

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

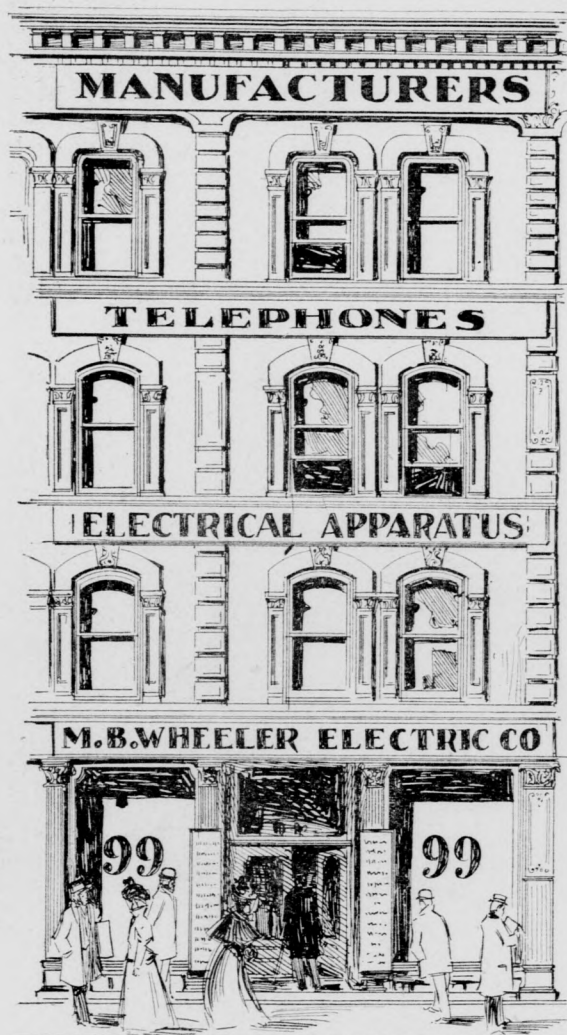
TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 9, 1898

Number 755



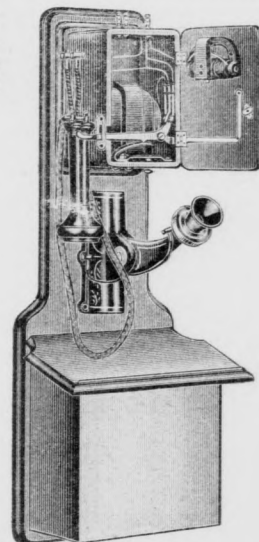
TELEPHONES

We make all kinds of instruments. We install exchanges, hotel, factory, interior and private line systems. Write for prices.

Largest telephone manufacturers in Michigan.

M. B. Wheeler Electric Co.

99 Ottawa Street,
Grand Rapids, Mich.



No. 5 Long Distance.



Imperial.

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.

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.

PURITY AND STRENGTH!

Fleischmann & Co.'s Compressed Yeast



As placed on the market in tin foil and under our yellow label and signature is

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. Neatly wrapped in tin foil. Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.
Grand Rapids Agency, 26 Fountain St.

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.

THE "EUREKA"

SELF-LOCKING HAND POTATO PLANTERS
SOLE MANUFACTURERS, GREENVILLE, MICH.

RECORD:
4 ACRES AND 280 HILLS IN 10 HOURS ON 500 GROUND, MEDIUM SOIL. 2500 HILLS IN 1 HOUR ON LIGHT SOIL.

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

THE "EUREKA" PATENT SEED AND FRUIT SACK

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

For Sale by Jobbers. Liberal Discount to Dealers.

THE "PINGREE"

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

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

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

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

Every tool warranted to work perfectly.

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



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.



Reduction in Price...

The common law of supply and demand brings about a natural reduction in the price of Diamond Crystal Salt. The ever-increasing demand of the largest and best buttermakers for "the salt that's all salt" made it necessary to increase the capacity of production—to create more efficient methods of extracting the best salt from the best brine in the best way. As a result, the cost of production has been reduced and the butter-maker gets the benefit.

Old Price List.

BUTTER SALT.	
BARRELS, 280 lbs. Bulk.....	\$2 50
" 20 14-lb. Bags.....	3 00
SACKS, 28 lbs.....	30
" 56 lbs.....	60
" 224 lbs.....	2 25

New Price List.

BUTTER SALT.	
BARRELS, 280 lbs. Bulk.....	\$2 25
" 20 14-lb. Bags.....	2 50
SACKS, 28 lbs.....	25
" 56 lbs. (Irish Linen).....	55
" 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 salt in general, send for a book on the subject.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

Having added a Folding Box and Printing Department to our Regular Box Factory, occupying two floors in addition to our already large establishment, we are prepared to make Folding Boxes, printed or plain, of every description, including tuck end bottle cartons for extracts, toilet articles and family medicines. We also make a specialty of cartons for cereals, dried fruits, mince meats, crackers, bakers' sweet goods, candies, cigar clippings, etc. We make Folding Boxes with tuck ends, lock ends, or square ends, and of all kinds of stock, from plain strawboard to the finest enameled folding box boards in all colors.

Our facilities for box and bottle labels are unexcelled. We make a specialty of gold leaf work, embossing and all kinds of odd-shaped label work.

Write us for samples and prices. We will guarantee first-class work, save you excessive freight charges and fill orders in less time than is ordinarily taken by Folding Box Manufacturers in the East. Address

GRAND RAPIDS PAPER BOX CO.,

81, 83 & 85 Campau St., Grand Rapids, Mich.

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, MARCH 9, 1898.

Number 755

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.....	34,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	0.31
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.

Prices, styles, fit and make guaranteed by

KOLB & SON,

OLDEST, most reliable wholesale clothing manufacturers in Rochester, N. Y.

See our \$4 Spring Overcoats and Suits.
Spring line of fine goods—excellent. Write
our Michigan agent, WILLIAM CONNOR,
Box 346 Marshall, Mich., or meet him at
Sweet's Hotel, Grand Rapids, Thursday,
March 17th, or following days up to
Wednesday, March 23d. He has been with
us 16 years and will use your right Customers' expenses allowed.

The Commercial Credit Company, Ltd of Grand Rapids, Mich.

Private Credit Advances. Prompt
and persistent attention to Collections
and Commercial Litigation.

L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

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

The Forgotten Past

Which we read about can
never be forgotten by the
merchant who becomes
familiar with our coupon
system. The past to such
is always a "nightmare."
The present is an era of
pleasure and profit.

TRADESMAN COMPANY,
GRAND RAPIDS.

GENERAL TRADE SITUATION.

The effect to be expected from the war agitation, generally, is the causing of reaction in values. In the present instance this expectation seems to have been sufficient to stop the recovery in the stock market of the first half of the week and cause a decline, although less than the recovery, until the close, to be followed by a more positive reaction in view of the sensational attitude of Congress this week. That there should fail to be an opportunity for the bears under such circumstances would be beyond all precedent; but the remarkable feature in the present instance is that, instead of a bear effect in general industries, the war scare seems to act as a stimulant.

The volume of business increases beyond all expectation, and the hindrance from the great strike of cotton-mill workers is about terminated. The belief that foreign trade in past months had given the United States a mortgage on the resources of Europe, collectible at any moment and for many millions, was justified by the shipment hither of several millions of gold, besides the amounts in transit to Havana. It is reported that the foreign exchange held as collateral in New York has been reduced to about \$35,000,000; but, if so, some addition will soon have to be made, or some further shipments of gold, on account of heavy merchandise exports. Thus there was no visible place in the country for gloom except on the Stock Exchange, and there only because investment buying did not continue all the time at the same rate.

Perhaps the least favorable showing in the great industries is that in the textile manufacture, and in this mainly because undue expectations had been raised. There is some disappointment in the volume of woolen goods demand affecting all lines on account of the pushing of production beyond what was warranted; but there seems to be no trouble in keeping prices up to the recovered level. In the cotton trade the improvement has led to resumption of work by the strikers, although the change in prices has been but little.

In the iron trade every feature is decidedly encouraging. With a production of the crude materials exceeding all precedent, there is such a demand that prices are advancing on every hand. The increase in demand is most manifest in plates, structural forms, sheets, nails, wire, etc. The steadily increasing demand for copper on account of electrical and other applications is beginning to show results, that metal having made the substantial advance of 1 cent per pound for the last month.

The general distributive trade of the country continues to meet expectation, especially in the central and western portions. The production of boots and shoes also surpasses all records, not only at the East where records of shipments tell the story, but according to reports in trade journals in Western cities as well.

But perhaps the most significant and

comprehensive indication of the universality of improving trade movement is found in the record of bank clearings, which for the week broke all records by 2 per cent., exceeding by that proportion the highest previous record, which was made in December, 1892. The amount was \$1,541,855,208. Business failures increased from the unusually small showing of 183 for the previous week to 232.

GETTING ROUND TO IT.

A great deal has been said about the indifference of the American trader to foreign traffic. He stands with his hands in his pockets waiting for something to turn up. England gets ahead of him everywhere. The agent of the German merchant smiles complacently at the American drummer who conveniently appears at a time when he can do the least harm; and, generally, with the world before him, the dealer from "the States" waits until every other nation has arrived and settled before he makes a move; and then he complains of business depression.

That may have once been the condition, but is not now. This country has, after all, been biding its time in things commercial. It has been simply "getting round to it," and now, "rousing itself as a strong man from sleep and shaking its invincible locks," is entering upon the commercial career long seen to be its manifest destiny. The reason for the apparent delay has long been known. The getting ready, like the preparation of other vast undertakings, has been enormous. The work of developing its natural resources, of establishing communication over thousands of miles of territory, of multiplying different industries and of trying to supply its own wants, has been arduous and costly. The work, however, is done and this country is now in a position to turn all this to account. In feeding itself it has, by its surplus crops, helped feed the world. Its manufactured articles have surpassed its own needs and the excess has for years gone to supply the wants of other nations. So much is settled; and, unless great and unlooked-for changes come, the United States will be hereafter a large seller and a small buyer of all kinds of commodities, raw and manufactured.

With this vast amount of natural resource, and the native ability to make the most of it, there can be but one result: The United States is the future workshop of the world. Her very position warrants the assertion. What she has so far done foreshadows what she is to do; and, with food cheap and plentiful, with the hammer and spindle busily at work and with the best and abundant raw materials to draw from, the country may well settle down to the task her hands have found.

What the beginning is may not be uninteresting: The statistics of foreign trade, issued by the Treasury, show that the exports from this country during the last year reached the great total of \$1,099,129,519, an increase of some \$93,200,000 over those of the year be-

fore. The imports show an increase of about \$61,000,000 over those of the preceding year. The figures of December are considerably higher than the average monthly figures for the year, and indicate that the growth of foreign trade is steady and likely to continue. To add significance to these statements it may be well to state the total value of exports in the foreign trade of Great Britain for 1897 was \$1,150,000,000, a decrease of \$28,500,000 on the preceding year, while the imports reached the sum of \$202,000,000, an increase of \$46,500,000. These figures tell their own story, and affirm the fact that the United States is well aware of what the future has for her, and that she is getting round to the position where she can make the most of it.

The Grain Market.

To say the least, the wheat market has been very nervous and irregular since our last report. Prices seem to depend entirely upon the wishes of one man, and, as he has the whip in his own hand, he does the driving to suit himself. However, spring is near at hand now and the weather will probably have something to do with prices. Should the reports be confirmed that the crop is damaged in Ohio, Indiana, Missouri and Illinois, prices will go higher, irrespective of the great Chicago mogul. Should reports show that the crop is looking well, with good prospects of a beautiful harvest, prices will slump off, and no power can prevent it, even if 30,000,000 bushels of wheat is held by one man. There have been too many precedents in this line. We all remember James R. Keene and the Harter deal, and the present Croesus may find himself in the same position before he gets through. To say the least, he has a big job on his hands.

Out shipments were fair and the visible showed a very good decrease of 1,076,000 bushels. However, Argentine keeps increasing her exports, which is not a good thing to sustain prices.

The present war cloud has a depressing influence. Should war be declared, it would undoubtedly reduce prices. However, prices on futures, as well as on cash, seem to be a shade lower than the preceding week.

Corn increased 600,000 bushels, while oats showed a decrease of 300,000 bushels and are firm, owing to the large exports. Corn is hardly as strong as last week.

The receipts were normal, being 59 cars of wheat, 16 cars of corn and 11 cars of oats—a rather large amount. The movement from farmers was also large.

The mills are paying 90c for wheat.
C. G. A. VOIGT.

Saginaw—The cheese manufacturers in this county produced over 3,000,000 pounds last year, and a company is now being organized under the auspices of the Board of Trade, with \$20,000 capital, to handle the entire product hereafter. The company will find a market for all the cheese delivered, will advertise the Saginaw county brands, and will endeavor to keep prices up.

Dry Goods

The Dry Goods Market.

Staple Cottons—The tone of the market is firm throughout, not only on account of expectations as to the future, but on account of present conditions, the curtailment of production, and the light, although fairly steady, demand that continues from various lines.

Prints and Gingham—The retail trade, while still quiet, is receiving stocks of goods for spring and arranging them in the most attractive way to induce customers to purchase.

Blankets—The blanket market is in much better condition than it has been in years, the improvement over last year being very marked. Blankets are selling freely in nearly all grades, from wool and cotton mixed to pure wool, at the same prices which we recently quoted and which remain firm. Several grades will, however, be advanced more or less shortly, as prices have by no means yet reached the maximum.

Hosiery—The interest in fancy goods still continues unabated, and every buyer feels that he must include a sufficient share of these in his order. Plaids arouse the most interest, and are so much preferred that many very desirable patterns in Roman stripes and fancy designs are neglected, although they are as good sellers as plaids when properly pushed. Ladies' black boots are very popular with the buyers, and have a steady call in tops in solid colors and in all sorts of designs. Full regular blacks are enjoying their usual popularity, it is almost unnecessary to say, and large orders for them are being booked every day. The overwhelming vogue of fancy hosiery has led to a depreciation of the quality of solid blacks as a general thing, as it is necessary to sell them at a low price, in order to attract the attention of customers. This is the point of view generally adopted by the retail trade at, any rate, and many jobbers are showing special lines of black hosiery at very low prices to meet this demand. The prices on domestic hosiery are very firm, and the market shows no traces of weakness. Indications point to a good demand, and there is no reason why the volume of business should not exceed that of previous seasons.

Mercerised Cotton To Play an Important Role in Fabric Manufacture.

Mercerised cotton seems destined to play an important role in a large variety of fabrics the coming season. Linings, dress goods, men's wear fabrics, vestings, damask and imitation silks and worsteds are being placed upon the market made wholly or in part of mercerised cotton; and, as these goods have the luster and nearly the "feel" and strength of the fabrics imitated, while they can be sold at a comparatively small price, they can hardly fail to have an enormous sale.

The process of mercerising cotton is not at all new, having been discovered and patented by John Mercer, of Oakenshaw, Lancashire, England, in 1850. The original method is well known to the trade, and it is sufficient to state that cotton so treated was given a high luster and acquired augmented powers of receiving colors in printing and dyeing. The process has long been used by printers, but could not be extensively adopted because of the fact that it caused yarns and fabrics to shrink excessively.

An improvement on the old process has now been discovered, which prevents the contraction of the cotton treated. The cotton is treated with caustic potash or dilute acid, according

to Mercer's original process; the resulting shrinkage of the fibres is corrected by carbonizing the yarns or goods in a vacuum. The fibres then expand and become so thoroughly incorporated one with the other that rays of light, as they fall on the fibres, are reflected instead of absorbed. The result is a fine lustre, which is said to be permanent. Long staple cotton, either American or Egyptian, is preferably used, and the strength of the fibre is increased by the process.

Yarns treated in this manner have been on the market in this country for about a year, and one or two manufacturers have treated fabrics successfully. Some linings of domestic make so treated and recently placed upon the market are excellent illustrations of the possibilities of the process. They are extremely strong, of silky "feel," take a far more brilliant color than ordinary cotton, and have quite the lustrous appearance of silk. The only question is with regard to the permanence of this lustre. This, however, is vouched for by manufacturers who have thoroughly tested it, and it has been demonstrated that it is not perceptibly lessened by bleaching or dyeing.

Our English cousins have, so far, adapted this process to a greater variety of fabrics than have domestic manufacturers, but the latter will not be slow to take it up in view of the present urgent demand for cheap fabrics and the high price of worsted and silk yarns. Imported fabrics have lately been seen in the market purporting to be all worsted, but which were actually all cotton. Several samples of piece-dyed dress fabrics were constructed with ordinary cotton for grounds, the lustrous mercerised cotton forming the pattern. These goods are being made by Bradford manufacturers, who hope to win back a part of their extensive fancy worsted dress goods trade that was cut off by the Dingley bill. Wool and worsted fancy dress goods are also shown, in which this lustrous cotton displaces colored silk. A considerable variety of what purports to be silk stripe worsted trousers and vestings are also obtainable at a price which shows them to be nearly all cotton. The uses to which this new process can be adapted are very numerous, and it behooves domestic manufacturers to investigate it thoroughly and quickly.

The Drug Market.

Opium—There have been large sales in New York to manufacturers of morphine, leaving the stock, which is small, in a few hands. There is no doubt of very much higher prices in the near future, as when the United States enters orders in primary markets there will be no doubt of an advance there.

Morphine—Is as yet unchanged, but an advance is looked for daily.

Quinine—A decline of 4c is noted on all brands. Home brands are now the same price as foreign. The decline is on account of the lower price for bark at the last sales abroad. The fact that P. & W. have reduced their price to an equality with foreign brands is something unusual for them, as P. & W. quinine has always sold at a few cents above the parity of foreign brands.

Cocaine—Has declined 25c per oz. It is understood that this is on account of the competition of outside holders or manufacturers.

Cod Liver Oil—Is very firm and advancing, on account of the small catch up to date in Norway.

Essential Oils—Anise is weak and has declined. The same may be said of cassia. Bergamot, lemon and orange are steady at the late advances.

Roots—Powdered hellebore is scarce and has advanced. Golden seal is very firm at unchanged prices.

Business always seems worse to the man who doesn't advertise.

Overshirts...

At \$2.25, \$2.50, \$3.00, \$3.50, \$4.00, \$4.50, in printed Cheviot, Madras and Twills.

Laundried shirts with or without collars; soft front or laundried plaids and stripes, \$4.50, \$6.00, \$7.50, \$10.50. We have a job of about 10 dozen \$4.50 grade to close at \$3.50 regular.

Large line of Men's Hats, Children's Caps and Boys' goods in Felt, Flannels and Straw from 45c to \$12.00 per doz.

P. Steketee & Sons, Grand Rapids, Mich.

Our New Line

of children's ribbed waists has proven a big seller. They fit and wear better than those made of jean. Price and quality always right with us.

Voigt, Herpolsheimer & Co.

Jobbers and Importers,
Grand Rapids, Mich.



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

Carpets

All grades cut at wholesale.

You Carry Only Samples

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

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

For One Dollar

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

For Three Dollars

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

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

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



SHOPPING IS HER TRADE.

Some Romance in It, But Not Much Fun.

From the New York Sun.

Professional shoppers are among the labor-saving institutions of the age, and the delight with which women hail them seems to give a knock-out blow to that idea to which men fondly cling—the theory that women love to go shopping.

A woman goes down town to match some lace. She trails around from place to place, elbowing her way through crowded stores, waiting wearily for a glance from the saleswoman, finding at last that the lace can't be matched and the frock can't be made according to plan. Her back is almost broken, her head aches, her nerves are on edge and she wishes she were a savage in a tropical clime with no clothes problem. Then she starts back to Harlem; and the portly man who sits reading his paper in the car, and has been in an office chair most of the day, says to himself or his friend: "Blamed if I'm going to get up for these women who have just been running around shopping and aren't half as tired as I am." So the woman hangs to a strap and wonders what would happen if she should faint at the portly man's feet; and when she reaches home the chances are she cries.

Oh, shopping is great fun! There's no doubt about that; but it takes an iron woman to make it her profession, unless she goes into it in a spirit of sacrifice and offers herself up for the benefit of her sisters.

