale house has but a faint idea of the prices being made by competitors in the country, and that the best policy is to hire men who can be trusted with the actual cost of the goods and whose judgment can be relied upon to grasp the bull by the horns and do the very best thing possible under the circumstances; and above all, don't jump on him very hard for doing "a devilish foolish thing!"

After that, every mail brought me some complaint of my work. I went into the house at the end of every five weeks' trip, and the air would be blue for some time. The senior member always followed the policy that it would never do to let one of his men think they ever did anything well enough.

I stood this kind of treatment for eight years, but at last got tired of the same story over and over, so decided I would get another job. I had begun to think I was not cut out for a salesman, that I had missed my calling. Well, I made a change. Went with another house in the same city. Went over my old territory and, thanks be! every customer remained with me, and at the end of the second year I stood well up in the ranks on sales and profits.

I often think of my first experience, and wonder if I would have been as aggressive then, had I had the leeway that I now have. I have been with my

present house five years—and am spoiling for a row! Mail brings me different letters. Now they read: "You have our cost; do the best you can for us;" "You know the conditions and must use your own judgment;" "We are well satisfied with what you did;" "Glad to see your good luck;" "A nice order, to be sure."

Does this kind of letters swell the head of a conscientious traveler? No, a thousand times no! They will make him work as no other kind will, and every day the friendly feeling between the employed and employer increases, and the traveler eventually comes to consider himself a part of the concern.

If jobbers generally used these tactics and encouraged the travelers more, the results of the road work would be more gratifying to all concerned. OUIX.

Couldn't Solve the Problem.

A man who went away from home some time ago to attend a convention of church people was struck with the beauty of the little town in which the gathering was held.

He had plenty of time on his hands and, while wandering about, walked into the village cemetery. It was a beautiful place and the delegate walked around among the graves. He saw one of the largest monuments in the cemetery and read with surprise the inscription on it: "A Lawyer and an Honest Man."

The delegate scratched his head and looked at the monument again. He read the inscription over and over. Then he walked all around the monument and examined the grave closely. Another man who happened to be in the cemetery approached and asked him:

"Have you found the grave of an old friend?"

"No," said the delegate, "but I was wondering how they came to bury those two fellows in one grave."

Wire Nails

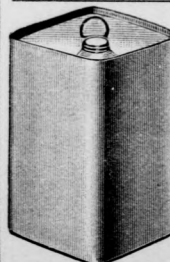
Barb Wire

Plain and Galvanized Wire

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

Foster, Stevens & Co.,

**Wholesale Hardware,
Grand Rapids, Mich.**



SYRUP CANS

Round and Square

Sap Pails and Sap Pans

Write for prices,

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

Factory and Salesrooms 260 S. Ionia St.

Old at the Business—Handling Bankrupt Stocks.

Sidney Arnold in American Artisan.

"Talking about hardwaremen," said the stove salesman, "I think they compare favorably in longevity of business life with any other calling. At the recent meeting of the Wisconsin Hardware Association, some members happened to ask President Hughes of Fond du Lac, how long he had been in the hardware business. After a few seconds' mental calculation Mr. Hughes gave the time as thirty-two years. At his questioner's declaration that he was probably the oldest dealer in the State, Mr. Hughes modestly entered a disclaimer and referred the gentleman to Treasurer Hay, of Oshkosh, who has been selling nails and axes for forty-eight years. Mr. Hay, on being asked if he could not claim to have been longer in the hardware business than any other Wisconsin dealer, said that he was uncertain on that point, and advised a consultation with Mr. D. Kusel, of Watertown. Mr. Kusel, on being interviewed, owned up to forty-nine years in the business, and stated that next month he would celebrate his golden wedding with Miss Hardware. If some of our other states can show a similar record it looks as though the hardware line was a good one to grow old in."