A large share of the patronage of New York shopping agents comes from out of the city—from small towns or the country. That was altogether the case when the agents charged each buyer a commission. Women who lived in the city, and, by a sacrifice of comfort, could do their own shopping, felt that it was extravagant to pay some one else for doing it; but now there are agents who conduct the business on a different basis. The shopkeepers pay the commission; and the woman who hasn't time to attend to a troublesome errand herself sends for the shopping agent, explains what she wants, and is relieved of all further bother without paying a cent for the luxury. Then, too, the professional shopper comes to the aid of the poor victim, who, because she lives in New York, is showered with letters from country relatives and friends asking if "she would mind matching the inclosed sample."

A woman who has been very successful in the shopping business laughed when she was asked whether she liked the work.

"Like it? Well, I've a notion that breaking stone on the road would be less tiresome, although not so respectable. I'm doing it simply because I suddenly found myself obliged to earn my living. Up to that time spending money had been my only accomplishment; and I couldn't at first see how to utilize that, but at last it occurred to me that my taste was good, and my luck in finding the very thing I wanted had been proverbial, so I decided to make use of those resources. My friends gave me a start and wrote to their friends about me. I sent cards to the women's clubs in the little towns and advertised in the country newspapers, and in a short time I was simply deluged with commissions. Of course, a great many of them didn't pay much, but others did; and one little order satisfactorily filled usually led to better things.

"You would laugh if you could read a list of the things I've bought, and you would laugh more if you could read the letters I have filed away. Talk about 'side talks with girls!' I've had side talks with men, women, and children, and I've assisted at love affairs, marriages, births and funerals galore. There's one girl out in Ohio, whose life I've followed for five years, and I'm all broken up about her now. She first wrote to me about a party dress and told me all about the party. After that she sent to me for all sorts of things. By and by I noticed that she ordered everything in blue, and I suggested a brown gown for a change; but she said 'he'

liked her best in blue. Finally she wrote to me about wedding clothes, and was quite confidential. We had a great time over that trousseau, and her letters were so bright and happy that I took a tremendous interest in the affair. She wrote often after she was married, and I bought a layette for her a year ago; but last week I had a letter from her mother. She wanted mourning things, for the daughter had died very suddenly."

"Well," said the friend to whom the agent was talking, "I would never have thought that there was romance in your business."

"That's all you know about it," the agent answered. "Wait a minute."

She fished in her shopping bag and pulled out a letter.

"Read that," she said.

The letter, written in a sprawling hand, ran this way:

"Honored Miss: Noticing of your advertisement in the paper, I make so bold as to ask you could you buy me a comb like girls put in their back hair? She wants a tortus-shell one, and if you'll send it along I'll send you the money. Don't spare no expense. Make it something that'll lay all over what the other girls here has, and I'll stand the figger."

"Now that's another story," said the agent, with no intention of quoting Kipling. "I get lots of letters like that. I've bought all sorts of presents for men to give to their best girls—things all the way from valentines to wedding rings. Then I provide the bride's gown and the bridegroom's gloves and tie, and I furnish the house afterward. Really, no family should be without me! By the way, I do a great deal of house furnishing; and I flatter myself there are a good many pretty little homes around New York State that would have been atrocious if it hadn't been for me. People write and send me the measurements for the rooms and tell me what they are willing to spend, and then I make out the best scheme I can. One can accomplish such good results in house furnishing with very little money nowadays. I suspect the country people don't always like my things and would rather have stuffed red plush parlor furniture than the simple artistic things I send them, but I've never had any trouble about it, and I look upon it as a sort of artistic mission.

"I'm going to depart from my rules, though, this week, and revel in gorgeous-flowered Brussels carpet and brocaded plush furniture. I've had the nicest letter from an old man. He wrote fifteen pages, and told all about 'Em'ly' and himself, beginning with their courtship, and bringing the story up to date. They've been married almost fifty years, and I guess they've seen some pretty hard times, but now he has come into some money, and he hasn't told Em'ly. She's going to Syracuse to visit her sister, and while she is gone he is going to furnish the old house, spick and span, to surprise her. He says she's been 'hankering after a Brussels carpet with roses in it for the front room' ever since they were married, and he means she shall have lace curtains at every window except the kitchen, and 'a bureau with a glass big enough to see yourself all over in.' There's a big rocking chair, and dining room furniture, and a set of dishes, and a real hair mattress, and all sorts of things in that order. I declare I'm almost as excited about it as he is. We've been carrying on a vigorous correspondence, and every time my bell rings it gives me a start, for I feel sure Em'ly has come before we are ready for her. Wouldn't it be awful if anything should happen to either of those dear old souls before the surprise comes off? I've a great notion to go up and settle the things into the house. It would be only a three hours' ride, and I'd love to go.

"Of course, most of my commissions are prosaic enough, but it's astonishing what an insight into the character and lives of the people I work for I do get. I've heaps of photographs of my customers. Girls send them to me so that

I'll know their style in buying hats and other things for them; and brides with whom I've grown chummy over trousseaus send me pictures taken in the wedding gowns I selected and designed. Sometimes I have gowns made to order here and send them out; but usually I just buy the goods and tell how to make them up.

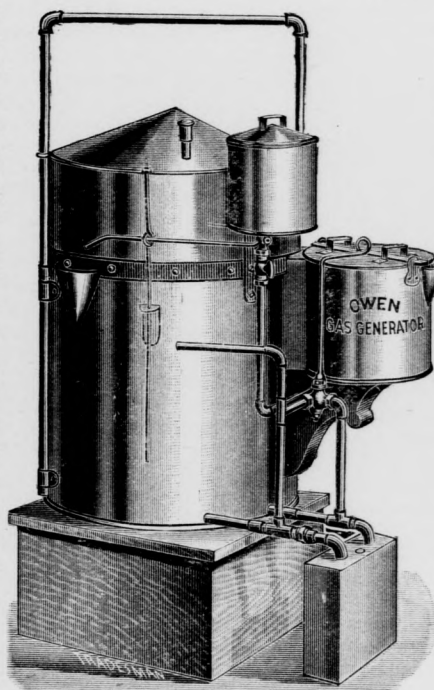
"My city trade has grown wonderfully lately. So many women don't have time to spend days in trying to match something. Or, if they have time, they don't want the work and worry; so they send for me. They are a good deal harder to suit than my country customers; but the commissions are easier to fill because they are usually more definite. I have a good many very wealthy patrons whose hobbies I know; and, whenever I run across something choice that I know would interest one of them, I go and tell her about it. I had a funny order this winter. A woman wrote me to buy books enough to fill four five foot, six inch shelves, and

bound suitably for a library furnished in green. Then another woman wanted 'some showy books pretty to lay on a center table,' and just last month I got an order for 'a handsome bokay of wax flowers under glass.' Some of the things I have to get at shops where I have no arrangements for commission—the wax flowers, for instance—and in that case I have my trouble for nothing; but it is all in the year's work.

"I used to get so tired that I was nearly dead when night came, and the responsibility wore on me, too; but I'm used to it now, and, while I do get awfully tired and hate the whole thing at times, I suppose that is true of almost every woman who works for her living. There seem to be mighty few easy ways of making money, and, since I've been successful, I tell myself I've no right to grumble."

A one-legged knife-grinder in Philadelphia has taught a Newfoundland dog to turn his grindstone.

The Owen Acetylene Gas Generator



GEO. F. OWEN & CO., Grand Rapids, Mich.

Absolutely automatic. Requires no more care than a small hand lamp. The only generator manufactured in Michigan that has been granted a permit by the UNDERWRITERS' INSURANCE ASSOCIATION.

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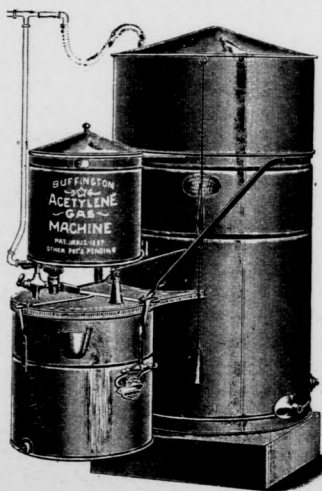
Exclusive Agency

For Kent, Allegan and Ottawa counties of the celebrated

Buffington
Acetylene Gas Machine

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

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



Around the State

Movements of Merchants.

Niles—The two banks here have \$467,000 in deposits.

Belding—W. L. Hall has embarked in the meat business.

Oscoda—Chas. E. Ernst has sold his bazaar stock to J. L. Osborn.

Pontiac—R. Hicks has added a line of drugs to his grocery stock.

Edwardsburg—Frank M. Fish, druggist, has removed to Cassopolis.

King's Mills—D. Holm & Son succeed Ephraim Holm in general trade.

Northville—E. J. Cox & Co. have embarked in the hardware business.

Ithaca—Frost & Owen succeed Chas. H. Frost in the grocery business.

Ashley—Dwight Pease succeeds L. E. (Mrs. B. F.) Pease in general trade.

Ithaca—Marvin R. Salter continues the dry goods business of Salter Bros.

Cheboygan—Herman Fazel will open a music store here in the near future.

Lowell—Finch & Terwilliger have purchased the meat business of C. Lyon.

Lake Odessa—L. F. Pearson has purchased the grocery stock of Levi Fowler.

Ypsilanti—Horner Bros. succeed Fred S. Horner in the boot and shoe business.

Mt. Pleasant—Fred Brown succeeds Brown & Wilkinson in the harness business.

Cadillac—Ruehmann & Kennedy, meat dealers, have dissolved partnership.

Berlaimont—W. N. Swift & Co. have purchased the general stock of Taylor & Co.

Ovid—S. Dulmage & Co. have purchased the grocery stock of H. D. Treat & Co.

Richmond—Fanning & Keeler succeed Fanning, Leach & Co. in general trade.

Kent City—Daniel McInnes, grocer and meat dealer, has sold out to B. Van Sickle.

Eaton Rapids—T. F. Thornton succeeds Thornton & Brainard in the drug business.

Bessemer—Jos. Harris, dealer in dry goods and clothing, has removed to Iron River.

Plainwell—W. H. Crosby has purchased the bakery stock and fixtures of J. K. Wright.

Cassopolis—Frank M. Fisk has purchased the dry goods stock of J. H. F. Mullett & Co.

Owosso—Connor & Co. succeed Chas. A. Connor in the confectionery and cigar business.

Maple City—Mrs. G. M. D. Clement has sold her millinery stock to the Misses Stanley.

Flint—Goodes, Hall & Co. succeed Goodes & Hall in the agricultural implement business.

Clare—John Imerman has sold his dry goods, clothing and shoe stock to Harry Baumgarth.

Ann Arbor—Manly Bros. have purchased the fruit and confectionery stock of John Caramella.

Grand Ledge—A. C. Smith, of Tecumseh, has leased the city meat market of Geo. Youngs.

Detroit—Blanchard & French succeed Blanchard & Morris in the wholesale lumber business.

Farnsworth—O. J. Labatt will shortly embark in the general merchandise business at this place.

Marlette—A. N. Patriarche & Co., of Saginaw, have engaged in the hardware business at this place.

Bay City—Wm. Crampton has engaged in the grocery business on Broadway, near Cass avenue.

Ionia—Henry G. Coney has sold his grocery stock to W. C. Snell, the transfer to occur on April 1.

Petoskey—J. Welling & Co., general dealers, have sold their grocery stock to Sly & Son, of Bayshore.

Dimondale—Geo. Sweet has purchased an interest in the farm implement business of Whitmore Bros.

Flushing—The Chatters & Talbot Co. continues the general merchandise business of Henry H. Chatters.

Bay City—Ira J. Hiller, of West Bay City, has opened a carriage and bicycle repository in the Kometh block.

Woodland—G. C. Garlick has added a stock of dry goods and clothing to his boot and shoe and grocery stock.

St. Louis—Fred N. Humphrey succeeds Humphrey & Doolittle in the hardware and implement business.

Liberty—Hilton & Choate continue the general merchandise business formerly conducted by Cary & Hilton.

Reed City—I. J. Gilbert has rented a store building in the King block, where he will continue the clothing business.

Cedar Springs—L. E. Haring succeeds L. E. Haring & Co. in the dry goods, men's furnishing goods and the shoe business.

Ishpeming—A. Kithunen, merchant tailor, has removed to Lead City, S. D., where he will engage in the same line of business.

Muskegon—The E. A. Worden dry goods stock was bid in by H. N. Hovey at trustee sale at 64 cents on the dollar of the inventory value.

Portland—Watson Merchant has been appointed receiver, at the request of Chadwick & Milne, to close up their drug and grocery business.

Menominee—Jos. LeBrun has purchased the meat market outfit of Provancher Bros. and embarked in business at 1101 Stephenson avenue.

Marquette—J. T. Jones and Robert Peters, who constituted the grocery firm of J. T. Jones & Co., have dissolved partnership, Mr. Peters retiring.

White Cloud—Mrs. Ella Lyons has purchased the stock of groceries and fixtures of Alex. Roach and will continue the business at the same location.

Sherwood—Mrs. Anna McIntyre has sold her stock of millinery goods to Miss Riley, of Union City, who will continue the business at the same location.

Otsego—Grant Heckle, of Kalamazoo, has purchased the interest of Mr. Jewell in the meat firm of Lindsay & Jewell, the style being changed to Lindsay & Heckle.

Port Huron—F. E. Flewelling and E. L. Johnson have formed a copartnership under the style of F. E. Flewelling & Co. and opened a tailoring shop at this place.

Jackson—John E. McGraw has purchased the J. C. Bader stock of hardware on East Main street and will remove his stock at 207 Mill street to the new location.

Reed City—Kirk Bros. & Co. have closed out their bakery business here and shipped their goods and fixtures to Petoskey, where they will engage in the same business.

Negaunee—Wm. Allen and Jas. H. Rough, who have conducted a furniture and undertaking business here for several years, have dissolved, Simon Rakhola purchasing Mr. Rough's interest. The firm name will hereafter be known as Allen & Rakhola.

Eaton Rapids—James Frank, who owns bazaar stores at Fenton, Ovid and St. Johns, will shortly put in a line of bazaar goods here, placing N. A. Tucker in charge.

Allegan—Geo. R. Smith & Bro. have closed out their hardware stock. The senior member of the firm will conduct a tinshop in connection with the hardware store of John F. Dryden.

Quincy—J. C. Joiner will shortly close out his shoe and carpet stock and retire from the mercantile business altogether. Ill health on the part of Mr. Joiner compels him to take this step.

Ludington—Martin A. Forsind has purchased the interest of Fred E. Gary, in the shoe and furnishing goods business of Gary & Forsind, and the Forsind Bros. will hereafter conduct the business.

Negaunee Wollner & Elliott, furniture dealers and undertakers, have dissolved partnership. Maurice Wollner will continue the undertaking business and John W. Elliott will continue the furniture business.

North Branch—C. C. Sherman, formerly manager of the general store of Wm. Peters, of Columbiaville, has purchased the Geo. McKenzie drug stock and will continue the business under the style of the People's drug store.

Benton Harbor—H. U. Rapp, who lately sold his interest in the dry goods store of Enders & Young, has bought an interest in the general store of M. A. Ferry, which is now to be known as the Ferry & Rapp department store.

Dundee—Casper Oppenheim has sold his interest in the general stock of Marwelsky & Oppenheim to his partner, who will continue the business under the style of Marwelsky Bros. Mr. Oppenheim has removed to Three Oaks, where he will shortly engage in the clothing, shoe and furnishing goods business.

St. Clair—John P. Whiting, son of Hon. Justin R. Whiting, who obtained celebrity as the kid mayor of the State two years ago, and J. Herrick Bushnell, who has been in charge of a department of the store of J. R. Whiting & Co. for several years, have purchased the hardware stock of Solis & Carpenter, and assumed control of the business, which will be conducted under the firm name of Whiting & Bushnell.

Manufacturing Matters.

Ypsilanti—Sampson & Son have embarked in the manufacture of bicycles.

Jackson—The Reid Implement & Seed Co. succeeds the Reid & Carlton Co.

Ionia—Zene B. Cutler is succeeded by Roy L. Burger in the cigar manufacturing business.

Detroit—Wm. J. Chiera succeeds Chiera & Haber in the manufacture of lace curtain cleaners.

Houghton—Sam O'Connell will shortly embark in the cigar manufacturing business at this place.

Albion—The Albion Malleable Iron Co. desires a bonus of \$20,000 in order to continue business at this place.

Jackson—Francis Rockett will open a corset factory at this place under the style of the Custom-Made Corset Co.

Dollarville—The Danaher & Melendy sawmill has been started up and is sawing elm and basswood logs, purchased of the farmers roundabout.

Plainwell—Curtis F. Gilkey has purchased the interest of C. W. Machemer in the Michigan Suspender Co. and will be associated in the business with the remaining partner, F. D. Havens.

Flowerfield—F. M. Smith is now proprietor in the flouring mills at this place having purchased the property of his father, Reuben Smith.

Byron—The flouring mills owned and operated by E. C. Tuckey were burned March 3, entailing a loss of \$10,000. The property was insured for \$5,000.

Ypsilanti—The Ypsilanti Dairy Association has decided not to undertake the condensing of milk, which would require the investment of about \$15,000 and a change in the plan of operation.

Grand Blanc—T. T. Goodfellow, who has been operating a creamery three miles southwest of this village for the past two years, will remove his plant to this village soon and locate permanently.

Saginaw—D. C. McKay, wagonmaker and blacksmith, has associated himself with Samuel Fair, of Bay City, for the purpose of engaging in the manufacture of a patent plow of Canadian and Scotch design.

Saginaw—The Walsh & Kerry Manufacturing Co., which has purchased the old Fiege Desk Co.'s factory, will start at once putting in machinery for the manufacture of hard maple flooring and cases for tin.

Benton Harbor—The R. G. Peters Lumber and Shingle Co. is making preparations to start its line of lumber boats between here and Manistee by April 1, and sooner if the ice at Manistee breaks up.

Kalamazoo—E. Frobenius has purchased the business of the Kalamazoo Soap Co. from Frank C. Eby, who has gone to Detroit, where he will assume the offices of Vice-President and Manager of the Wayne Soap Co.

Tecumseh—The Tecumseh Telephone Co., capitalized at \$10,000, has filed articles of association with the Secretary of State. The incorporators are James S. Brailey, James S. Brailey, Jr., E. L. Barber, Wauseon, Ohio; Fred B. Wood, A. W. Mills, C. E. Williamson, P. W. A. Fitzsimmons, Tecumseh.

North Branch—The creamery and cheese factory recently equipped by the True Dairy Supply Co., of Syracuse, N. Y., has been accepted and the citizens are well satisfied with their bargain. E. Simmons as President and Daniel Orr as Secretary and Manager insure the success of the enterprise.

Pori—Joseph Siansky and Louis Le Voque intend to organize a company for the purpose of erecting and carrying on a shingle mill at Ontonagon. A mill to cost several thousands of dollars is contemplated, with a capacity of 200,000 shingles a day. The citizens of Ontonagon have offered a site for the mill.

Saginaw—The plant and property of the Linton Manufacturing Co. was sold at receiver's sale to Albert C. White, who purchased the mill plant and machinery for \$8,650. He also purchased the four tenement houses and the barns opposite the plant for \$1,075. He will manufacture box covers and other articles.

Holly—The Frend Milling Co. has begun the manufacture of evaporated onions at this place. The onions are peeled by women, then sliced and put into a revolving drier until partially dried. They are next carried to the evaporating room in the top story, where they are thoroughly dried, resembling in appearance, when finished, potato chips. The weight is diminished to less than one-tenth of original, a bushel of 54 pounds being reduced to 5 pounds, an important item when considered that most of them will be shipped to the Klondike.

Grand Rapids Gossip

Hazlett & Riebo have opened a meat market on Plainfield avenue.

Chas. Katchepaw has opened a meat market at the corner of Sixth street and Broadway.

Frank Molesta succeeds Coeling & Tuttle in the meat business at 689 Madison avenue.

S. R. Austin has engaged in the meat business at the corner of Bacon and Gunnison streets.

G. A. Bowen, who conducted a meat market on East Cherry street, has retired from the business.

Carroll A. Parker has removed his grocery stock from 18 Crescent avenue to 107 West Bridge street.

P. C. Thompson has engaged in the grocery business at Fenwick. The Worden Grocer Co. furnished the stock.

Arthur J. Lane has purchased a stock of groceries of the Ball-Barnhart-Putman Co. and embarked in business at 598 South Division street.

S. N. Vinton, general dealer at South Grand Rapids, has purchased the grocery stock of Hubbard & Co. at 1161 South Division street, and removed his general stock to that location.

Martin C. Viergever, formerly engaged in the grocery business with his father at 153 Clancy street under the style of D. Viergever & Son, will open a grocery store on his own account at the corner of Union and Lyon streets.

W. R. Brice & Co. write the Tradesman that they will open their Grand Rapids branch March 14, when they will be in the market for eggs to the extent of two carloads per day. Mr. Kane, who had charge of the financial end of the branch last year, will be in charge again this season.

At the annual meeting of the stockholders of the Elliott Button Fastener Co., held Tuesday evening, the following directors were elected: Dr. C. S. Hazeltine, T. J. O'Brien, Gaius W. Perkins, L. H. Witbey, Fred C. Miller, Wm. E. Elliott and E. A. Stowe. At a subsequent meeting of the directors, the following officers were elected: President, C. S. Hazeltine; Vice-President, Wm. E. Elliott; Secretary, E. A. Stowe; Treasurer, F. C. Miller.

As indicating the service given by the Citizens Telephone Co. to its subscribers, the following record, made March 3, is of interest: A commission merchant reported trouble on his telephone and when it was removed, he made a series of continuous calls, of which a record was kept without his knowledge by a person in his office. He began to call central at 8:51 o'clock, and quit talking at 9:16—25 minutes—during which time the company gave him 31 connections and he held conversation with 29 individuals. The showing is little less than remarkable and speaks well for the degree of excellence obtained by the management. The company has nearly 2,300 telephones in service, and is still growing, while the Bell service is gradually dwindling down to nothing.

The Produce Market.

Apples—Home grown Northern Spys are still held at \$3.75@4.50 per bbl.

Bananas—No change is to be noted in the prices this week, but the move-

ment is good, with prices low. The consumption increases as the season advances.

Beets—25c per bu.

Butter—Factory creamery is steady at 19c. Dairy is in good demand, ranging from 17c for fancy to 15c for choice.

Cabbage—\$2@3 per 100, according to size and quality.

Carrots—30c per bu.

Celery—Choice stock is held at 20c per bunch.

Eggs—The price dropped to 10c Tuesday, with no indication of a higher range of values for some time to come.

Green Onions—15c per doz.

Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—The season is yet too early for any considerable movement of lemons, but the market is steady, with California fruit predominating.

Lettuce—Grand Rapids Forcing is held at 15c per lb.

Onions—The recent advance is fully maintained, prime stock commanding 85@90c per bu.

Oranges—California navels are showing a little lower outside price this week. The receipts of navels and seedlings are large, and prices tend to lower figures. The demand is fair, but it is not what it should be considering the low prices. The fear that frosted stock may be delivered probably has to do with the checking of demand. There has been some of this fruit handled, but it can be known by the extreme low prices at which it sells. There is an abundance of the best fruit on the market, fruit that is almost equal to the best the country ever sent out. Sizes run smaller this season than usual, but this is desirable in this market. The larger sizes are wanted in the Eastern markets.

Potatoes—The market is a little easier East, but there is no particular change in Michigan markets.

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

Hides, Pelts, Furs, Tallow and Wool.

Hides show a weaker tendency on short supply. They are eagerly sought after, but any advance asked stops trading. The local market is somewhat disturbed by the eagerness exhibited by one operator. Light skins show some decline, as the take-off increases at this time of the year.

Pelts are not so firmly held as last month and speculative prices cannot be obtained. One holder after another lets go at a less price, when they cannot see a chance to replace for want of offerings. The kill is light. Sheep have wintered well and therefore there are no murrains offering at this time.

Tallow is in good supply, with a tame market. The foreign demand is fair but is not likely to increase, as the resources are extended and Australia has a large supply to come forward. Vegetable oils are plenty and are largely used.

Furs are decidedly quiet, awaiting the outcome of the London sales this month, beginning the 14th.

Wool shows signs of weakness from light demand. Many enquiries come for prices and samples and manufacturers are in the market looking, but as yet not buying. There is no concession in prices, holders believing that March London sales will show a strong market—if no advance—while at the present basis stocks cannot be imported at a profit.

Wm. T. Hess

Christian Bertsch, President of the Herold-Bertsch Shoe Co., left Monday for Boston and the shoe manufacturing centers of New England, where he will spend a week or ten days, making selections of fall goods.

Gillies' New York teas. All kinds, grades and prices. Phone Visner, 800.

BANK NOTES.

Relation of Surplus and Undivided Profits Accounts.

The surplus account and the undivided profits account, as shown in the bank statements, are, in some respects, identical, but there is a difference and this difference may not generally be understood. The National banking law provides—and the State banking law has a similar provision—that before paying dividends to stockholders 10 per cent. of the net profits accruing the previous six months shall be added to the surplus until the surplus shall amount to 20 per cent. of the capital, and thereafter all the profits may be divided as dividends. If a bank with \$100,000 capital, for instance, has net earnings at the end of six months of \$5,000, it must add at least \$500 to the surplus and the remaining \$4,500 may be distributed in dividends or carried as undivided profits at the option of the management. When the surplus has reached \$20,000, or 20 per cent. of the capital, then the entire earnings would be available for dividends. The undivided profits account can be increased or diminished, according to the exigencies of business, but if the bank is prosperous the only change that is ever made in the surplus is to increase it. This provision in the law is a safeguard against the impairment of the capital. When a loss is sustained through bad loans or otherwise, the undivided profits account is the first to suffer, the surplus goes next, and should the loss be so heavy that both undivided profits and surplus be exhausted, then the bank is in danger, with its capital impaired. When losses necessitate a cut-down of the surplus below 20 per cent. the building up process must be renewed until the full amount is again reached. Of the banks in this city the Old National, National City and the Grand Rapids National each has surplus funds amounting to 20 per cent., and each has a substantial undivided profits account besides. The Fourth National had 15 per cent. surplus in December and added \$1,000 on January 1, and will add \$1,000 to surplus every three months hereafter until the 20 per cent. is reached. The Fifth National added \$3,200 to its surplus on January 1 and now has 10 per cent. The Grand Rapids Savings has reached the 20 per cent. level, the Kent Savings has 100 per cent. surplus, the Peoples added \$1,000, making 18 per cent., and the State added \$700, making better than 10 per cent., with as much more in undivided profits. In addition to the surplus, each of the State banks has a comfortable undivided profits account besides. The Michigan Trust Co. has a 25 per cent. surplus and as much more in undivided profits, and the Peninsular Trust Co., the baby among the banking institutions of the city, added on January 1 \$1,500 to its surplus, making it 15 per cent.

The Saginaw banks are very happily situated in regard to surplus and undivided profits accounts. One of these banks has a surplus of 100 per cent. and undivided profits to the amount of 50 per cent. more. Another has a surplus of 75 per cent., and two others have 50 per cent. each. With such accumulations of profits back of the actual capital invested, the banks are able to stand up against almost any kind of a financial storm.

When business returns to a normal condition the banks will unload one

sort of asset that is not looked upon as very desirable, and that is real estate. The local banks are now carrying nearly \$200,000 of such property, and they have been patiently waiting for a revival in the demand for real estate to get rid of it. One of the banks has, since the December statement, reduced its real estate holdings by \$11,000; another has had them increased by \$13,000, while the others are substantially the same. The State banks acquire their real estate holdings usually by mortgage foreclosure, while the National banks, which are forbidden under the law to make real estate loans, take real estate when nothing better can be secured to back a loan considered good when made but which begins to look bad. The real estate held by the banks is usually improved and productive, but it is a kind of asset the banks do not like to have on the books and which they are always glad to get rid of.

Bank stocks have been on the dumps for four or five years past, but there has been an appreciable improvement within the past three or four months. Before the panic bank stocks had a market value that was tolerably stable and which was usually a few points above the actual book value. During the long depression the stocks have had no fixed value and the problem with the holder who wanted to sell has been not what the stock was really worth but what price could be obtained for it. The quotations, fixed by demand and supply, are still below the actual book value in most cases, but the prices are stiffening up and, with a continued improvement in business, will soon reach their old level.

This city is not big enough yet to have a stock exchange, and it will probably be a long time before she attains to that dignity. The trading is not sufficient in volume to maintain such an institution and when any trading is done the business is transacted in a street corner fashion, sometimes through brokers but usually direct. The Michigan Trust Co. does a straight commission business in buying and selling stocks and other securities for its customers, but does not post its lists with quotations. The only local stock that is listed on the New York Stock Exchange is the Grand Rapids Gas Light Co. The National Biscuit Company, which has a Grand Rapids branch, is listed on the Chicago Exchange, but can hardly be called a Grand Rapids institution. Gas stock a year ago was quoted at about 65, but recent sales in the local market have been made at 80.

Two new banks are projected at Lansing—one a National, with \$100,000 capital and the other a State, with \$50,000 capital—and it is probable that at least one of them will materialize. Lansing now has two banks, both solid institutions and well managed, and it also has three other banks in the hands of receivers, wrecked by kite flying, reckless methods of doing business, disregard of the banking laws and general bad management. Lansing has suffered severely from the three banks that failed, but is gradually getting over the calamity and, with the improvement in business, could probably accord a third bank a hearty support.

Acetylene Gas, the New Light. Furniture City Electric Co., Agents, Michigan Trust Building, Grand Rapids. Telephones, electric light plants, everything electrical.

Woman's World

Timely Suggestions Pertinent to the Season.

From the Doctor: Rest. For months you have been living on a strain, and doing an amount of work that would reduce a day laborer to a state of nervous prostration. You have broken every law of health and defied hygiene. You have spent days going about from one function to another, spending hours in overheated and underventilated rooms, where the air was heavy with the perfume of flowers. You have insulted your stomach and paralyzed your digestion with sloppy tea and inscrutable punch and mysteriously concocted sandwiches and salads. You have wasted enough vital force to run the universe for six months in teas and receptions; where everybody talked at once and you had to shriek at the top of your voice to make yourself heard. During the day, on the street, you have worn heavy velvet and woolen gowns, cut so high in the neck you have been threatened with apoplexy. At night you have attended balls and sat in drafty theater boxes with no other protection on shoulders or throat or arms than a pearl necklace and a diamond bracelet. That you are still alive, in spite of it all, is one of the mysteries of Providence that science does not attempt to solve. There isn't a man in the community who could survive a single season of the exertion and exposure that a frail little woman takes as a matter of course.

Now that you have a breathing spell, you feel all run down and fagged out, and are mournfully conscious that you look ten years older. Still it never occurs to you to stop and rest. On the contrary, you join a half dozen classes that are going to study political government or parliamentary law, or something of that sort, as the easiest way of combining piety and profit, and you enroll yourself as a member of a sewing class who wear themselves out making garments that no self-respecting heathen would wear. That is a woman's idea of keeping Lent. She never feels so pious or so perfectly certain she is doing her full duty as when she is doing something nobody wants her to do and that she ought to leave alone.

Now, if I had my way, I would put every overworked woman in this town into a rest cure and keep her there for the next thirty days. I would make her go to bed, with a trained nurse to see that instructions were obeyed and that no visitors came with stories of the outside world. I would have the room darkened most of the time, and I would have the poor, tired muscles massaged daily. There should be no papers, or books, or anything to interest or divert the mind. I would give her nothing but the simplest food, and if it were possible I would insist on nothing but milk. Do you know what would happen? At first the patients would fret and be restless, but gradually the quiet would steal on their jaded nerves, and heal them with its gentle touch and they would sleep, and sleep, and rest like little children. And after two or three weeks of this they would come out absolutely rejuvenated.

Of course, not a single woman will try it. I can get a hundred patients to take any amount of drugs, where I can get one to take half an hour's rest after lunch, regularly, I mean, and systematically. I have a large practice among women, and I am convinced that their

sins are all sins of commission. Women never omit to do anything. They simply can't rest. Yet rest is the greatest thing in the world for them. There is no other such beautifier. Look in the mirror, and see for yourself. In the morning when you first get up your face is free from wrinkles and smooth. As the day goes on little tired lines come, that deepen and deepen until they grow into permanent wrinkles. Then half of the temper, and nagging, and scolding that women inflict on their families is simply the result of being tired and nervous. An hour's rest every day would do more to promote domestic happiness than the strongest affection and the deepest moral sentiments. Health is a pretty good religion itself, and the woman who will try the rest cure will find that she comes out of it with renewed youth and good looks, and with a heart full of love and charity and good will toward the world.

From the woman of the world to the debutante: My dear child, of course, Lent is a season of sackcloth and ashes, but we have learned to temper the wind to the shorn lamb of society. Our sackcloth nowadays is made up with the best taffeta lining, and our ashes are ashes of roses. In reality, Lent is the most enjoyable time of the year, and the most profitable. Observe, my child, that nearly all the engagements of the season are made and announced during Lent. Through the winter, when one is rushing hither and thither, there is no time to think about falling in love, and it simply means nothing to have a young fellow dangling about you at balls and parties. He has got to dance with somebody, and it may be you as well as another, and a wise girl will build no hopes on such attentions. But during Lent it is different. Then he comes to see you in the quiet of your own home, and can talk, without a string band accompaniment, of soul longings and other topics that lead toward matrimony. Never be afraid of conversations on serious subjects with men. Many girls imagine that they make themselves fascinating when they giggle, and laugh, and are utterly frivolous. They may, as long as they are very young and pretty, have plenty of partners for the cotillion, but they recruit the ranks of the old maids later on. They never make the good matches. A man worth marrying wants a wife who reminds him of his mother. He always thinks of her as having been sweetly serious, and religious, and gentle, and tender, and he won't think the worse of you for being that way, too.

There are also other influences that go far towards making Lent the matrimonial harvest of the year. There are the musical clubs, where men and women who think they can sing get together and practice choruses and duets; and greatest and most puissant of all matchmakers are the cooking clubs, where wily young women ensnare the affection of men by cunningly concocted dainties. Believe me, my child, there is more danger to a man in a well-conducted and skillfully-managed chafing dish than in a whole season of parties and balls. It is the most enticing thing yet devised to the masculine fancy. A man sees, or imagines he sees—it is quite the same thing so far as the results go—a woman in her real character, and she never appeals to him so much as in the domestic role.

During the winter she has appeared to be a mere butterfly of fashion, who could do nothing but dance and who

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Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1898. Correspondence solicited.



MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods.

It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not HOW CHEAP with them; it's HOW GOOD.

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

**FLAVOR, PURITY,
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and will have it.

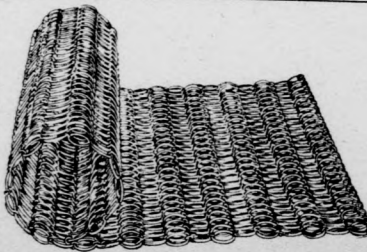
If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

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We are Shipping Fancy Cabbage

They are white, crisp, solid and will surely please you. We wrap each head in paper to guard against frost. Prices reasonable. MAIL US YOUR ORDERS. We guarantee satisfaction.

The Vinkemulder Company, Grand Rapids.



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Any dimension to order.

Made of Flat Wire. The Latest and Best.

Supplied by Foster, Stevens & Co.
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THE DETROIT SAFE COMPANY,
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would probably want to go on dancing through life. Now, there are very few men who do not get deadly weary of society in a season or two, and they have no notion of deliberately taking a wife who is going to drag them out every night to some function. So he hesitates. Now, however, as he sees her bending above her chafing dish, he accuses himself of having misjudged her. "Here," he says, "is a girl of sense. She knows that a man wants something fit to eat when he comes home tired and hungry at night. She would know how to manage and make a comfortable home," and when a man has gotten to that conclusion the game is all up with him. Women are sometimes accused of having married for a home. Men always do. Don't forget that, little sister, when you lay siege to the masculine heart.

From the Dressmaker: It isn't necessary to advise women to think about getting their new frocks during Lent. They will attend to that, but I wish they would sit down calmly and take a dispassionate view of themselves before they decide on their Easter frocks. It would save us a lot of trouble. If you had the faintest idea of the idiocy with which most women shop, and the results they expect us to achieve! I declare sometimes when a woman comes in here to me and shows me what she has bought, and tells me what she expects to do with it, I feel like saying: "My dear madame, if I could work miracles like that I shouldn't be in the dressmaking business. I should be President of the United States." Tail women will buy stripes, squatty fat ones will purchase plaids, corpulent ones will get purples that make them look like nothing could save them from apoplexy, and scrawny women, with arms and necks that look like anatomical exhibits, are the ones that are bound to go décolleté and with unlined net sleeves. They look like holy guys, and then they come back and blame it all on their dressmakers. If I could give one piece of advice to every woman in the world, it would be "know thyself," and I would paste it on every mirror in Christendom. But what's the good of advising people? They never listen. DOROTHY DIX.

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

Special Correspondence.

New York, Mar. 5.—It has been rather of an off week among jobbing grocers, although some of the leading concerns have had all they could attend to, and only by working over time have they been able to catch up on orders.

There is a steady coffee market, so far as prices are concerned, but the volume of business going on is not remarkably large. The rumor of a settlement of trouble between the rival coffee roasters was revived for about the fortieth time and as emphatically denied by those who are supposed to know. Invoice trading was very quiet and the market was easier for futures. Rio No. 7 closed at 6½¢ spot and was offered at the same to arrive. In store and afloat there are 1,119,760 bags, against 737,093 bags at the same time last year.

The market for refined sugar during the week showed little animation, or ders coming in indicating purchases sufficient only for immediate wants. Still the general feeling is firm and dealers are confident of a good trade within a short time. Raw sugars are being stored rather than selling at offers made by refiners. The visible supply is 2,830,000 tons, against 2,985,000 tons at the same time last year.

Tea prices are fairly well adhered to

and, upon the whole, the market shows a better condition of affairs than existed at the beginning of the year. Orders during the week have not been for large quantities, but as there have been many of them the aggregate is fairly respectable. Sellers are confident as to the future and make little if any concession to effect sales.

Primary rice markets, especially New Orleans, make a better showing this week than does New York, where the activity is yet to come. Few transactions have taken place, and quietude prevails, although dealers are very confident that by April we shall have very lively proceedings here. Prime to choice domestic rice is worth 5¼¢@5½¢; Japan, 5¼¢@5½¢.

Spices are firm. The week has been one of the most active of the year and some good orders have been received. Some of these orders can be filled only at advanced rates. Sellers are very independent and their watchword is, "Take it or leave it. Pepper is especially firm.

A large business would be recorded in molasses were it not for the fact that buyers and sellers could not agree. There was only a little fraction of difference but sellers held on unflinchingly to existing rates. The syrup market is firm, although few transactions have taken place of any great amount. Good sugar syrup, 15¢@16¢; prime to fancy, 17¢@22¢.

Canned goods brokers have done a fair business and not for years has the market been so well cleaned up. The situation is satisfactory to all concerned, and new goods of this year's packing will find very little old stock to compete with. Futures are not especially active and packers seem inclined to wait a little.

For California dried fruits the demand is rather slack, but the general tone is steady and prices are well sustained. Sellers are not showing any anxiety and look for better prices still. Evaporated apples have been very active during the week and sell from 9¢@10¢, as to quality.

Lemons are in light demand, Sicily selling at \$2.50@2.75, and fancy at \$3@3.10. Oranges are in larger supply than can well be taken care of and prices are hardly as firm as a week ago.

In butter less demand was shown during the latter part of the week. Some fancy Western creamery sold at 20¢, although the general rate was ½¢ more. Firsts, 18½¢@19½¢; State dairy tubs fancy, 18¢@19¢; Western imitation creamery, fancy, 17¢; firsts, 15¢@16¢; Western factory fresh, extra, 14½¢@15¢; do. firsts, 13½¢@14¢; choice rolls, 14¢.

The cheese market has shown continued weakness and operations have been on a small scale. All grades of full cream are weak and prices are unsettled at 8¼¢@9¢.