"As subjects of conversation naturally bring up contrasting pictures," said the hardware specialty man, "I want to tell you why plenty of hardware dealers don't stay in business very long, and that is because there is one rock upon which hundreds of otherwise shrewd business men have foundered. I refer to the purchase of bankrupt stocks. When the majority of hardware men with a little money saved up get a bit of luck thrown their way in the shape of a chance to buy in a lot of hardware of some bankrupt dealer at wonderfully low prices, they get a notion into their heads that they can make a splurge by selling the same below wholesale prices, thus cutting out their competitors. This is nothing but a fool mistake, and the man who does it ruins the hardware business in his own town. The buying public discount the bankrupt story, thinking it only a dodge, and say: 'So-and-so is selling wash boilers or axes at such a price. Now that shows that these hardware men here are making altogether too much profit.' That's the way it works every time, creating soreness and friction with competing merchants, and distrust of the trade in the public mind. It doesn't pay. I have in mind a well-known retailer, who has made as much out of the business as perhaps anybody I know of, solely by treating this bankrupt stock question in the right manner. He buys every stock of this kind he can, sometimes getting them at tremendous discounts off the wholesale price, but he has never on that account cut the regular price. Whenever he gets a stock of goods of this kind he advertises them with surprising liberality, without saying anything about their being bankrupt goods—why should he anyway? I don't know that a pocket knife cuts any worse because it has been displayed a few months in a Smithville retail store. He hires additional clerks and uses every device to push the sale of these goods. He can afford to, considering the great margin of profit he makes. As a result of these tactics, he has made money hand over fist, and has not begrudged his competitors a chance to earn an honorable living. Now, to my notion, that is business, and if more hardware men followed these tactics as regards bankrupt stocks, there would be more of them who could stay in the business for a long term of years."

The Hardware Market.

General trade keeps up remarkably well, considering the weather and the time of the year, as dealers seem to find it quite necessary to keep their stocks well assorted, as the demand in local quarters is quite unusual for this time of the year. There is but little to

note in the change of prices, as manufacturers do not seem disposed to make any radical changes at present.

Wire Nails—The demand is good and prices are very firm. There has been an advance this month of 5c all around on wire and nails, which is only for February shipment. We are advised by all manufacturers that March 1 another advance of 5c will take place. The selling out of all mills to the syndicate has not yet been consummated, but it is believed that by March 1 it will be known definitely what is to be done. If the deal goes through, prices undoubtedly will be advanced, but how much no one is able to tell. Jobbers at present are selling wire nails in carlots, f. o. b. mills, at \$1.55 and in less than carlots are trying to get 5c additional. Nails from stock are still selling at \$1.75@1.80, according to quantity taken.

Barbed and Plain Wire—The situation in this line of goods is the same as govern and control the wire nail market. Prices are firm, with an advancing tendency, and jobbers are quoting at present painted and barbed wire at \$1.55 and No. 9 plain wire \$1.30 with 3c for galvanizing, f. o. b. mills.

Rope—There has been quite a steady advance in cordage of all kinds during the month of February, and the market at present is represented as follows: sisal, 6½c; manilla, 8c. Manufacturers report that there is no indication of there being a decline for the present.

Window Glass—As the factories now are nearly all in blast, competition to secure orders among jobbers is quite intense and prices are not maintained to that figure which they should be in order to afford an adequate profit for the dealer. The price at present varies all the way from 85 to 85 and 10 per cent. off and carload buyers can even shade these prices. It is hard to tell just what the future will bring forth in the glass market. It is not believed that prices will be any lower and that jobbers will soon realize the folly of giving away glass, so that the price will soon settle down to a firm basis.

Reports from other markets are as follows:

Chicago: Jobbers report a steady trade in most sections, but with considerable unsteadiness in others, owing to the annual snow and mud blockade.

St. Louis: The movement of shelf hardware continues to increase and a heavy trade is the general report from all jobbers.

Baltimore: Trade throughout the South has been fairly good in certain lines, but rather quiet in general hardware.

Cleveland: Trade is not as good as could be hoped for, but open weather and a large amount of rain have made the country roads all but impassable and it is a wonder trade is as good as it is.

Omaha: The bare statement that the jobbers and manufacturers of Omaha are busy only partially gives expression to the trade situation. They are not only busy, but in many departments there is a positive rush, and some houses are forced to work over time in order to keep up with the procession.

The Wise Father.

"No, I never take the newspapers home; I've a family of grown-up daughters, you know."

"Papers too full of crime, eh?"

"No; too full of bargain sales."

The man who walks between a woman and a milliner's window is an ill-mannered wretch.

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.....	8 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.....	65&10

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s.....	60&10
-----------------------------------	-------

KNOBES—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 30&10

NAILS

Advance over base, on both Steel and Wire.....	1 65
Steel nails, base.....	1 75
Wire nails, base.....	Base
20 to 60 advance.....	05
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ advance.....	85

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Perry & 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 ¼c per pound extra.....	

HAMMERS

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

HOUSE FURNISHING GOODS.

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, ½ inch and larger.....	6½
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.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 85

HORSE NAILS

An Sable.....	dis 40&10
Pu Nam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

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



Tradesman Itemized Ledgers

Size, 8½x14—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.

Life in a Lumber Camp—Artemas Ward's Handbook.

Manistee, Feb. 22—While in Ludington last week, I paid a visit to Stetson, where the Butters & Peters Salt and Lumber Co. has a branch store under the management of Guy Vaughn. Stetson lies twenty-six miles from Ludington and is reached by a narrow gauge road owned by the company above referred to. Arriving at the station I found the train, consisting of several freight cars and a caboose, made up and ready to start off, but when the conductor found he was to have a lady passenger, he attached the regular coach—a courtesy I certainly appreciated. A ride of two hours brought me safely to Stetson; a hearty welcome from Mr. Vaughn, a good dinner, and—a nice order sent me on my way with a light heart, which by the way stood me in good stead before I was again to see Ludington.

On the return trip the train was run out on a spur of the road five miles to one of the lumber camps to deliver supplies and bring in one of the gangs, numbering fifty men. Arriving there, I was invited by the Superintendent to visit the different buildings and see what life in a lumber camp meant. The diningroom was a long, one-story building of boards, large enough to seat a possible hundred, and in the center two long tables covered with white cloths were laid with dishes, glass and silver quite as good as one finds in the ordinary country hotel. The dinner had been served, but appetizing odors still prevailed and I am sure it had been a good one. The floor was scrubbed to the proverbial cleanliness of the pin—new pin, to be exact. The sleeping quarters, while not luxuriously furnished, were clean and comfortable. Some colored lithographs, an occasional photograph and a picture of Lincoln adorned the walls. Several small mirrors proved that even in the woods one cares how one looks. A pile of books attracted my attention, and curiosity to see what such men read prompted me to look them over. Homer's Iliad, an Ovid in Greek, Nathan the Wise in the original, two Bibles, one of Drummond's later books, The Deemster, and one other of Hall Caine's books, and a number of magazines of the better sort made up the lot. I happened to have a Chicago paper, a last week's Tradesman and a copy of Quo Vadis which I contributed to their library. After a little delay the men had bade adieu to their companions and with their "kits" were got on board the coach, when we started for Ludington. When about halfway, in the midst of a thick woods, a truck on one of the freight cars broke down, and there we were. The lessons learned in the woods, of how to overcome all obstacles by some means, served us in this dilemma. In some mysterious way, another pair of trucks were brought from some place, and by sheer physical force put in place of the broken one, and we were able to go on after a delay of no more than three hours. As I watched those men, I compared their masterful work with the helplessness usually displayed by the uniformed, brass-buttoned crew one sees on our big railway lines.

It may not have been the privilege of all readers of the Tradesman to read the Grocer's Hand Book, published by Artemas Ward in 1862. I saw a copy in the store of Mr. J. H. McAnley, of Manistee, and became so interested in its early day wisdom that I borrowed it and read nearly all night in order to finish it. From what Artemas says, the price cutter was abroad and created the same havoc in the days of '62 that he does to-day. Some pertinent thoughts in the form of a "Grocer's Catechism," while a bit ironical, are quite to the point. He asks, "What is the chief article in a grocer's stock?"

"Sugar in its various grades."
"What rule has governed the trade in its sales for many years?"
"That it should sacrifice all profit, to the destruction of the seller, without comparative advantage to the buyer."
"How came this original sin in the trade?"

"It arose from ill-judged competition."