Receipts of eggs have been large but the demand has taken most of the arrivals and the market is in good shape. Western fresh gathered, 12½¢@12¾¢. Receipts are now running up toward 10,000 cases per day and the spring rush will soon be upon us.

Beans are quiet. Choice marrow, \$1.40; choice medium, \$1.15; fair to good, \$1.05@1.10; choice pea, \$1.15; choice red kidney, \$1.65@1.75; California limas, \$1.50@1.60.

Art Appreciation.

"It seems to be generally conceded," remarked the unworldly man, "that the new Treasury notes are very artistic."

"Yes," replied his friend, "but I'm afraid I can't appreciate beauty for beauty's sake."

"Doesn't this design please you?"

"It pleases me, but somehow I can't help feeling that a five-dollar note is five times as artistic as a one-dollar note."

A writer in the Ladies' Home Journal says that one may meet as well-dressed women in Siberia as are to be found in any European city. The social forms that exist in the large cities of Russia are observed in Siberia, and the fashionable people of that vast province enjoy life to the full.

GRAND RAPIDS KLONDIKERS.

Some Practical Suggestions to Those Preparing for the Perilous Trip.

The Klondikers' food supply is chosen with the greatest attention to obtaining the best goods with little regard to price. One of the Grand Rap-



ids delegation who has been there offers the following list as about right for one year's supplies for one man:

400 pounds entire wheat flour, 20 pounds corn meal, 40 pounds rolled oats, 25 pounds rice, 100 pounds beans, 40 pounds candles, 25 pounds dry salt pork, 75 pounds sugar, granulated, 8 pounds baking powder, 150 pounds bacon, 25 pounds dried beef, 2 pounds soda, 6 packages yeast cakes, 50 pounds salt, 1 pound pepper, ½ pound mustard, ¼ pound ginger, 20 pounds apples, evaporated, 20 pounds peaches, evaporated, 20 pounds apricots, evaporated, 10 pounds pitted plums, 5 pounds raisins, 5 pounds onions, evaporated, 25 pounds potatoes, evaporated, 25 pounds coffee, 10 pounds tea, 2 dozen condensed milk, 3 bars tar soap, 5 bars laundry soap, 1 can matches, 60 packages, 3 pounds soup vegetables, 1 bottle Jamaica ginger, butter, sealed cans, plenty of "S. C. W." cigars, 6 pots extract of beef (4 oz.), 1 quart evaporated vinegar.

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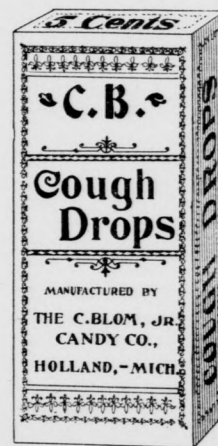
It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

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Liquid Bluing

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WOLVERINE
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For Sale by Leading Jobbers.

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 \$6.00 to \$10.00. Men's pants 75¢ to \$4.00.

Complete outfit free. Write for particulars.

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When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 9, 1898.

THE FURNITURE CITY.

It is given to comparatively few of the cities and towns of the country to gain the distinction and advantages attending the attainment of a position as the leading center of a great industry, for the reason that the number of ambitious towns and monopolizing cities is far out of proportion to the number of such industries. Many of these industries, as carpets in Philadelphia, boots and shoes in Boston or wheat in Minneapolis, are claimed by cities of such size and variety of other productions they become shorn of their relative importance as factors in municipal development. On these accounts the number of cities which may become noted as the seat of some leading industry, as Pittsburg, must be very small. More may be content with less important lines, as Peoria with its distilleries, Milwaukee with its breweries or Cleveland with its oil refineries. Thus if a town of moderate size may claim the lead in so great an industry as furniture, the distinction is a matter sufficient for congratulation.

So gradual and spontaneous has been the development of the furniture exposition and sales seasons in Grand Rapids that not all have come to realize the significance and importance of the movement. Prior to these it was with some temerity that in one branch of the industry, as chamber suites, the city presumed to claim the lead, and there was little thought that more than this would ever be attained. But, as an increasing number began to come here to look over the lines at the buying seasons, the manufacturers gave more attention to the preparation of new exhibits until the two lines a year, which have been deprecated by so many, became established. Then some of the manufacturers in nearby towns took it into their heads to come here with samples to meet the visiting buyers and try to compete in the sales. In this they were successful to such a degree that it was not long before many of the local makers began to condemn the movement most vigorously, claiming that it only resulted in scattering the orders which might be secured here.

But gradually and spontaneously the movement continued to spread. The increase in the number of lines brought in by outside manufacturers was more than met by the increase in the number of buyers, and both extended until, al-

most before it was realized, all parts of the country were represented. During this time there was the general downward movement of prices caused by cheapened methods of production and by the general tendency of trade which our manufacturers were slow to meet, and some continued to deprecate that which was conferring the greatest possible distinction and benefit upon the city in the business world.

Thus the movement, which has resulted in conferring the distinction of being the center of one of the greatest industries, has been entirely spontaneous. There have been no steps taken by city or business boards or associations to gain this position which have had any apparent effect. Without its own volition the city has gained this most enviable station and so its importance is less appreciated.

The manufacturers, however, have finally come to accept the situation more gracefully and have found that, while they were obliged to submit to temporary hardship in meeting the new conditions, there was working out for them greater reward than the most sanguine could have anticipated. As general business resumes its more normal condition the local manufacturers find that the temporary inconvenience is repaid tenfold. The ability and disposition to pay better prices bring them again to the front and the buying season means the filling of all order books to the capacity of the factories.

While the distinction of being the furniture center of the country has come to our city independently of its own agency in the matter, it does not follow that the full benefit and permanent enjoyment will also be free gifts. Thus there must be created a greater appreciation of the significance and value of this possession. It is well that some are awakening to the need of providing adequate room for the exhibits by erecting buildings especially designed for the purpose.

There is now the opportunity to increase, and secure the permanence, of the furniture exchange business by taking hold of the work of advertising. This has hitherto been done by the exhibitors, and of course will continue to be, but there are opportunities of extension which should receive the attention of the city boards. An attempt was made before the last exhibition to secure an exhibit of carpets, which was a move in the right direction; but it was, unfortunately, a failure, on account of the disorganized condition of the board which undertook it. This matter should not be allowed to rest and attention should be directed to other lines, as well as to the extension of the furniture field proper. And it should be remembered that this is not a matter which concerns the city during January and July alone. The magnitude of this interest is making the entire year the furniture season. Permanent exhibits are increasing. If the situation is properly appreciated, and the opportunities are met, the extent of the possible future development seems almost without limit.

The Japanese are capturing the match and umbrella trade in India and Burmah. They sell a much better quality of matches in these countries than those made in England, for about half the price, and Japanese umbrellas can be purchased in Burmah for 40 cents.

Failure in business is the inevitable result of indolence in business.

A SOUTHERN PAEAN.

An exultant note, self-laudatory as if it came from the conscious lips of a Chicagoan, comes northward from the prosperous South. It says, with no uncertain tone, that there is the land of promise, the land flowing with milk and honey, and that he who does not now improve some of the before-unheard-of opportunities of winning prosperity is not wise. From Florida we learn that that single State can furnish the world with that rare quality of tobacco which is required for the Cuban two-dollar cigar; that every sweet tooth in the country can be filled with the sugar which that State can produce and leave a surplus of tons for the sweet-toothed humanity over the sea; that the luscious Florida orange, nowhere excelled, is beating its own pleasing record in quality and quantity and is now making its wholesome influence felt not only at home but abroad, and that, if a little of the old straw may be thrashed over, that portion of our country still contends that, as a site for cotton factories, the old advantages over New England still remain in its favor, with additions to the list too numerous to mention.

This claim on the part of the South cannot be questioned. There is not the slightest doubt, and never has been, that there is no land under the sun and no climate better adapted for tobacco-growing than that which the Land of Flowers calls her own. There, too, if anywhere, the wealth of sweetness, hidden in those alluvial lands and bursting now into view when the highlands are in bloom, can be easily converted into a marketable commodity by the judicious application of even a little labor; and it is readily conceded that the Flower State, with only a little encouragement, will show herself superior to Hawaii and Cuba in what have been so far considered as specialties of those favored climes. In the manufacture of cotton, with the introduction of steam as a motive power, New England admitted long ago that the only advantage she had ever claimed was lost; so that, with all these acknowledged advantages of fertile soil and genial sun and unequalled opportunities, the fields are waiting for the plow, the sites for manufacturing are still unoccupied and capital is on the lookout for investment in places less favorable than those found under a Southern sun.

This condition of things has been going on for more than a quarter of a century; and it has been aggravated by the great inducements which have come from the generous-hearted communities of the South. They want the industries; they want the thrift; they are longing for the prosperity which will be sure to follow the investment of Northern capital; they offer advantages to be found nowhere else—low taxes or no taxes, material to run the machinery and material to be used in it close at hand, and a supply of contented labor.

And yet the opportunities remain unseized. To tell why would be to repeat more than a twice-told tale. It needs no repeating—it is known by heart, South as well as North; and, until that Why? is satisfactorily answered, that favored land will continue to flow with milk and honey, the air will be redolent of magnolia and orange bloom, but the laborers will still be wanting and the fields that have so long been fallow will continue to wait for the plow.

The system of meat inspection by officers of the National Government has been pronounced unconstitutional in a

decision rendered on Monday by Judge John Rodgers in the United States District Court for the Western district of Arkansas. He set aside an indictment for bribing a Government meat inspector, on the broad ground that the Federal Constitution does not confer upon Congress any power to legislate in reference to the packing of meat in store-houses or the inspection of meat when thus stored. Hence he holds that the attempt to establish the office of meat inspector was ineffectual, and there is no such officer. Notwithstanding this decision, it is announced from Washington that meat inspection will be continued for the present under the direction of the Department of Agriculture. The new Attorney-General thinks that the indictment passed on by Judge Rodgers omitted to state facts which would have shown that the inspected meat was really in transit from one state to market in another, and thus became liable to congressional legislation as a subject of interstate commerce.

Fibre from the pineapple leaf will eventually take a prominent place among the constituents of textile fabrics, according to statements made in the report of the United States Department of Agriculture. The report shows that both the wild and the cultivated plants of this description yield fibre which, when spun, surpass in point of strength, fineness, and luster those obtained from flax. Summarizing its value, mention is made of its usefulness as a substitute for silk and as a material for mixing with wool or cotton—useful, too, for cordage, sewing silk or twist, laces, etc. In China it is used in fabrics for clothing for agriculturists; it is in request in India as material for stringing necklaces, and is the substance of the well-known pina cloth from the Philippine Islands. It is remarkably durable, unaffected by immersion in water, is white, soft, silky, flexible, and long in staple. Samples cleaned, without washing, when twisted to the size of binding twine, have shown a breakage strain of 150 pounds.

A suit was commenced in Omaha last week that will determine the loss sustained by mercantile concerns in selling to merchants on the strength of ratings given by the credit companies to their members. S. F. Gilman, of Omaha, has sued R. G. Dun & Co. for \$292. This is the value of a bill of goods Gilman sold to a Hiawatha (Kansas) merchant, on credit, and which he was unable to collect. The petition relates that the credit was extended on the strength of a rating secured from the Dun agency, which was under contract to furnish the plaintiff ratings on all firms in the United States. Dun's rating of the Hiawatha merchant gave him credit for having \$50,000 above his liabilities, and good pay. The petition of Gilman asserts that the firm is judgment proof, and nothing can be collected on the bill.

The legal signification of the term "furniture" has been in various cases declared broad enough to include pictures, statuary, bronzes, plate, china and linen. The question recently arose in the Appellate Court of Indiana whether a policy of insurance on "household furniture" covered carpets and bed clothing; and the court answered the question in the affirmative. This decision is in accordance with the tendency of the courts toward a liberal construction of fire insurance policies in behalf of the insured.

RISE AND FALL OF SORGHUM.

According to the reports from the several places where the industry has been established, beet-sugar making seems to be enjoying prosperity. The wave of enthusiasm which started it and has kept it going has not yet dashed against any breakwater of discouragement, and many confident predictions have been made which, if fulfilled, insure for the new occupation a remarkable wealth-producing career. And yet the whole proceeding, with its enthusiasm, preparations and forecasts, recalls to the minds of those whose memories reach back half a century, more or less, many similar attempts that are recorded now under the head of projects which failed. New industries which were to revolutionize the country's pursuits have been started in high hopes, over and over again, only to drop quietly out of sight after a little, unremembered except by those who lost money in the unsuccessful ventures.

The history of sorghum, while it must be considered a record of failure, nevertheless has a redeeming feature in these latter days. If people made wry faces and declined to take a fancy to sorghum sugar and molasses, their cattle and horses at least did not refuse to eat the sorghum stalks. The plant, where it still flourishes, is now used almost exclusively as fodder for live stock. But in the early days of its career in this country it was destined to turn the sugar market completely upside down. Ordinary cane sugar would become an unconsidered trifle when compared to the new kind, and the Louisiana sugar-cane plantations would pale into insignificance beside the great sorghum fields of the North and West. It was in 1854 that the first seeds of the Chinese sorgho plant, twenty-one varieties in all, were received at the United States Patent Office, and distributed thence throughout the country. The plant, which strongly resembles Indian corn, was found to grow admirably wherever corn did, and farmers took up its cultivation with eagerness. By 1860 the industry had increased so greatly that over seven million gallons of sorghum molasses was made that year, Iowa being the largest producer, with Illinois and Indiana next. It was easier, however, to make the molasses than to crystallize the juice into sugar, and much literature was published at this time advocating various methods for accomplishing the "sugaring" to the best advantage. Another and more serious trouble, referred to above, was the fact that the sorghum products had a peculiar and, to most persons, an extremely unpleasant taste. During the war the South cultivated sorghum to a considerable extent. General Sherman mentioned that the destruction of sorghum products which he accomplished in the course of his march to the sea was an effective means of distressing the enemy.

Sorghum continued to figure prominently in the agricultural reports for several years, and from time to time experts came forward with advice as to how the disagreeable sorghum taste might be eliminated from the sugar. The enthusiasm was still "on" in 1880, when it was predicted that within five years from that time all the sugar needed in the United States would be raised by American farmers. Furthermore, some people thought it likely that within ten years more would be exported annually than had ever been imported. In the face of this sanguine forecast the figures of the last Agricultural Report,

that of 1896, are interesting. In that year the United States imported 3,896,338,557 pounds of sugar, over one billion pounds of which came from Cuba. The American farmers had fallen about four billion pounds short of their duty in supplying the country, not to mention the matter of export. Not even a reference to sorghum appears in the report.

The circumstances attending the arrest of a book-keeper in New York a short time ago for embezzlement, as well as his explanation of his crime, contain a lesson which all young book-keepers, including clerks and employees in general, would do well to heed. This young man, by hard work, industry, perseverance and various other excellent qualities, had raised himself from the position of mere office boy to that of book-keeper in charge of the finances as well as the records of the establishment in which he was employed. His promotion had not been very rapid, for the several steps had been distributed through a series of years. In the meantime the book-keeper had grown from boy's estate to young manhood, and was greatly elated at his business success. He was, however, surrounded by companions whose influence was anything but advantageous to him. With all, he desired to be considered a "good fellow." He was a moderate drinker. The balance of the story can be guessed. To maintain the reputation of a liberal liver and that of a generous companion required more money than his salary amounted to. Next in order came small stealings to supply the deficiency, and then the appropriation of larger amounts, and finally the forging of a signature. When detected and arrested the young man broke down, and between sobs declared that it had all come from companionship and the desire to be considered a genial, whole-souled fellow. There is always a time in every young man's life when temptations of this character are presented, but there is never a time when he can afford to be off his guard against any mistakes of this kind. The first step is always the fatal one.

In a forgery case lately determined by the Supreme Court of Indiana an expert in handwriting was asked a number of questions designed to show that a forger, when endeavoring to disguise or imitate the writing of a particular hand, is more careful at the beginning than at the close of the attempt, or, in other words, that he grows more careless as he proceeds with his task. It was held that such questions did not call for testimony which could properly be regarded as within the legitimate field of expert or opinion evidence. They involved no scientific knowledge. "The care of one man," said Mr. Justice Hackney, "is not evidence of the care which may be exercised by another in an effort to commit a forgery any more than is the skill of one man in executing the imitation or disguise evidence of the skill of another." The refusal of the trial court to receive such testimony was plainly right, and was unanimously sustained.

The striker who quits a job and prevents another man who needs money from taking the job is as criminal as a highway robber. Taking money away from a man who has it, and preventing a man from earning money when he must have it, are crimes of about equal proportion.

THE UTILITY OF BATTLE-SHIPS.

Ever since the destruction of the battle-ship Maine, the people both in and out of the navy who are opposed to battle-ships as a class have been holding up the fate of that ship as a shining example of the weakness of the battle-ship class of vessels. Even so distinguished a naval officer as Admiral Jouett (retired) has declared that it is a mistaken policy for this country to build battle-ships when the monitor type of vessels answers all needs so much better and at a smaller cost.

It is manifestly wrong to condemn the battle-ship class as unsafe because of the accident to the Maine. If the accident theory be accepted, it is a fact that a similar accident might as readily have happened to a monitor. If it be held that the Maine was destroyed by a torpedo, it is on record that monitors were destroyed during the civil war in a similar manner, the most noteworthy incident being the fate of the monitor Tecumseh, which foundered in Mobile Bay, with all on board, as a result of striking a torpedo. If it be admitted that battle-ships have no very high average of stability, it must also be admitted that the monitor type has no surplus of buoyancy to spare, so that, on the score of safety, the balance is, if anything, in favor of the battle-ships.

The alleged superiority of the monitor type over the battle-ships is claimed because of the small surface the monitors present above water as a target for the enemy's shot in comparison with the other type of vessels. Of course, this contention is well founded, so far as it goes; but any advantage that this might give is more than offset by the greater seaworthiness of the battle-ships, greater ability to work their guns in rough water, and the very much heavier armament they are capable of carrying in comparison with the monitors. The advantages of the monitor are, therefore, purely defensive, while those of the battle-ship are largely offensive. As port-defense ships the monitors serve a very useful purpose; but for cruising they are a failure.

The country possesses six double-turreted monitors of modern type, armed with heavy guns placed in well-protected steel turrets. These ships are the most powerful of their class ever floated, and no doubt they would give a good account of themselves, even against heavy battle-ships, in smooth water. In rough water, however, the case would be very different. While, therefore, it would probably be a wise policy to continue building monitors for harbor defense, they can never be made to supply the place of battle-ships, which are expected to move from point to point, and even be capable of striking enemies on their own coasts. No one will pretend that the United States should be equipped solely for defensive warfare. In order to effectually defend ourselves and keep enemies from our coasts, we must be able to strike back vigorously. Monitors will not suffice for such a purpose; hence, if we propose to hold a respectable place among maritime powers, and be prepared for every contingency, we must continue to build battle-ships in proper proportion to other vessels.

THE MILK IN THE COCOANUT.

Although the German government has made efforts to have it appear that the restrictions placed on the importation of American products, amounting in many cases to absolute prohibition, are

due to sanitary grounds solely, it is generally admitted that the real secret of this hostile attitude is the desire of the German administration to placate the agricultural interests, whose efforts have been openly directed to discrediting American products as a means of protecting their own.

Consul General Mason, stationed at Frankfort, Germany, has sent the State Department a translation of an article recently published in the *Leipsic Tageblatt*, in which it is frankly admitted that the hostile attitude of Germany towards American products is due to a desire to protect the German agriculturists. The *Tageblatt* points out the unwisdom of the agriculturists of Germany in advocating such a course, as it is calculated to stimulate the people of the United States to adopting retaliatory measures. The *Tageblatt* holds that the great interest being manifested in the development of beet sugar in the United States is due quite as much to resentment at Germany's course toward American products as to a desire to produce the large amount of sugar consumed at home.

While the *Tageblatt* probably overestimates the resentment against Germany felt by American agriculturists, there is no doubt that Germany's unfriendly course has made Americans resentful. The rapid strides made by the beet sugar industry in this country are, however, based upon some more substantial grounds than resentment. It has been found that the soil of a number of the Western and Middle States is highly suited to beet culture and that beet-sugar manufacture can be carried on profitably in this country; hence there has naturally arisen a desire to keep at home the hundred million dollars annually sent abroad to pay for foreign sugar.