"Is there any hope for those who sell goods without profit?"

"None in this world and very little in the next."

"Does the customer appreciate the saving he makes on his purchase of sugar?"

"He rarely does and takes two pounds for a quarter without a suspicion that the grocer loses on it."

At that time Artemas Ward was editor of a trade paper called the Philadelphia Grocer. Copying from an editorial in it, he says: "Nearly one-half your purchases are sugar. What interest do you get on that half of your stock? Can you afford to credit your customer when nearly one-half his purchases show no profit?"

He makes the statement that the imports of sugar exceed in value (or did at that time) all the gold dug out of our mines, and the long-suffering grocer lets it pass profitlessly through his hands. Here is an amusing dialogue he relates:

"What is a grocer, Pa?"

"A grocer, my son, is a good-natured man who deals in the necessities of life at the corner. He is a believer in the early-bird theory. He gets up before the early bird, or the early worm either, but he works late at night, to make up for it. As I said, he is a good-natured man. He lets the people have his groceries and then waits for them to pay him. He waits, and waits—waits until the undertaker gets in his bill, and then he leans over the graveyard fence and wonders if he will get his pay in the next world."

While one smiles at the picture Mr. Ward draws of the patience of the grocer, one must also admire him. Inasmuch as the law of compensation is most just and most exact, I believe he will be paid. Surely the generosity which sent food into homes, where the hope of being paid was nil, the patience which waited months on the man out of work, and then bore uncomplainingly this man's ingratitude when he got a job and changed his grocer simultaneously, must leave a credit to the grocer's account when life's books are balanced.

EMMA L. ALLEN.

The Grain Market.

The past week has been a phenomenon in wheat trading, as the market has been very excited, sometimes bordering on a panic on the Chicago Board of Trade. Prices varied 4@5c in as many minutes. Trading in May wheat is out of the question as the Leiter party has control of that part of the market and can put prices wherever they wish. If they want to put the price to \$1.40 or \$1.50 or drop it to \$1, they can do so and no one can stop them as they virtually control the market of the world at present. However, with our present uncertainty between this country and Spain and the strained relations between France and England, the market is in a very uncertain condition and it may be possible that we will see a fair set-back.

For some unaccountable reason our visible showed a decrease of only 201,000 bushels (against 1,441,000 bushels for the corresponding period last year), while a decrease of 1,000,000 bushels was expected. The Northwest continues to send along her average amount, with no let-up, but we predict that this will not last forever. Prices have advanced about 4c per bushel on futures and 3c on cash in the local markets. The movement of winter wheat is only fair.

Coarse grains were as excited as wheat, and corn and oats advanced fully 3c per bushel, and will eventually go higher.

The receipts of wheat were about normal, being 55 cars of wheat, 10 cars of corn and 5 cars of oats.

Local millers are paying 92c for wheat.

C. G. A. VOIGT.

The Swell Old Shopper and the Advertised Goods.

Written for the TRADESMAN.

She came to my counter with a dignity of bearing and haughtiness of manner that to the uninitiated would have been truly appalling. In her hand she carried her pocketbook and an ear-trumpet and, suspended by a long and elegant gold chain encircling her neck, was a tortoise-shell lorgnette. Altogether, from the tip of the purple ostrich feather in her wide-spreading hat, to the toes of her fine kid shoes, the old lady was a dudine of the first magnitude.

With great deliberation she seated herself at the counter. Placing the ear-trumpet in her ear, and holding the flaring end of it up for me to talk into, she asked to see "some of the henrietta cloth advertised in the morning paper."

Not for a moment did I dream that such an elegant personage would condescend to look at a cheap fabric. With this idea, I turned to my shelves and took down the best henrietta cloth we carry, a grade sold regularly at \$1.50. The advertised price of it was \$1.35. When I had draped the fabric into soft loose folds for its better display, my customer examined it critically with the aid of the tortoise-shell lorgnette, remarking that she "did not see how we could sell it at that price." In view of the fact that I had not as yet told her the price of the goods, her statement sounded somewhat premature. Getting hold of her ear-trumpet, I told her that this cloth was \$1.35 per yard.