Beet-sugar culture and manufacture are no longer experiments in the United States. The industry is now well established in several states, and is rapidly extending to other commonwealths, with every prospect that within a few years more beet sugar will be produced in this country than cane sugar. Of course, some time must elapse before sufficient sugar can be produced to supply home needs, but that eventually we will produce all the sugar required is now certain.

While this result will be reached irrespective of Germany's attitude toward us, the *Tageblatt* is perfectly right in fearing that every evidence of hostile action against our products will only hasten the exclusion of German sugar by stimulating our efforts to develop our own sugar industry.

Not all the deeds of valor are done in war, nor is the bravery which is inspired by martial music, waving flags and the smell of gunpowder the highest type of courage. The ten men of La Champagne's crew who put forth in an open boat in search of help dared greater danger than the cavalryman who charges a battery or the infantryman who storms a fort. They faced cold, thirst and hunger—the peril of the seas and the gaunt specter of starvation. They were not sustained by the presence and encouragement of thousands of comrades. They went out upon the trackless ocean alone to fight tempestuous seas and biting winds. The record of their seven days' struggle against the elements is a page from the history of heroes. It is a crown of glory to the French seaman and an example of bravery that will live long in the memory of those that go down to the sea in ships.

Clerks' Corner.

How a Clerk Overstepped the Bounds.
Written for the TRADESMAN.

"I was amused, the other day," remarked one of Mother Eve's pretty young daughters, as she slowly drew off her dainty gloves and smoothed out the finger tips caressingly; "I was amused," she repeated, "and at the same time just a little annoyed, at the action on the part of a clerk in the ribbon department of—well, I'm not going to say in what store, nor even in what town, this little episode transpired," and she smiled provokingly.

"The day before," she continued, "I had bought a remnant of a perfect love of a ribbon—a dream in wide silk weave! There was a roll of the same stuff on the next counter, and, after I got home, I decided that, in addition to the neck bewitchment I should manufacture out of my purchase of the afternoon, I should like more of the material for another purpose. So I came to the conclusion that I would go down, the first thing the next morning, to the store I have in mind and get some more of it. You know it's always so uncertain about a matter of that sort. Some hateful woman might come along and capture the whole bolt if I waited until afternoon, and where would I be then? I would be left lamenting.

"Well," she continued, laying her gloves aside and munching the opera caramels I pushed towards her, while she dropped nonchalantly on the tiger skin in front of the glowing grate in the privacy of my cozy little den; "well, the next morning, I rushed down to that store that held my precious ribbon. There reposed the roll in all its shining beauty!

"Oh, I'm so glad this ribbon isn't all gone," I exclaimed, delightedly, to the pretty little girl behind the counter. "I got some here yesterday—"

"Yes, I remember," she interposed.

"And I want some more of it," I added. "Is this all you have of it—what's on this bolt—haven't you more in stock?" I asked, all in one breath, for I wanted eight or ten yards, and she had picked up the roll and measured it off and it lacked half of what I needed.

"No," said she, positively, "we haven't any more."

"No more like it on the remnant counter?" I suggested, pleasantly.

"No, you bought yesterday all there was on the remnant counter," she snapped out, crossly.

"Well," I said, disappointedly, striving to keep my temper, "this is not as much as I wanted, but I'll have to make it do, I suppose."

Here Mrs. Eve's daughter gave the chunk of coal a vicious little poke that knocked it apart and set the flames to playing hide and seek in her blue-black hair, and brought out the contrast between the pure olive of her complexion and the two vivid red spots that by this time were burning in her cheeks.

"However," she complacently went on (consoling herself with more of the caramels with an "Ain't these just too delicious!"), "He laughs best who laughs last." But I'll not anticipate.

"I was having a beautiful black velvet 'picture hat' made in the millinery department of—this certain store; and also the sweetest little theater bonnet! By the way, I never hear the word 'sweet' or 'sweetest' in such a connection without recalling the remark I once heard made by the learned and popular

Dr. Fluhrer, the former pastor of All Souls' Church. Place, Ne-ah-ta-wanta Resort hotel. Time, dinner. The reverend gentleman was seated at one end of the long dining table, and down at the other end sat one of his fair parishioners. There was a slight lull in the conversation, when the lady was heard saying to her neighbor, "Oh! Gracie is making me the sweetest little doily!" "Will you kindly inform me, Madam," drawled the dignified Domine, in the gravest of tones and with his most impressive manner, "what—a—'sweet'—doily—is!"

"Well, as I was saying, I was having these two headgears constructed in the millinery department; and, when I started out that morning, I took with me only some loose change, expecting to have the additional ribbon sent home with my hats, when I would settle the entire bill. So I said to Miss Demurity behind the counter, 'Please give this ribbon to Mrs. — (naming the head milliner). She is making me a hat and bonnet, which are not done yet, and when they are I will pay for all at once.'

"Now had arrived the moment of which girls of her description always take advantage. She

"* * * fixed me with a stony stare."

and loftily replied, 'We can't do that! This department is entirely separate from the millinery department. No,' she repeated, still more emphatically, 'we can't do that.'

"I was annihilated."

"You can't do that?" I asked slowly, to gain time, and wondering what I should do in the unexpected turn.

"No," she said again, icily, and her manner was even more frigid than her intonation; "no, we can't do that."

"Well," and again I hesitated; "well, I did not bring enough money with me to pay for this ribbon, as I supposed it would go with the rest of my purchases."

"She was slowly rolling it round and round her fingers, but she stopped short and looked at me arrogantly, while she remarked, sneeringly, with a rising inflection, 'I could lay it aside for you till afternoon.'

"I shall not be down again to-day," I replied, with dignity. "You may lay it aside for me until the first of next week (this was on a Saturday), and I will come in then and get it."

"I gave her my name and address, which she wrote on a slip of paper and then finished rolling up my ribbon, and put the two together in the wrapping paper."

"Then I went back to the affable manager of the millinery department. My business concerning my hats transacted, I casually observed, 'You have a new rule in the front of the store in regard to your millinery department.'

"How so?" she quickly asked.

"Why, that ribbon from there can't be brought back to this department," I answered.

"Then she questioned me and I rehearsed the unpleasant scene in which I had just been such an unwilling actor."

"Humph!" she exclaimed; "we have no such rule, and that girl knows it. She just wanted to air her petty authority—that's all!"

"Well," I averred, "I am positive that I have had veils from that department over there (nodding towards the one in question) sent back here to your department, to be sent home with hats, and for which I paid you instead of the clerk from whose counter they came."

The Test of Time

A business house that runs the gauntlet of time and comes out unscathed from the scourings of driving competition, double dealing, debasement of goods, price requirement, etc., and in spite of it all steadily advances—carries conviction with it at every turn. It must, to stand the test.

Dealers who are solicitous of their own ability to stand the time test flock to the standard of such a house and handle brands of recognized merit, such as



**Pillsbury Flour
Old Fashioned Lard
Emblem Canned Goods
New Brick Cigars**

all of which brands are controlled by us in this market, together with other lines of goods on which we have established a large and constantly increasing demand. Ample capital, shrewd buying and correct business methods have enabled us to attract and hold a large circle of patrons. We expect to win many more patrons with the same organization and by a continuation of the broad gauge policy we have pursued in the past.

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

"Course you have! I'll fix this matter!" she exclaimed, and left me abruptly.

"Here, here! Come back! I don't want to make trouble for that little girl," I called after her. But she had sailed down the store and was lost in the sea of shoppers.

"She came back presently, with a broad smile on her handsome features—and with my pretty ribbon held high in her two triumphant hands.

"Now, wasn't that a delightful bit of shop comedy?" ended the narrator, as she reached up for her gloves, which I handed her, and she drew them on slowly, as she knelt before the fire that had encouraged the friendly conference. "I shall not forget it soon.

"And," she added, with a sparkle of her dark eyes, "I am strongly of the opinion that there is a certain other person who also will not soon forget that little transaction; for now, when I have occasion to be in her vicinity and she sees me, the young lady at the ribbon counter in a certain down-town store drops her eyes and then coldly looks the other way."

POLLY PEPPER.

Automatic Device for Saving Trouble to Smokers.

From the New York Tribune.

The labor-saving inventor has been at work at the cigar-cutting machine which stands on the counter of every cigar store and in many places where drugs and groceries are sold. He has invented an addition which will make matches, the alcohol flame and gas superfluous for cigar-lighting purposes at counters where cigars are sold. This machine is so arranged that an unlighted cigar placed at one end comes out at the other with the tip cut off and lit ready for the smoke. The machines will be made, the inventor says, for public and for private use. Those which will be sold to cigar stores, drug stores, restaurants, saloons, barber shops and hotels will have large spaces over the mechanical part where advertisements may be inserted; those which are to be used at home will be ornamented and free from all advertising schemes.

A prominent cigar dealer said that he could see no advantage in having such a machine. "Every man likes to light his cigar," he said, "and if you will stand near a cigar counter and watch them you will see that the smoker always looks as though he were on first-class terms with himself when he holds the torch to a new cigar, tilts his head a little to one side and begins the work of cremation. On the whole, I consider an automatic cigar lighter or a machine by which a cigar may be lighted before it reaches the mouth of the smoker of just about as much value as an automatic foam blower would be to a beer drinker."

The newly invented cigar-lighting machine recalled the fact that when the cigar tip cutter was first introduced in Germany a charitable society made practical use of it in a novel way. These machines were put in the various places of business where cigars were sold, and the cigar tips were collected by the agents of the society and were sold to manufacturers of snuff and other tobacco articles, and the proceeds were applied to purchasing articles for orphans. The scheme soon became popular, and men often went out of their way in order to employ the charity cigar tip cutter.

He Was Candid to His Customers.

Customer—There's one thing about your ice cream that I especially like. It is so well frozen, you know. Last night we had it in a warm room for hours, and it didn't melt much, if any.

Salesman—Yes, sir; we pride ourselves upon the quality of our cream. We put so much cornstarch in it that it takes a lot of heat to soften it.

An Old Clerk's Experience. Stroller in Grocery World.

I had a little talk the other day with an old dyed-in-the-wool grocery clerk. The poor old fellow's experiences so saddened me that I haven't entirely recovered from it yet. He is past 60 years of age, and has absolutely wasted his life.

It seems that this old clerk's last position was with a grocer whom I used to know very well. It had become necessary to dispense with the old fellow's services, in a way that was entirely honorable to him. The grocer thought that possibly I could help him to another situation, so he sent him to Philadelphia to see me.

I was working in my office one afternoon, when the office boy said somebody wanted to see me. I looked up. There was this old fellow, white hair, shabby clothes, kindly face, neat and clean looking, gazing at me in a deprecating fashion, as if he wasn't exactly sure what reception he'd get.

He explained his errand, and although I couldn't promise him much, on account of his age, I entered into quite a conversation with the old fellow. He was one of those old comrades, don't you know, that your heart warms to. You feel as if you wanted to do something for him.

"You want a position as clerk, do you?" I asked.

"Yes, sir."

"Why, my dear man," I said, "you're getting along to be a clerk, aren't you?"

"I am afraid I am," said the old fellow, slowly, "but I want to die in harness. I've been clerking all my life, and I don't know anything else. I've got to live."

"Haven't you ever done anything except clerking?" I asked.

"No. I went in 'Sam' Black's grocery store forty-three years ago next May, and I've been in the same store ever since. I've had five bosses in the same store."

"Didn't you ever have any desire to go into business for yourself?" I asked.

"Oh, yes, but I never had no money. There ain't no big wages in clerking," and the old fellow smiled pathetically.

"Was clerking in a grocery store the best you could do?" I asked, rather pointedly, but still as kindly as I could.

"No, it ain't," was the reply. "I used to have quite a turn for cabinet-making. I s'pose I could have made good wages out of that, ef I'd stuck to it, but I didn't, somehow."

"You got started wrong?" I asked.

"I s'pose I did," he said, slowly. "I was offered the job in the store at \$4 a week and it seemed a pretty good thing. I was only getting \$3 learning cabinet-making, so I took it. And I've sorter stuck to it ever since."

"Are you married?" I asked.

"Oh, no!" and he smiled bashfully; "I ain't never been able to afford to. The most I ever got was \$8 a week, and you can't keep no woman on that."

Here's a lesson, surely! A man 60 years old, without chick or child, and never in all his life having earned more than \$8 a week! And the cause is that he got started in life wrong. It's just as he said, if he had stuck to cabinet-making—his forte—he could have made more money, and come down to a green old age surrounded by a growing, affectionate family. Instead, he is, at 60 years of age, hunting a job as grocery clerk to keep himself from starving.

"Can you do heavy work?" I asked.

The old clerk hesitated. "Ye-es," he said, slowly. "Of course, I can't hustle around quite like I used to twenty or thirty years ago, but I'm pretty spry yet," he added, eagerly.

"Could you lift heavy boxes of soap and handle sugar and flour and all that sort of thing?" I asked.

The poor old clerk's face fell. "Well," he said, "I can try. I could once."

I saw very plainly the old man's position. He was past 60 years of age, and his age was telling. He wasn't fitted any more to even fill a grocery clerk's position. There is little room for old men in anything, let alone in unskilled

labor like grocery clerking, where the supply is double, or even treble, the demand.

Then another feature of the case presented itself.

"Why couldn't Mr. — use your services any longer?" I asked.

The old man flushed. "Well," he began, "he said business was bad, and he could get a big boy for \$6 a week, when he was a-paying me \$8, and he simply had to do it. He didn't want to, though," he added. "Then my rheumatiz got pretty bad sometimes, and I couldn't lift much."

Poor old veteran! Nearly three-score years and ten, no family, no position, no money and already feeling the chill gripe of rheumatic age! And why is it? Simply for the same reason that, fifty or sixty years hence, will cause other old men, thrust from the boys' places they have filled all their lives, to be in the same predicament. Too little care at the start! Too much eagerness to get soft things—easy things!

What could I say to this old fellow? Could I hold out any hope to him? You grocers who read this know very well that I couldn't. Who of you would have a weak and rheumatic 60-year-old man about your store? He'd be shuffled out of the way ten times a day to make room for some younger and swifter man.

Poor old man! I guess the poorhouse is all that is left for him.

Compulsory Mercantile Holidays in Massachusetts.

Mr. Ramsay, of Lowell, has presented in the Massachusetts Legislature a bill providing for a Wednesday half-holiday, each week in the summer, for all employees in mercantile establishments. The bill will be mandatory in its nature, compelling the closing of stores on that day. Mr. Ramsay finds some who believe the Legislature has no right to do this, but he thinks that if the hours in factories can be limited, and if the hours of street railway employees can be fixed, the Legislature has a right also to say how long clerks may work.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNEY; 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.

Spring Trade

will be very satisfactory to you if you install our System of Advertising now. We are offering a

Special Inducement

for new customers.

Write and we will tell you about it.

Stebbins Manufacturing Co.,

Lakeview, Michigan.

N. B. We want a few more Commission men who wish a good side line.

Mention TRADESMAN.

Shoes and Leather

Effect of Inferior Shoe Dressings on Shoe Leather.

One of the causes, and probably the most prolific cause, of poor satisfaction given by much of the footwear of the present day is the too frequent and too liberal use of inferior shoe dressings. To this cause can be ascribed, more than to any other, the questionable service afforded by patent and colored footwear. When the average bootblack, irrespective of whether he be a curbstone operator or controls a stand in a big hotel, is actuated in the purchase of his dressings mainly by price—the article listed at \$24 a gross does not appeal to his frugal mind—he generally buys the cheapest dressing that is available. Of course, he is bound to consider the "shiny" properties, as a certain degree of luster is indispensable to a continuance of his patronage; but with the question of price and luster satisfactorily settled, the effect on the shoes of his customers is not a consideration with him.

One of the reasons why a black calf-skin shoe will give better satisfaction than almost any other variety is because of the fact that it is polished with an oil paste or oil dressing which is usually free from detrimental ingredients. To be sure, the nature of the leather renders it naturally more durable than is either patent or colored stock, but the inferior nature of the preparations so largely used on the latter undoubtedly seriously detracts from their wearing qualities. There really is not any excuse for the wholesale ruin of fancy footwear which occurs every year, and for which indiscriminate application of dressings is responsible. There are innumerable preparations on the market adapted to all kinds of leather which would, if judiciously applied, benefit rather than injure the stock. It is part of the mission of every up to date retailer to educate his patrons in the matter of shoe dressings. It may be that when the consumer becomes more familiar with the subject, his shoes will last a little longer; but many of the annoying and expensive concessions which at present render the lives of the dealer, the manufacturer, and the jobber miserable will cease to be a phase of the business.

So important is this matter that even many of the prominent calf and goat skin tanners have gotten out dressings adapted for use on their product, as they are naturally distrustful of shoe polishes with the composition of which they are unfamiliar. This question of shoe dressings is one of vital interest to all parties concerned, from the tanner to the consumer, and one which should especially command the consideration of the dealer, as there is little doubt but that inferior polish ruins a vast number of shoes every year, and often causes the loss of a customer.

Free Shines as a Factor to Sales.

The now prevalent practice among a great many of the shoe retailers in the large cities throughout the country of gratuitously shining the shoes of their customers has, like everything else, its good and bad features. As a factor to sales it is in every case influential, and, owing to its general operation, is in many cases indispensable. To a person who pays three dollars for a pair of shoes this system naturally commends itself, as, assuming that he or she gets

their shoes polished once a day, representing an expenditure of five cents for each shine, they virtually get a refund of the money they have spent in sixty days. These shoes are in themselves very excellent value for the money, and no one will dispute that he gets value received when he pays five cents for a shine.

These are some of the reasons why this system appeals to the public; there are other reasons why it does not. In the first place, the recreant "artist," who is generally either a diminutive Italian or too loquacious African, very soon learns to discriminate between the man who tips and the one who does not. The man of the liberal tendency is treated with distinguished consideration, his shoes are the subject of all kinds of attention and time, while the person of frugal mind, is like the proverbial flower, "born to blush unseen." He is ignored from start to finish. The "artist" will always contrive to manifest his contempt for the man who persistently declines to substantially recognize his services. The difference in the "tip" shine and in that of the man who does not tip is painfully apparent. We have no inclination to take up the cudgels either for or against tipping, but as a matter of fact the free shine is part and parcel of the contract between the retailer and his customer, and the latter should not feel under the slightest obligation to pay out one cent in this way.

The difficulty now is, however, that the man who does not tip is a conspicuous exception, so that a man, in order to avoid unpleasant distinction, must go into his pocket whether he wills it or not. In some stores appear signs specifically stating that attendants are not allowed to accept tips. This should be a general practice, as it would add very appreciably to the effectiveness of the system. Under present conditions free shines are practically ostensible. By making the "free" shine what it purports to be, you will place yourself on a competitive basis with those firms who have already done away with tipping.

There are many restaurants and barber shops that lose thousands of dollars every year because a recognized system of tipping prevails in them. Vast numbers of men are averse to tipping on general principles, and the average man objects to it when he feels that it is almost compulsory.

To Make Them Shine.

Oranges are good for polishing shoes. Take a slice of orange and rub it over patent leather and let it dry. Then take a soft brush, polish, and the shoe will shine like a mirror.

For brown shoes nothing is better than a banana peel rubbed on quickly, and polished off with a bit of clean cloth.

Never blacken patent leather. It should be treated with vaseline, sweet oil or one of the patent creams sold by shoe dealers for this purpose. Mud and dust may first be removed by a damp sponge. Then apply the oil and rub dry.

Never put patent leather too near the fire and above all never put it in a very cold place, for cracks will be the result in either case. Patent leather shoes should be wrapped separately in soft cloth and laid away in a box if one does not possess forms upon which to slip them.

Fong Foo, who is acting as Secretary to General William Booth, is a Sacramento Chinaman who was converted in 1889, and since then has been a Salvation Army worker among his compatriots in California.

CHILDREN'S SHOES

.. FOR ..

SPRING...

We have the most complete line.

Novelties that are Money Makers.

HIRTH, KRAUSE & CO.