The look of scorn that displaced the one of satisfaction in the old bargain hunter's face would have withered a tenderer product of mercantile life; but it only amused me.

Taking the ear-trumpet from her ear—to prevent, I thought, my talking back—the old lady began a tirade against the mercantile methods of advertising in general, and ours in particular.

"The idea of putting an advertisement in the paper to the effect that you would sell a fine henrietta cloth for 60 cents! Then when you get the people into the store, you ask regular price for it. I can buy that cloth at any time for \$1.35. You people and your methods ought to be exposed!"

I tried to make the old schemer understand that she was laboring under a misapprehension, and that we had a very fine cloth at 60 cents; but she could not be made to hear without the ear-trumpet, so I gave up in despair.

After giving me, as it were, this piece of her mind, she walked out of the store, with her nose in the air, evidently thinking that she had done a fine thing.

The incident, provoking as it was, contained a lesson which I shall not soon forget; that is, to show my cheaper goods first except when my customer states exactly what she wishes to see.

MAC ALLAN.

Phil Graham, grocer at 477-479 South Division street, in company with his wife, left Monday for Jacksonville, Florida, thence going as far south as Daytona, where they will remain about two months.

E. J. Herrick has purchased the residence at 61 Paris avenue and will give the premises a thorough overhauling, preparatory to his taking possession of the property in the spring.

Geo. McDonald, the veteran Kalamazoo druggist, slipped on the ice one day last week and fractured the patella of his right leg.

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—ONE SAWMILL COMPLETE, except boiler and engine, for only \$100. Address A. H. Young & Co., Hartford, Mich. 520

FOR SALE OR EXCHANGE FOR FARM—\$3,500 hardware stock in good town with no competition. Address No. 518, care Michigan Tradesman. 518

PARTNER WANTED—WITH CAPITAL TO manufacture something in wood. Have plant in best shipping town in Central Michigan. Address Day, care Michigan Tradesman. 517

COMPLETE PICKLE AND VINEGAR WORKS for sale for one-fourth its value; capacity 25,000 bushels; situated in section very favorable for growing vegetables; best of railroad facilities. J. E. Cristy, Ringwood, Ill. 516

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. Whittemore & Phinney, Tawas City, Mich. 507

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. Bale in, 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 Rhode's automatic band saw sharpener, one edger with chisel, pointed tooth saws, with extra teeth, and one set of Knight's sawmill dogs. Address the Converse Mfg. Co., Newaygo, Mich. 514

FOR EXCHANGE FOR A HARDWARE stock—\$3,500 worth of stock in the Harrison International Telephone Co.; fully paid up and non-assessable. Address No. 498, care Michigan Tradesman. 498

FOR SALE—STOCK OF DRY GOODS, Groceries and shoes. Will sell or rent building. Reason for selling, poor health. Address L. Schrock, Clarksville, Mich. 499

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

160 ACRES FARMING LAND TO EXCHANGE for stock millinery. Address Lock Box 49, St. Louis, Mich. 502

FOR SALE, CHEAP FOR CASH—20 ACRE farm, good soil, excellent fruit; buildings first-class. Would take as part pay \$2,500 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

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—BY MAN OF NINE YEARS' experience, position as manager of general store. Have had experience in all lines; can also do book-keeping of any kind and would do same with other work. Address No. 519, care Michigan Tradesman. 519

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

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



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

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

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

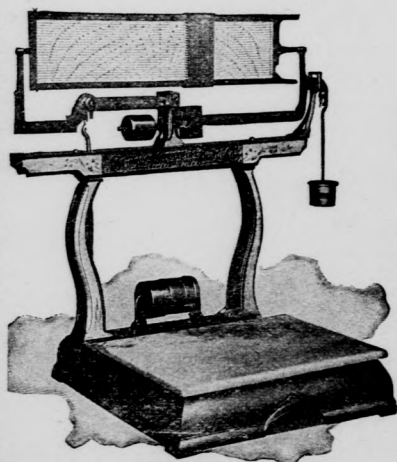
For any information desired address

THE COMPUTING SCALE CO., Dayton, Ohio.

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.**

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 a 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.