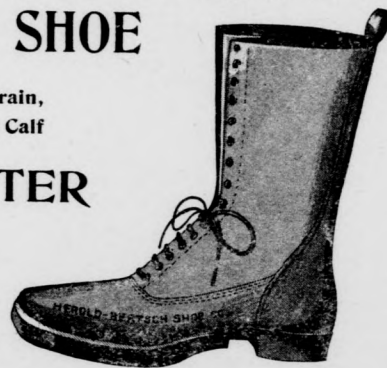
OUR RIVER SHOE

We carry it in Oil Grain,
Bengal or Kangaroo Calf

NONE BETTER

Buy ours and . . .

. . . Increase your Business



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

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

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.

THE TURNING POINT.

How the Old Salesman Assisted the New Drummer.

He was young, he was intellectual, he was from Boston; this was the consensus of our opinions when the head waiter steered him towards our table in the diningroom at the Cadillac, Detroit. Sizing us up rather patronizingly, he said, "Traveling men, I presume?" We assented and he seemed visibly pleased. After studying the bill of fare assiduously, he finally gave his order to the waiter, accompanying it with a ten-cent piece, and then turned his attention to us.

Sitting next to him, he addressed me with, "How do you find trade?"

My trade had been, to use the vernacular of the road, "rotten," but I cheerfully assured him that it had been out of sight.

"Well, that is the case with me; in fact," he added, "I have just received a telegram from the house to jump home from Detroit after finishing the town, as they can't fill the orders."

This started the whisky drummer from Louisville agoing, and for the balance of the meal we heard nothing but statistics of his phenomenal sales and the size of his expense account.

Our new friend from Boston listened open-mouthed to the wonderful tales of how the whisky man's expense account was never less than \$100 per day, and how he never itemized his expenses, in fact, wouldn't work for a concern who would demand it, and of his \$5,000 per year and commission, and so on, until the German leather man sitting opposite him asked facetiously, "Vat feern do you misrepresent?"

"Oh, every one knows them in our line; John — & Co."

"Vell, I know dem, too; I used to lif in your city. I don't think they have \$5,000 capital; why, they only do a small jobbing bizness."

This almost precipitated a row, and only through our combined efforts was the whisky gentleman restrained from pouncing upon the leather man for insulting "a Southern gentleman, by Gad, sah."

We felt rather grateful towards our German friend, especially when he offered to break "his demned neck mit a kick, by chimminie."

After dinner I sauntered into the lobby to digest my meal, as I am not quite the same chipper fellow of years ago, and started to read my paper. Soon the young fellow from Boston joined me and suggested a short walk up Woodward avenue. After throwing him the dice for the cigars and, of course, sticking him, we started out.

I soon became aware that he was in a rather depressed mood, so I questioned him about it. "Well, you see," he started, "while it is true that I received a telegram from the house to come back after making Cincinnati, it isn't because they can't fill orders, but because I haven't sent in any orders—it is my first trip, too." His voice was husky and tears glistened in his eyes.

I felt sorry for the boy, for I can well remember my first trip, the anxiety and the worry when I had a dull week and the joys and hopes I entertained when I succeeded in getting an order. On those days I could see myself the junior partner of the concern, married to the boss' daughter, and so on ad libitum. These things I have put all behind me; I am still on the road, although twenty years have elapsed since then. But I

could feel for this boy. I knew his expectations had soared high before leaving home; I could imagine how he had figured on returning the crack salesman of the house, and now the firm had wired him to come home.

I tried to cheer him up and told him that all of us had had tough trips, but he only sobbed out: "This will finish my career on the road; I'll never get another chance." Well, I finally asked him to show me his samples (he was representing a well-known manufacturer of ladies' cheap shoes in Lynn) and I would see whether I could do something for him in the morning. I had meanwhile told him that I represented a Rochester shoe concern, and also that I had been with them for almost the same number of years that he was in this world. His question whether I was one of the firm or simply a traveling man rather embarrassed me, but I truthfully told him that I had an interest (5 per cent. on my sales.) So we returned to the hotel, and after getting my key at the desk, and having a set-to with the new clerk for not having sent my trunks upstairs, I went to bed.

I met him at breakfast the next morning, and after eating went up to his room to look over his samples. He had a pretty good line of McKays, and I felt that he ought to be able to open quite a number of new accounts in Detroit. After filling his grips with a few leaders, we started off. I intended to take him to an old friend of mine, now buyer for one of the largest houses in the city, who had formerly traveled over the same territory with me for many years. I couldn't sell him any of my goods, as he was under obligations to buy the grade of shoes I carried for a competing house whose senior partner

was related to one of the members of his firm. He had, however, promised to give me a show if I should ever make a change and take a cheaper line. When we came in I sent my Boston friend upstairs to the sample room while I walked into the shoe department. Jim (the buyer) came right up and shook my hand with, "Hello, Bill, when did you get in?" and in the same breath, "You must excuse me this morning, as I have an appointment at ten o'clock with J—— at the Russell House to look him over." The party he mentioned carried a line similar to that of my protege, and so I wasted no time in telling Jim that I was interested in So-and-So's line and would like to have him look at it. As it was only nine o'clock he assented and went to the sample room with me, I in the meantime telling him of my friend and that I would like to have him give him a show if he could do so consistently. J—— did not seem to cut much ice with Jim, for he readily promised to give us the preference, everything being equal. I introduced the two, and as the young man had spread out his samples according to my instruction, no time was lost in getting down to business. Well, to cut a long story short, Jim bought about \$1,200 worth of shoes in about half an hour, and after his promising to come down to the hotel that night we left.

The young fellow was overjoyed and confided to me that he had never had the nerve to tackle the department stores. "Why, you darn chump," said I, "your goods are specially made up for that trade; retailers buy those goods from their jobber."

"Well, you see, I never could get up enough courage to call on them," was

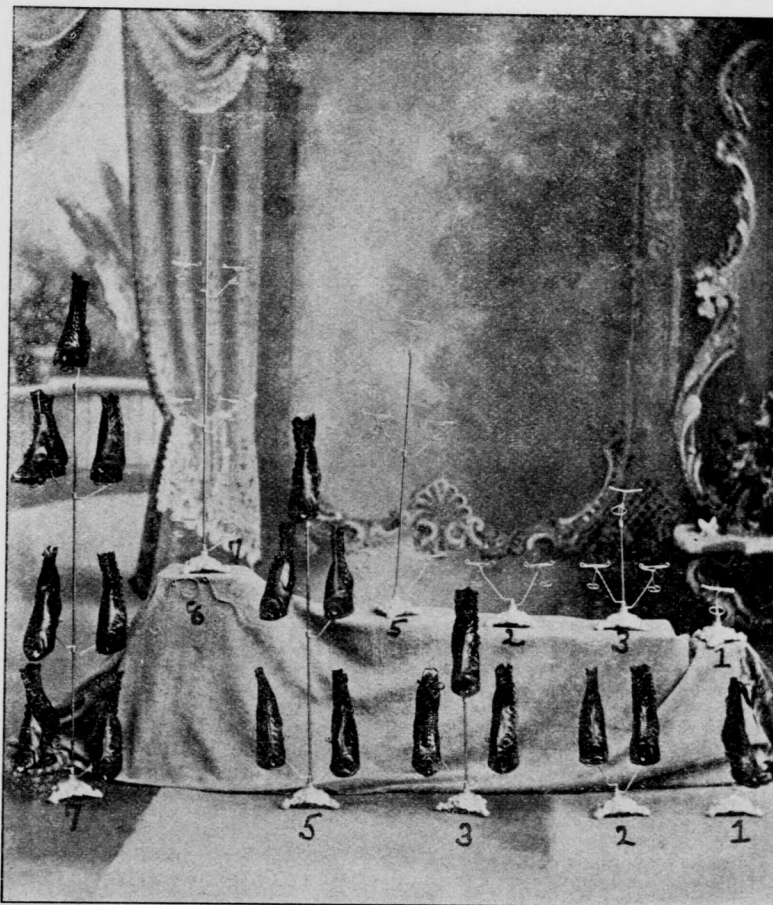
his meek answer. "Before starting from home I hung around the Adams House, as I had been told by one of the firm to go there and cultivate the acquaintance of the visiting buyers; but while I told him I got acquainted, I only knew them by sight, never daring to approach them."

He wired his concern, on my advice, that he had received the order, and asked whether to finish his trip. They immediately answered to continue along the route, if he thought business would warrant it. After the ice was broken things seemed to come his way, and when he left for Toledo he had sold almost every department store in the town. He continued for the same firm for several years, and to-day represents one of the largest Boston houses on the Pacific Coast. I left Detroit two days later—skunked—without selling one pair of shoes.

We have . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hathaway's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.



The "Acme" Perfection Shoe Stand, No. 1, per doz. \$3.00; No. 2, per doz. \$3.50; No. 3, per doz. \$4.00; No. 5, per doz. \$5.00; No. 7, per doz. \$6.00.

The Acme shoe top extender and price card holder No. 8 holds a shoe in perfect shape. Used for window and show case dressing, it saves the time and trouble of stuffing to hold them in shape. Price per dozen 50 cents. Write for illustrated catalogue of goods manufactured by the . . .

Acme Manufacturing Co., Battle Creek, Mich.

Fruits and Produce.

How Inequalities in Transportation Affect the Commission Business.*

There is absolutely no department of business, no phase of trade or labor, no walk of life, however humble, into which the element of transportation does not enter as a most important factor. Necessity and luxury must share in this universal interest. The rich man must look to it to preserve his thousands and the poor man to husband his pennies and his dollars. From the golden confines of the frozen Klondike, where the bitter wintry winds are eternally blowing; from the perfume-laden plantations of the ever-smiling Sunny Southland; from the granite hills and grassy defiles of Puritan New England, and from the wind-swept prairies and the rocky crags of the boundless and illimitable West comes the wail of the shipper and the plaint of the consumer, beseeching the powers that be to give them better transportation service, and back again over the hills and prairies, over the cotton fields and the rice packs, floats the well-known apologetic refrain: "We are doing the best we can." What shipper among us has not labored for weary hours and days and weeks with general agents, local agents, superintendents of transportation, warehouse bosses, local managers, general managers—yea, even vice-presidents and presidents and the men that make presidents—only to be assured that the railroad is sorry, and will see what it can do? Verily, the transportation company is a great and mighty thing in this land of the free and the home of the brave. It takes possession of our streets and water-fronts; it sends its belching leviathans into our midst, leaving their trail of death, disaster and economic ruin; it solicits our patronage while it pats us on the back and saveth we are a devil of a good fellow, don't you know; it putteth its hands into our trousers' pockets and abstracteth our shekels, great and small, promising instant, meritorious and efficient service in our own particular interest as against the interests of every other man or corporation on the face of the earth, and then we sit back and remember, as the days slip by, that, "They also serve the Lord who only stand and wait."

But, seriously, the vexations with which the average shipper of perishable produce must contend are numberless, even in the face of his willingness to acknowledge that the transportation companies have made some efforts in his behalf and that some good things have been accomplished in the past few years. We are not quite ready, however, to attribute any improvements which may have been made to charitable impulses or outbursts of fraternal affection on the part of transportation companies, but rather to the irresistible effect of well-directed, persistent, intelligent hammering by well-equipped and intelligently-manned organization.

One hundred men, banded together by a community of business interests, can do in a certain line more than one hundred times as much as one man can do in the same line. So, also, I say to you that an organization of this character can accomplish in the way of correcting existing abuses what individuals can never in the world come within hailing distance of accomplishing.

Why should I detail to you the many injustices to which we are compelled to submit? Why harp again upon the fact that the rate on oranges from California to Milwaukee is identical with that to New York or Baltimore? Why cry out in anguish of spirit because grapes in carlots in one district are second-class and in another third or fourth-class? Why weep and tear our hair because we pay seventy-five dollars per car for icing refrigerator cars that cost less than forty to ice? Shall we wear crape upon our sleeves and shut up shop because our shipments rot in summer and freeze

in winter through the culpable neglect or refusal on the part of railroads to furnish us properly equipped cars, depots and warehouses, although we pay them rates which entitle us to these facilities?

Shall we make the best of things as we find them, swallow our medicine with a straight face, or shall we go intelligently to work, endeavoring to correct existing abuses through the medium of our organization? Emphatically I say to you, gentlemen of the convention, in union there is strength, and the reward of earnest effort is visible improvement. Corporations are not making Christmas presents nor birthday gifts in the shape of improved facilities or adjusted rates; neither are they passing sleepless nights over the plaints of obscure individuals, but they are out for business and they are going to do just what they have got to do in order to get business and pay dividends. They depend for their very existence upon just such organizations as this, and if we make reasonable demands, backed up by honest actions, we shall accomplish much.

We are a comparatively young organization, and while much of our work has been largely preliminary, there is ground for hearty congratulation in what we have already done. It may not sound large, but it is a fact that our Transportation Committee has succeeded in obtaining a proper classification of pears and quinces, and we are looking for much greater things in the days to come. I may be an enthusiast, gentlemen, and I am certainly an optimist, and am proud of it, but I fully believe that if we stand faithfully together, shoulder to shoulder, in this great conflict between corporations and individuals, giving the devil his full due and insisting that we shall have ours as well, we shall live to see the day when, to quote the words of Gladstone, "The banner which we now carry in this fight, although it may at times droop over our heads, yet soon again it shall float in the eye of Heaven, and, borne by the firm hand of a united people, shall lead us on to a certain and not far distant victory."

When these things shall have been done, my friends, what pen can paint the beauties of the shipping trade, what tongue can sing the praises of the efforts which shall have wrought these mighty changes! How great and how glorious shall it be when the word "Discrimination" has no more place in our lexicon than "Fail" has in the bright lexicon of youth! When every bill clerk and car clerk and weighmaster shall be a gentleman and a scholar; when a refrigerator car is really refrigerated and at a living cost; when every railroad terminal shall boast a steamheated warehouse and an ammonia cooled warehouse; when a carload of freight shall be weighed within five thousand pounds of its actual weight, and shall be billed within twenty-five dollars of the proper charges; when a claim of four dollars for overcharge shall be audited, O. K'd, and paid within three years; when perishable freight shall not be side-tracked; when a request for information or a rating shall be instantly attended to; when legitimate damages shall be adjusted within the same decade in which they occur; when every man's dollar is as good as his neighbor's; when competition shall be upon business merit only; when 5,000 miles shall become five times as far as 1,000, and a thousand pounds shall be just the same weight as half a ton; when a two dollar charge shall buy twice as much service as a one dollar charge, and when our dollar does not go to pay for some other man's "dead-heads," then, indeed, would life be one long dream of bliss, or, as our friend, Grover Cleveland, said of his married life, "one grand, sweet song." Then would the far-famed frozen Klondike have no alluring charms for such as we. No siren song could lure us from our firesides, no blatant switchman could impel us to profanity, and we should not hanker after the rich, warm blood of the general freight agent. We should pass our declining years in that peace and comfort which passeth all understanding, and



Rumors of War

don't influence our business. Our Northern Spys are not from Spain; they're grown right in Michigan, and are the best Apples offered.

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

BUNTING & CO., Jobbers, Grand Rapids, Mich.

BUTTER

of all grades bought at point of shipment.

R. HIRT, Jr.,

Market St., Detroit.

Produce Commission Merchant.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

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.

Butter Wanted

Will buy or handle on Commission

HERMANN C. NAUMANN & CO., DETROIT.

Main Office, 33 Woodbridge St. Branch Store, 353 Russell St., op. Eastern Market.

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.

*Paper read at annual convention National League of Commission Merchants by L. A. Schiappacasse, of Milwaukee.

our dollars should enrich the libraries, museums and art galleries of the world. This is a consummation devoutly to be wished, and I think of no more fitting parting injunction than the old Biblical exhortation: "Brethren, let us dwell together in unity," for "in union there is strength."

Black Coffee a Preventive of Malaria.

From the New Orleans Times-Democrat.

"The best remedy in the world for an impending attack of malaria or chills and fever is strong black coffee," said the drummer with the quill in his mouth, as he walked up to the cashier's desk and paid for lunch for two.

"Early yesterday morning I awakened with the usual accompaniment of the ague. I had hot flushes. Following them came a sensation similar to having cold feet dancing a minuet on one's back in the winter time.

"Well, I'm several hundred miles from home, out of reach of my wife, of course, and I was in a dilemma. Getting the ague when you haven't a sympathetic spouse or a loving old mother near to douse your feet in mustard baths and rub your chest with camphor is not the pleasantest thing in the world.

"So what did I do but adopt the suggestion of a fellow who said he'd 'had the agy dozens o' times' and drank coffee.

"I swallowed five big brawny cups of the stuff, and when I arose to-day I felt like a king. It had effected a cure."

On the Way to Financial Greatness.

From the Chicago Tribune.

A boy about ten years old stood by the side of a penny-in-the-slot machine in one of the elevated railway stations the other morning weeping bitterly.

"What's the matter, son?" asked a man on his way to the upper platform, stopping a moment at the doorway.

"I put a cent in this slot," blubbered the boy, "and it was the wrong slot. I didn't g-get any gum!"

"Is that all, my lad?" said the man.

"Show me the right slot and I'll drop one in for you."

"I'd rather d-drop it in myself!" sobbed the urchin.

The sympathizing citizen gave him the coin and hurried up the stairway.

And when the sympathizing citizen came back from down town, ten hours later, that boy was still standing by the side of that penny-in-the-slot machine, with his pocket full of one-cent coins and still blubbering.

New Berry Indigenous to California.

The coral berry, a new California product, is the most unique and remarkable berry ever introduced into this country. It is a distinct type of fruit, differing very widely from any variety of berry now cultivated. The coral berry grows upon a bush of a very robust and stout habit of growth, with handsome finely-cut, silver-colored foliage. The fruit is inclosed in a burr or husk, which, as the berry reaches maturity, opens, disclosing the ripe berry. The fruit is of good size, and when fully ripe is of intense fiery red color. It possesses a most delicious flavor, being of a rich acid, and spiced with a delightful aroma entirely different from that of any other berry. The fruit of the coral berry is used for all purposes that strawberries are used.

A Juvenile Hustler.

A small boy dashed breathless into a merchant's office. "Is the guv'nor in?"

"Yes; what do you want?"

"Must see him m'self; most par-tickler."

"But you can't; he's engaged."

"Must see him immejit; most par-tickler."

The boy's importune manner got him in.

"Well, boy, what do you want?"

"D'yer want an office boy, sir?"

"You impudent young rascal! No! We've got one."

"No, you ain't, sir; he's just bin run over by a cable car."

Boy engaged.

Great Consumption of Frogs.

From the Philadelphia Record.

France has long been regarded as the "nation of frog-eaters," but it is an established fact that the United States of America now consumes just twice as many frogs as France. The annual catch of frogs in this country is not less than one million, with a gross value to the hunters of \$50,000, while the yearly cost of frogs and frogs' legs to consumers is not less than \$150,000.

The value of frogs as food is now thoroughly recognized. The meat is white, delicate, and very wholesome and palatable. Although eaten at all seasons, it is in best condition in fall and winter; in spring it is of relatively inferior quality. Only the hind legs are commonly utilized, the meat on the other parts of the body being edible, but in very small quantity. Frog-hunting is carried on in all sections of the United States, and is of economic importance in fifteen states, while in nearly all the remaining states and territories frogs are taken for local or home consumption. The states supplying the largest quantities for the markets are California, Missouri, New York, Arkansas, Maryland, Virginia, Ohio and Indiana, and of these New York leads the list. The special localities where frog-hunting is done are the marshes of the western end of Lake Erie; the Lewis and Grand reservoirs, in Ohio; the marshes of the Sacramento and San Joaquin Rivers, California; the valley of the Kankakee River, Indiana; Oneida Lake, Seneca River and other waters of Northern New York and the St. Francis River and sunken lands of the Mississippi River in Arkansas and Missouri.

The unrestricted hunting of frogs has caused a rapid diminution in their number, and consequently frog farms, for their artificial propagation and raising, are coming into vogue. The largest of these is located in Ontario, in the Trent River basin. It has been in operation about twenty years, and annually yields a comparatively large output of frogs. The waters were stocked by means of mature mated frogs. No attempt is made to confine the frogs until the time of shipment approaches, when they are taken alive at night, with the aid of a torchlight, and confined in small pens. These are then drained and the frogs captured when they are desired for market. No food is given, as this is naturally present in sufficient amount for successful growth. The species is the Eastern bullfrog, which reaches maturity in three years, and reaches a marketable size in four years. During the last three years this farm yielded annually five thousand pounds of dressed frog legs and seven thousand living frogs for scientific purposes and for stocking other waters.

The species commonly eaten are the bullfrog, the green frog, the spring frog and the Western bullfrog. The most widely distributed is the common frog, known variously as the spring frog, shad frog or leopard frog. It is found from the Atlantic Coast to the Sierra Nevada Mountains, and from Lake Athabasca, in Canada, to Guatemala, Central America. It reaches a length of three and a half inches, exclusive of legs.

The green frog is found in the eastern part of the United States and Canada. This frog is especially aquatic in habits, not hunting for food on land, and frequenting all kinds of fresh waters. The pickerel frog, marsh frog or tiger frog, resembles the leopard frog, but may be readily distinguished from it by the bright yellow on the thighs and legs. This particular frog has a disagreeable odor, and it is but rarely eaten. The bullfrog is the largest of North American frogs, reaching a body length of over eight inches. It has very much the same geographical range as the spring frog. The Western bullfrogs are not so well known, and range from Montana west to Puget Sound, thence south to California.

One Way of Making Process Butter.

From the Philadelphia Grocery World.

The first step in the making of the

average grade of process butter is the securing of the spoiled natural butter which forms the foundation. This is purchased in various places, much of it coming from farmers who can't sell it for consumption. This raw material is placed in a vat and heated to a temperature of 98 degrees. The Pure Food Department's experts claim that somewhere in the process of manufacture this rancid butter must be boiled, but the manufacturers deny this. At any rate, under the temperature of 98 degrees the butter melts. The scum is then removed, and the liquid butter fat drawn off. This fat has separated itself from the casein and the salt and the other ingredients, and is simply clear butter fat. This is then run up through a pipe to the end of which is attached a spraying apparatus. Under pressure the fat is then sprayed into ice-cold water.

In the meantime skim milk has been allowed to become like bonny-clabber, and when it reaches this stage it is put

in a churn with the sprayed butter fat and thoroughly churned or mixed. In the course of this process the former ingredient absorbs nearly all the turned skim milk, which gives it weight. When it is taken out it greatly resembles pure butter, and is then salted and worked up. The manufacturers of process butter deny that chemicals are used, but those who are opposed to it assert to the contrary.

Representatives of the Pure Food Department state that since the beginning of the warfare against process butter, the quantity sold has dropped to only about a fourth what it was before.

Egg Shippers Attention

The best packing for eggs is excelsior. Order direct from the manufacturers.

Bay City Excelsior Co., Bay City, 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.

The New Collapsible Crate and Box

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

Saves 62% 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.



We Have Some Special Inducements

to offer to . . .

Commission Merchants

Write us for particulars.

MICHIGAN PACKAGE CO., OWOSO, MICH.

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

Large Sales No Indication of Prosperity.

Written for the TRADESMAN.

"There is such a thing as being too anxious to do business," remarked the shrewd old man to the young dealer. "Every enterprising merchant has a laudable desire to have his store thronged with customers, to have it spoken of as the busiest place in town. So much has been said in praise of the hustler that we have naturally come to think that the only man who can make any money is the one who is 'forever at it.' I have known instances that went to prove the error of this commonly accepted belief. I was acquainted with two men, each having a general store in the town of N—. One was quick, lively, genial, enterprising. His one fault, as a business man, was his overweening desire to see goods move out of his store. So great was his pride to have the biggest trade that it overpowered his judgment. When his business was finally closed out by the sheriff, eleven thousand dollars of book accounts was all he could keep as the result of fifteen years of hard toil and close application. His creditors allowed him these, not because his obligations to them were fully discharged, but because the accounts were, most of them, not worth an attempt at collection. His neighbor and competitor, slower, not so energetic, more of a plodder, went on the principle that good goods on his shelves were better than poor accounts. He never did so large a business, but he slowly made money and at the time the other man's business was wound up for him, this plodder owned his store building and stock of goods, and his home was free from indebtedness.

"Don't get the idea that all there is to business is the shoving out of goods. Why, bless you, any fool can sell goods, under certain conditions. One way is to sell at cost or below cost. Any man who will sell flour or sugar or soap or nails or calico, or any staple goods that people must have, for less than cost will soon have his store thronged. And it wouldn't matter if his store was a shanty and he employed a Hottentot or an Apache Indian to wait upon customers. Make the selling prices sufficiently low and one doesn't have to go to the trouble and expense of extraneous attractions. Selling goods below cost is but a modified form of giving them away.

"Another sure way of getting rid of goods is to trust them out to irresponsible persons. This is a method of giving them away, and even less modified than the other one mentioned. It doesn't take a smart man at all to dispose of a lot of merchandise; but, to sell goods at a fair margin to good, paying customers—this is what requires mercantile genius. This is no boy's play.

"When requested to give credit it is a safe rule to ask yourself this question: Which would I rather have—this account or the goods which it will represent? If the goods are the better property, refuse to grant the credit.

"Don't mix charity and business. I don't mean by this that you are not to 'live and let live.' I do not mean you are never to let a sack of flour or a pair of shoes leave your store when you feel certain you are not likely to get your pay. If a worthy person is in a tight pinch help him as your means will allow; but close the transaction. Do not allow him to run up a large account, keeping yourself in the hope that it will probably be paid some time, and that,

if it isn't, the amount will in some manner be passed to your credit as charity. Such a course is bad business policy, and has objections from an ethical point of view as well."

QUILLO.

The Obligations and Responsibilities of Business Life.

Every man who goes into business should have a sufficient capital to conduct the business comfortably and safely, be it large or small. He should do all the business possible to be done with the means at hand, but should not overreach or spread out to such a degree as would make his business unsafe. He should so watch every detail of his business and guard his purchases and his sales so closely that he will not get beyond his depth. He should so conduct his business as to be able to meet every obligation promptly at maturity. If he could discount every bill, it would be all the better, but if he is not able to do so on account of lack of capital, he should watch his purchases so closely and his resources so carefully as to be able to meet every bill promptly on the day it is due.

The business man who does this will be found to be successful, while the one who allows his payments to lag will be found, as a rule, to be one who trusts out his goods injudiciously and whose business methods are slipshod, whose stock is ill-kept and whose failure is only a question of time.

The man who discounts and the man who pays promptly are the ones who buy most cheaply. The inducements to sell are so greatly enhanced by these considerations that no bargains escape them, and they are thereby often enabled to sell at a profit at prices that mean ruin to their slipshod neighbors. It is known by experience that a concern which does so much business that it cannot pay its bills promptly is not a safe one to extend credit to. Overbuying, over-trading, and not the least, over-trusting, are the greatest evils to be contended with in mercantile life.

How to Dun on a Postal.

Postal-card duns are mailable provided a threat of placing the account in a collector's hands does not accompany it. For instance, the following is mailable:

Please call and settle account, which is long past due, and for which our collector has called several times, and oblige.

And the following is unmailable:

You owe us \$1.50. We have called several times for same. If not paid at once we shall place with our law agency for collection.

Minor Notes Pertinent to the Shoe Trade.

Don't waste your energies in a futile effort to convince your customer that you are selling him shoes at something below the actual cost, because he will not believe you and your misrepresentation will cost you your prestige with him.

Don't permit your clerks to assume an indiscriminately friendly air toward your customers. While there are some who might like it, the great majority of them prefer to be received with some deference rather than with undue familiarity.

Don't forget that there is many an effective and handsome shoe, which seems almost ideal in its construction, that is in reality not built on rational principles and cannot be worn with comfort by one person in a hundred.

Don't ignore the importance of an attractive-looking and well-ordered stock. As the great majority of the shoes you sell are purchased by the woman of the household, it is your policy to appeal to her eye, as this is the surest means to reach her pocket.

Don't be actuated altogether by price in placing your order. To pursue the penny wise and pound foolish method of buying anything but the most salable goods, simply because you can get the inferior line a little cheaper, will involve you in a system of shelf-warming which you will have occasion to regret.

Don't forget that tact is a jewel beyond price, and that in trying to persuade a customer whose limit is a three-dollar shoe to purchase one for four dollars you are killing the goose that lays the golden egg, as the chances are that he will leave your store without purchasing, in favor of one where the proprietor will coincide with his view as to price.

Of course, the process of decay begins in a hide the instant it is removed from the animal, and the object of tanning fluids is to arrest decay. The sooner the process is completed the stronger and more perfect the leather, and for fifty years scientists have sought a chemical combination that would immediately arrest such decay. What they failed in nature accomplished in her desert store-house. The culture of cane-agriculture has opened up a great desert agriculture and established a new industry and source of wealth for the nation.

A retail dealer said the other day that he believed it was a good time to bid five to ten cents a pair advance on shoes this spring to insure his getting the same quality of shoe he has been buying. He says he is really afraid of goods at old prices under present conditions and wants to be sure of what he is buying. This man has a long head and his remarks are worthy of close attention

on the part of shoe manufacturers and jobbers. Some shoe jobbers say they are returning shoes to manufacturers because they are not up to sample. These things are not profitable to the trade. If shoes really cost more to make it's wiser to ask more, rather than attempt to monkey with the quality, which does not pay anybody in the long run.

Talking about guaranteeing the wear of shoes, a well-known Chicago jobber, in discussing the subject the other day, brought out a point worthy of thought. He stated that the reason why he did not make a practice of guaranteeing the wear on shoes was because a certain percentage of people in this world, as soon as they find out that an article is guaranteed, look upon it as a license to destroy said article as soon as they can, simply because it is possible to replace it without cost. This is true in many cases, especially in boys' and youths' shoes and some of the cheaper grades of women's, and the percentage of such consumers appears large enough to make such guaranteeing a burden upon the jobber and manufacturer. Instead of guaranteeing the wear, this jobber guarantees the shoe to be made from the best of leather in its grade and lets it go at that, and says he has saved himself unjust loss through this method. This should be a hint to many retailers to do likewise when selling their goods.

Desire of the Drug Clerk.

The drug clerk was coughing and sneezing when the young lady with the astrakhan cape hung carelessly over her arm stepped in.

"I want something for a cough," she said.

The clerk sniffed and sneezed and then wiped the tears from his eyes.

"I see you have a cough, too," she ventured.

"O, yes, horrible," he replied, and then he showed her a bottle labeled, "Our own cough mixture, guaranteed to cure the most stubborn cases of cold or cough of years' standing."

"Is that good?" she asked.

"Best in this market," he answered.

When he had finished another attack of coughing and sneezing she asked the price.

"One dollar a bottle."

"You may wrap me up a bottle."

He did so, and after she had paid the money and emerged from the door he called her back.

"Madam," he said, "if that should help you any I'd be pleased to have you come back and let me know."

And then he began coughing again.

Probably the largest nugget of silver ever mined was a piece weighing 1,840 pounds, which was taken from the Smuggler mine, at Aspen, Col., in 1894.

They all say

"It's as good as **Sapolio**," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : :

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.

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, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, 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.

Quarterly Meeting of the Board of Directors.

Lansing, March 7.—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing, Saturday, March 5. The roll call disclosed two members absent—Treasurer McNolty and Director Converse. The minutes of the previous meeting were read and approved. Secretary Saunders reported the receipts as follows:

General fund, - - - - -	\$198
Death fund, - - - - -	252
Deposit fund, - - - - -	29

A communication from the Otsego Glove Co. was received and referred to the Employment Committee.

The following bills were allowed and ordered paid:

J. C. Saunders, postage and supplies, - - - - -	\$21.50
J. C. Saunders, salary, - - - - -	62.10
Ray Printing Company, printing, - - - - -	14.25
Tradesman Company, printing, - - - - -	12.35
Robert Smith Company, - - - - -	3.25
J. A. Hoffman, attendance at Board meeting, - - - - -	5.06
F. M. Tyler, attendance at Board meeting, - - - - -	4.70
C. L. Stevens, attendance at Board meeting, - - - - -	4.92
B. D. Palmer, attendance at Board meeting, - - - - -	5.16
J. W. Schram, attendance at Board meeting, - - - - -	4.12
Chas. H. Smith, attendance at Board meeting, - - - - -	3.56

Proofs of death of Andrew A. French, B. McCormick and Frederick Garbutt were presented and the claims ordered paid.

On motion of Director Tyler, assessment No. 1 was ordered to be issued April 1.

Owing to the illness of Treasurer McNolty, who was unable to be present, his report does not appear in these minutes.

The next meeting will be held at Kalamazoo the first Saturday in June.

J. C. SAUNDERS, Sec'y.

Gripsack Brigade.

A. F. Peake has been elected Secretary and Manager of the Michigan Acetylene Gas Co. and the headquarters of the organization have been transferred from Bay City to Jackson.

P. H. Carroll (Selz, Schwab & Co.), Dave Smith (Sprague, Warner & Co.) and Harry Miesse, special agent G. R. & I. Railroad, have gone to West Boden, Ind., where they will remain a fortnight in pursuit of rest and health.

One of the most successful "salesmen" of E. N. Lightner & Co., wholesale perfumers of Detroit, is Mrs. Ella Robinson, who has been with that firm for six years. Mrs. Robinson traveled in eleven states last year, but will only cover Illinois during 1908. When she first entered the employ of the firm she was given Wisconsin, at that time considered especially hard territory, but she soon demonstrated that it was an excellent field if properly worked. Mrs.

Robinson is a little lady of most pleasing and womanly appearance and wins many friends among the trade. Moreover, she handles two heavy sample cases with apparent ease, although the same weight would be a source of complaint with many men. She formerly traveled for B. T. Babbitt, from whom she had very fine recommendations. She has had experience also in book canvassing. She resides in St. Clair county, but usually spends her vacations in Cleveland.

The Grocery Market.

Sugar—The market is without feature, with no indication of a change either way. Refiners are filling their orders promptly and stocks are accumulating on their hands.

Tea—All lines of tea are steady and some are firm. No change in prices has occurred during the week and there seems to be nothing likely to cause any. A good, firm, steady market will likely rule from now on.

Coffee—The greater part of the trade is running to package coffees, owing to the very low price of these goods. There is still a fair movement in mild coffees, and prices in those lines are still reasonably high and firm.

Canned Goods—Tomatoes still hold fairly firm at the decline of 2½¢ noted last week. The demand is at present not very heavy. Corn is very quiet and no enquiry for it is noted. Prices are steady. Peas are also dull. Peaches are in small demand.

Syrups and Molasses—Syrups are unchanged, but are firmly held. Molasses is in fair demand, at unchanged prices. The market here is gradually working up to a parity with New Orleans, which has been relatively higher for some time.

Fish—Prices are unchanged, but are very strong at former quotations. Mackerel and lake fish are about the only items in fish that are comparatively high in price. These are scarce, and in the case of lake fish hard to get at any price.

Dried Fruits—The scarcity of apples, both green and dried, tends to make the demand for other lines of dried fruits considerably larger. No changes in prices are to be noted this week. Reports from the East show that the low prices of dates have had the effect to stimulate trade and to clean up surpluses well. This is also the state of the market in London. It is found that the California raisins have this year more than ever displaced the demand for Valencia raisins. Since 1895 especially, has the decline in the use of Valencia raisins here been very noticeable. In 1894 the imports of Valencia raisins at United States and Canadian ports were 133,008 quintals. The following year but 59,806 quintals were imported. In 1896 the imports amounted to 83,726 quintals, but it is understood that the greater part of the stock in both years went to the Canadian market. Reports from the coast are to the effect that there are few choice raisins on the Coast yet to come forward, but that there are sufficient supplies of lower grade goods. Prunes are not quite as active on the Coast as they have been.

Cheerful Grocery Store.

Kalamazoo, March 8.—It might not be out of place to add to your line of interesting names that of Love, Sunshine & Co., wholesale grocers at Johnstown, Pa. This firm name can be verified by reference to the books of any mercantile agency.

Contention Over the H. S. Robinson & Co. Failure.

Detroit, March 7.—Judge Swan, of the United States Court, has held that there was no irregularity in the relation of Andrew W. Comstock to the wholesale shoe firm of H. S. Robinson & Co. The aggregate of the amounts involved in this and two other suits against the same defendant was \$40,000 and the object of the suits was to show that Andrew W. Comstock was a general and not a special partner in the firm of Henry S. Robinson & Co. In 1873 a special partnership was formed, under the firm name of Henry S. Robinson & Co., and Mr. Comstock contributed \$50,000 to the common stock. The certificate stated that he had contributed that sum in cash.

In 1897 the firm failed and gave three mortgages, one to the local banks, another to the American Rubber Co., and the third to the other creditors. The first two mortgages used up nearly all the available assets, leaving a string of creditors with claims aggregating about \$50,000, who may not receive more than 5 per cent. Among these was the firm of Chick Bros., of Boston, which in the ordinary course of trade received from H. S. Robinson & Co. a note for \$2,200, in round figures. The firm brought suit on this note to establish Mr. Comstock's liability as a general partner.

The plaintiffs claim that while the certificate stated that the sum of \$50,000 was paid in cash on the day it was made, the whole sum was not paid on that day, nor was it all cash. Henry S. Robinson and Richard G. Elliott, the two general partners, and Mr. Comstock all swore that the money had been paid on the date of the certificate. While the books showed that only \$30,000 had been credited to Comstock on that day, it was explained by all three that the other checks were held back until needed, when they were credited to Comstock. Mr. Comstock swore the total amount had been paid by him in checks. Mr. Robinson testified that the payment had been in cash, or cash items, and Mr. Elliott stated that it had been in checks and drafts. Mr. Whiting, of Bowen, Douglas & Whiting, testified that he had learned from some members of the firm that part of the \$50,000 had been a promissory note. Both Comstock and Robinson explained that it had been the former's intention to use a promissory note, but finding that by law the entire sum must be in cash, the note had been replaced by checks in that amount.

Judge Swan took from the jury the question as to the correctness of the affidavit made by Comstock that he had paid the \$50,000 in checks, his reason being that the contention of the plaintiffs otherwise was untenable. Had the affidavit, which accompanied the deposit of the money in the firm, been incorrect in any particular the law would make him a general partner, and as such liable for all the debts of the firm.

Another point offered by the plaintiffs in their endeavor to make Mr. Comstock a general partner was that he had, contrary to the law providing for special partnerships, interfered in the business of the firm by going East and buying goods for the firm, or making a contract, as the law puts it. In support of this claim, Mr. Berry, salesman for Bacon & Co., of Boston, swore that Mr. Comstock was in Boston, August 20, 1885, and bought a bill of goods for Robinson & Co. Mr. Comstock, in reply, swore that he was in Alpena on that date, and Mr. Engle, buyer for Robinson & Co., swore that he bought the goods. Mr. Comstock had been in Boston about that date the year before, and it is the opinion that Mr. Berry was mistaken. The jury returned a verdict for the defendant on that question.

Demoralized by Having Free Rent.

From the Philadelphia Record.

A Philadelphia man has lived ten years in a house for which he paid no rent and no taxes. It belonged to the gas company, and he had paid rent regularly until the property of the company was transferred to the city. He

says himself: "I don't remember how long it is since I stopped paying rent. It was when the gas office was on Seventh street. I went there one day with my rent, and offered it to Mr. White, who had charge of the gas company's real estate but he refused to take it, and told me that it was to be paid to the City Treasurer's office in the future. I took it up there, and a young man there said he could not take it, as he couldn't find record of any such house. He told me that they would notify me when they were ready to take my money. I went back to Mr. White, and he advised me to go home and wait until I heard from them. Well, I waited." Nobody came to collect money until recently, when the city discovered its title and sent a man to collect. The tenant got a day to consider, and promptly skipped. But his experience with a free rent does not seem to have been satisfactory, if we may trust his wife. "Yes," says she resentfully, "he thought it was a snap, and look where he is now—no money, no business, looking for a job, and a family to support. He wouldn't take my advice, and move to where business was good, but he hugged his snap and stuck there in that stagnant neighborhood and spent money on repairs for the house and didn't make any money."

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

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

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

Hoskins & Company

COMMISSION BROKERS.

GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

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

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 HEIM, Saginaw - Dec. 31, 1902
President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.

Examination Sessions.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Paying Side Lines for the Country Druggist.

PERFUMES.

In view of the fact that the public can just as easily buy perfumes at the dry goods store as at the drug store, it is necessary to offer some special inducements to keep this trade. Those inducements are cheapness and good value. I would advise every druggist to carry three grades of perfumes:

1. The same cheap lines usually found in the dry goods stores at the same or lower prices. The same markets are open to us that are open to them, and while the profits are small, it will pay us to have these goods for sale.

2. A cheap line put up by ourselves in one-ounce bottles to retail at 25 cents, at a cost of about \$1.10 per dozen, thus giving us a fair profit. Do not put your firm name on this line of perfume. I add this advisedly. Never allow a bottle to leave your store bearing your firm name, whether filled with perfume, distilled water, or goose oil, which can possibly give dissatisfaction.

3. The best quality of perfumes: (a) Standard lines manufactured by reliable firms who sell to druggists only. On these goods we may look for our best profits. (b) The best bulk perfume you can buy, put up in half-ounce and one-ounce bottles, with neat, attractive labels bearing your firm name. These are the goods to push—they warrant your recommending them, and you will have no difficulty in getting 50 cents per ounce for them.

TOILET SOAPS.

The day is past when the druggist can sell large quantities of costly toilet soaps. We must take the trade as we find it. Let us sell the cheap as well as the dear. Is it not better to sell a large quantity of cheap soaps and a small quantity of expensive soaps than to sell only a small quantity of the later, and allow the grocer to supply the bulk of the people with the former? We can get a big attractive cake to sell for five cents. Fill the window with them, advertise them, placard them with plainly printed price cards, and your sales of toilet soaps will be doubled.

STATIONERY.

It is not my purpose to inflict upon you a treatise on the stationery business, but there are a few pointers which it is well to notice:

1. Let the stationery stock be kept neat and attractive. Have a place for everything, and have everything in its place. You will find that movable tables are much better than counters upon which to display your stationery stock. You can change the display

frequently, and also change the arrangement of your store occasionally.

2. Keep the stock well assorted without going into those specialties which only large stationers have call for. Study the local demand and cater to it.

3. Do not buy too much of any one line, especially in fancy goods. At Christmas time be careful not to stock too large a range of doubtful and perishable goods. Nothing deteriorates in value so quickly as this class of merchandise.

4. If you carry novels at all, carry a good assortment. Buy in one hundred lots and get the best prices. Keep up with the times. Take a journal devoted to the book and stationery business. You cannot invest a dollar that will multiply as quickly as the one you pay for such a paper. Study it carefully, and buy the latest novels by popular authors. Buy one for a sample; if the trade warrants it you can reorder. Should you not sell your sample you will at least have the reading of all the good things in the current literature of the day. Occasionally fill the window with novels, and once in a while advertise that such a book, by such an author, is for sale at your store. I have found it pays to establish a "circulating library" under these regulations, members to buy first book at retail price. They will then be entitled to exchange it for another for ten cents, and so on; each reading will cost but ten cents. I find that nearly all of the books will stand four readings. Try this plan; it will pay you.

SMOKERS' SUPPLIES.

I have found it pays to handle only cut tobaccos, pipes, pouches, cigars and cigarettes. The great temptation in smokers' supplies is to overstock. Nearly every commercial traveler has a side line of cigars. The first thing you know you will have four times as many cigars as you need for your trade. Two brands of cigars to sell at three for a quarter are just as good as ten. Buy no cigars as cheap as \$40 or \$50 a thousand. A line at \$60 will prove to be the most satisfactory for a three-for-25-cents cigar. Be sure to handle a line of imported cigars. Select a good brand to retail at two for 25 cents. Stick to that brand. You will find that travelers will come to know and like it and connect it with your store. In this way every time they visit your town they will remember that they can get a good cigar at your store, and will be sure to give you a call.

WALL PAPER.

My experience has been that it is best to start with a good large range of papers and display and advertise it well. Have a five-cent leader. After once putting in a good line of papers it is not necessary each spring and fall to buy so much. You will always have remnants left which will make your stock appear very extensive. A sample book is of great assistance in making sales. Have a good large-sized book, with the borders to match each book attached to the same. Mark the cost and selling price on the back of each sample. Also label each sample A, B, C, D, etc., and your stock the same. In this way you can find the pattern you want without unrolling the pieces, which soon gives the paper a dog-eared appearance. During the season have your sample book placed in a convenient place in your front store, so that while a customer is waiting to have a prescription filled she may turn over the leaves for entertainment. Being in a prominent place, too, you can often,

without offense, ask a lady customer if she would care to look over your samples of wall papers.

JEWELRY.

In this line it is safe to buy only from well-established firms. Do not get too much at one time, but buy often. People get tired of looking at the same articles constantly. Handle few, if any, watches. You are not a practical watchmaker, and can give no guarantee with a watch. The people expect that, and you are thus handicapped in the competition.

SILVERWARE.

I come now to perhaps the most pleasant and profitable of side lines. The country druggist is often situated in a town where there is no jeweler. In that case he may just as well sell silverware as allow the hardware or some other merchant to reap this profit. In putting in a stock of silverware, buy enough to make a good display. It will make a wonderful difference in the appearance of your store. Buy no low-priced, cheap goods, but quadruple plated silverware from a reliable firm. Stick to that firm and feel safe in recommending the goods. Let those who will go elsewhere to buy goods that tarnish and show the iron. You cannot afford to have anyone dissatisfied with any article of silverware coming from your store. I was surprised at the amount of silverware that went off at Christmas time. For wedding presents, too, there is a demand off and on the year around, thus placing silverware more desirable to handle than some other classes of fancy goods.

HOUSE PLANTS.

Arrangements can be made with city greenhouses whereby the druggist can handle house plants and bedding plants to clear from 25 to 35 per cent. While not up to our usual percentage of profit, you will find that no line will draw the public like plants in your window. No one can resist a beautiful flower in full bloom. In our little town I sold about \$40 worth in four weeks. If you have a taste for gardening, you may just as well raise your own bedding plants, both vegetable and flower. This is nearly all profit. Have a good-sized hotbed and raise early healthy plants, and you will be surprised at the revenue from that source.

The last side line I will mention, and the best paying, is advertising. Keep your business prominently before the public. Advertise in all the ways you can, in all the places you can, whenever you can, to all the people you can. Every one knows enough to come in when it is raining, or to go to the drug store for a pill to remove the jamb, but every one doesn't know that he can get toilet soaps as cheap at the drug store as anywhere else, that you have a "lightning renovator" to remove that grease spot, or that you have an elegant display of silverware for the Christmas trade.

Let us rouse ourselves, and be alive to our possibilities. The successful druggist of to-day is not the man who headed the list at his examination ten years ago, nor the one who can tell you all about the latest discovery in organic chemistry. These are all right, too, but the successful druggist of to-day is the successful merchant.

A. T. ANDREWS.

A young woman in Chicago supports herself by taking care of other people's birds and flowers. She goes daily from house to house, feeding and watering pet birds and cleaning their cages. She then turns her attention to the plants and window boxes, cleansing leaves and giving a dose of fertilizer when needed, and in other ways keeping her feathered and floral patients in excellent condition.

Upward of 30,000 postage stamps were utilized by a Baltimore woman in the preparation of the costume which won the fancy dress prize at a mask ball the other night. Five weeks were spent in stamp collecting and three weeks in the making of the dress.

Old advertisements, like old people, lose their snap and energy.

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

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.

Do You Sell

Wall Paper and Window Shades?

We are the only jobbers in Michigan. We sell at factory prices guaranteed. Samples upon application. We make a specialty of made-to-order shades.

HARVEY & HEYSTEK COMPANY,
GRAND RAPIDS, MICH.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS

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

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.		Sinapis		Linseed, pure raw	
Aceticum	60 3/4	Copaiba	35 1/2	Tolutan	50	Sinapis, opt.	18	Linseed, boiled	42
Benzoeicum, German	70 1/2	Cubebae	1 10 1/2	Prunus virg.	50	Sinapis, S. N. Y. Q. & C. Co.	30	Neatsfoot, winter str	44
Boricac.	15	Exechthitos	1 00 1/2			Moschus Canton.	40	Spirits Turpentine	40
Carbolicum	20 1/2	Erigeron	1 00 1/2			Myristica, No. 1	65 1/2		
Citricum	40 1/2	Gaultheria	1 50 1/2			Nux Vomica, po. 20	10		
Hydrochlor	30 1/2	Geranium, ounce	75			Os Sepia	15 1/2		
Nitrosum	80 1/2	Hedeoma	50 1/2			Pepsin Sacc. H. & P.	18		
Oxalicum	12 1/2	Juniper	1 00 1/2			D. Co.	100		
Phosphoricum, dil.	60 1/2	Lavendula	1 50 1/2			Picis Liq. N. N. 1/4 gal.	100		
Salicylicum	60 1/2	Limonia	1 00 1/2			Picis Liq., pints.	100		
Sulphuricum	13 1/2	Mentha Piper	1 00 1/2			Pil Hydrarg.	80		
Tannicum	1 25 1/2	Mentha Verid	1 00 1/2			Piper Nigra, po. 22	80		
Tartaricum	38 1/2	Morhuze, gal.	1 00 1/2			Piper Alba, po. 35	80		
Ammonia		Myrcia, ounce	4 00 1/2			Pilix Burgun.	80		
Aqua, 16 deg.	40	Olive	75 1/2			Pulvis Acet.	100		
Aqua, 20 deg.	60	Picis Liquida	10 1/2			Pulvis Ipecac et Opil	100		
Carbonas.	12 1/2	Picis Liquida, gal.	35			Pyrethrum, boxes H.	100		
Chloridum	12 1/2	Ricina	30 1/2			& P. D. Co., doz.	125		
Aniline		Rosmarini	1 00 1/2			Pyrethrum, pv.	30 1/2		
Black	2 00 1/2	Rose, ounce	6 50 1/2			Quassia	80 1/2		
Brown	2 50 1/2	Succini	40 1/2			Quassia, S. P. & W.	25 1/2		
Red	45 1/2	Sabina	2 50 1/2			Quinia, S. German.	23 1/2		
Yellow	2 50 1/2	Santal	2 50 1/2			Quinia, N. Y.	23 1/2		
Bacca		Sassafras	55 1/2			Rubia Tincturum	12 1/2		
Cubebae, po. 18	13 1/2	Sinapis, ess., ounce	65			Saccharum Lactis pv	18 1/2		
Juniperus	60 1/2	Tigili	1 40 1/2			Salacin	3 00 1/2		
Xanthoxylum	25 1/2	Thyme	40 1/2			Sanguis Draconis	40 1/2		
Balsamum		Thyme, opt.	40 1/2			Sapo, W.	12 1/2		
Copaiba	55 1/2	Theobromas	15 1/2			Sapo, M.	10 1/2		
Peru	2 40	Potassium				Sapo, G.	10 1/2		
Terabin, Canada	45 1/2	Bi-Carb.	15 1/2			Siedlitz Mixture	20		
Tolutan	50 1/2	Bichromate	13 1/2						
Cortex		Bromide	50 1/2						
Abies, Canadian	18	Carb.	12 1/2						
Cassia	12 1/2	Chlorate, po. 17@19c	16 1/2						
Cinchona Flava	18	Cyanide	35 1/2						
Euonymus atropurp	30	Iodide	2 80 1/2						
Myrica Cerifera, po.	20	Potassa, Bitart, pure	28 1/2						
Prunus Virginiana	12	Potassa, Nut, com	8 1/2						
Quillaja, gr'd	14	Potass Nitras, opt.	7 1/2						
Sassafras, po. 18	12 1/2	Potass Nitras	20 1/2						
Ulmus, po. 15, gr'd	15	Sulphate po	15 1/2						
Extractum		Radix							
Glycyrrhiza Glabra	24 1/2	Aconitum	20 1/2						
Glycyrrhiza, po.	28 1/2	Althea	22 1/2						
Hematox, 15 lb box	11 1/2	Anchusa	10 1/2						
Hematox, 15	13 1/2	Arum po.	20 1/2						
Hematox, 1/48	14 1/2	Calamus	20 1/2						
Hematox, 1/48	16 1/2	Gentiana, po. 15	12 1/2						
Ferru		Glycyrrhiza, pv. 15	16 1/2						
Carbonate Precip.	15	Hydrastis Canaden	55 1/2						
Citrate and Quinia	2 25 1/2	Hydrastis Can.	55 1/2						
Citrate Soluble	75	Hellebore, Alba, po.	18 1/2						
Ferrocyanidum Sol.	40	Inula, po.	15 1/2						
Solut. Chloride	15	Ipecac, po.	2 50 1/2						
Sulphate, com'l, by	2	Iris plox, po. 35@38	35 1/2						
Sulphate, pure	7	Jalapa, pr.	25 1/2						
Flora		Maranta, 1/48	35 1/2						
Arnica	12 1/2	Podophyllum, po.	22 1/2						
Antemiss	18 1/2	Rhei	75 1/2						
Matricaria	30 1/2	Rhei, cut.	75 1/2						
Folia		Rhei, pv.	75 1/2						
Barosma	23 1/2	Spigelia	35 1/2						
Cassia Acutifol, Tin-	18 1/2	Sanguinaria, po. 15	30 1/2						
Cassia Acutifol, 1/48	25 1/2	Serpentaria	40 1/2						
Salvia officinalis, 1/48	12 1/2	Senega	40 1/2						
Ura Ursi	80 1/2	Similax, officinalis H	10 1/2						
Gummi		Smilax, M.	25 1/2						
Acacia, 1st picked	65	Scilla, po. 35	10 1/2						
Acacia, 2d picked	45	Symplocarpus, Poeti-	25 1/2						
Acacia, 3d picked	28	us, po.	25 1/2						
Acacia, sifted sorts	28	Valeriana, Eng. po. 30	25 1/2						
Acacia, po.	60 1/2	Valeriana, German	15 1/2						
Aloe, Barb. po. 18@20	12 1/2	Zingiber a.	12 1/2						
Aloe, Cape, po. 15	12 1/2	Zingiber j.	25 1/2						
Aloe, Socotri, po. 40	30	Semen							
Ammoniac	55 1/2	Anisum	12 1/2						
Assafoetida, po. 30	25 1/2	Apium (graveleons)	13 1/2						
Benzoinum	50 1/2	Bird, Is.	40 1/2						
Catechu, 15	13 1/2	Carui, po. 18	10 1/2						
Catechu, 1/48	14 1/2	Cardamon	1 25 1/2						
Catechu, 1/48	16 1/2	Coriandrum	8 1/2						
Camphora	40 1/2	Cannabis Sativa	40 1/2						
Euphorbium, po. 35	10 1/2	Cydonium	75 1/2						
Galbanum	1 00 1/2	Chenopodium	10 1/2						
Gamboge po.	65 1/2	Dipterix Odorata	2 00 1/2						
Guaiaicum, po. 25	30	Foeniculum	10 1/2						
Kino	3 00 1/2	Foenugreek, po.	7 1/2						
Mastic	60	Lini	3 1/2						
Myrrh, po. 4.10@1.30	35 1/2	Lini, gr'd	4 1/2						
Shellac	25 1/2	Lobelia	35 1/2						
Shellac, bleached	40 1/2	Phalaris Canarian	4 1/2						
Tragacanth	50 1/2	Rapa	4 1/2						
Herba		Sinapis Abu.	7 1/2						
Absinthium, oz. pkg	35	Sinapis Nigra	11 1/2						
Eupatorium, oz. pkg	30	Spiritus							
Lobelia, oz. pkg	25	Frumenti, W. D. Co.	2 00 1/2						
Majorum, oz. pkg	25	Frumenti, D. F. R.	2 00 1/2						
Mentha Pip. oz. pkg	25	Frumenti	1 25 1/2						
Mentha Vir. oz. pkg	25	Juniperis Co. O. T.	1 65 1/2						
Rue, oz. pkg	35	Juniperis Co.	1 75 1/2						
Tanacetum Voz. pkg	25	Saacharum N. E.	1 90 1/2						
Thymus, V. oz. pkg	25	Spt. Vini Galli	1 75 1/2						
Flagnesia		Vini Oporto	1 25 1/2						
Calcined, Pat.	55 1/2	Vini Alba	1 25 1/2						
Carbonate, Pat.	20 1/2	Sponges							
Carbonate, K. & M.	20 1/2	Florida sheeps' wool	2 50 1/2						
Carbonate, Jennings	35 1/2	Nassau sheeps' wool	2 50 1/2						
Oleum		Velvet extra sheeps' wool	2 50 1/2						
Absinthium	3 25 1/2	Extra yellow sheeps' wool	2 50 1/2						
Amygdale, Dule.	80 1/2	Grass sheeps' wool	2 50 1/2						
Amygdale, Amare.	80 1/2	Hard, for slate use	2 50 1/2						
Anisi	2 15 1/2	Yellow Reef, for slate use	2 50 1/2						
Aurant Cortex	2 25 1/2	Syrups							
Bergamini	2 40 1/2	Acacia	2 50 1/2						
Cajuputi	85 1/2	Aurant Cortex	2 50 1/2						
Caryophylli	75 1/2	Zingiber	2 50 1/2						
Cedar	35 1/2	Ipecac	2 50 1/2						
Chenopadii	35 1/2	Ferri Iod.	2 50 1/2						
Cinnamonli	1 65 1/2	Rhei Arom.	2 50 1/2						
Citronella	45 1/2	Smilax Officinalis	50 1/2						
		Senega	2 50 1/2						
		Scilla	2 50 1/2						

PAINT
BRUSHES

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

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

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

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

HAZELTINE
& PERKINS
DRUG CO.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE.

Aurora	doz.	gross
Castor	doz.	55 6 00
Diamond	doz.	50 4 00
Frazier's	doz.	75 9 00
IXL Golden, tin boxes	75	9 00
Nica, tin boxes	75	9 00
Paragon	doz.	55 6 00

BAKING POWDER.

Absolute.

1 lb cans doz	45
1 lb cans doz	55
1 lb cans doz	1 50

Acme.

1 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
Bulk.	10

El Purity.

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

Home.

1 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90

JAXON

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

Jersey Cream.

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

Our Leader.

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

Peerless.

1 lb. cans	85
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BATH BRICK.

American	70
English	80

BLUING.

CONDENSED PEARL BLUING

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

BROOMS.

No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	80
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, 4 pints.	1 25

CHEESE

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

Chicory.

Bulk	5
Red	7

CHOCOLATE.

Walter Baker & Co.'s.

German Sweet	23
Premium	84
Breakfast Cocoa	45

CLOTHES LINES.

Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 30
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
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COFFEE.

Green.

Rio.

Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15

Santos.

Fair	14
Good	15
Prime	16
Peaberry	17

Mexican and Guatemala.

Fair	16
Good	17
Fancy	18

Maracalbo.

Prime	20
Milled	21

Java.

Interior	20
Private Growth	22
Mandehling	24

Mocha.

Imitation	22
Arabian	24

Roasted.

Clark Jewell Wells Co.'s Brands

Fifth Avenue	28
Jewell's Arabian Mocha	28
Wells' Mocha and Java	24
Wells' Perfection Java	24
Sancabo	23
Breakfast Blend	20
Valley City Maracalbo	18 1/4
Ideal Blend	14
Leader Blend	12

ONE CENT COUPON

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'n.	3 00
1000, any one denom'n.	5 00
2000, any one denom'n.	8 00
Steel punch.	75

DRIED FRUITS—DOMESTIC Apples.

Sundried	@ 5 1/4
Evaporated 50 lb boxes	@ 8 1/4

California Fruits.

Apricots	7 1/2 @ 8 1/4
Blackberries	@ 7 1/4
Nectarines	@ 8 1/4
Peaches	@ 8 1/4
Pears	@ 8 1/4
Pitted Cherries	@ 8

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..... 4 70

SUGAR.

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

Domino..... 5 75
Cut Loaf..... 5 75
Crushed..... 5 75
Cubes..... 5 44
Powdered..... 5 44
XXX Powdered..... 5 25
Granulated in bbls...... 5 25
Granulated in bags..... 5 25
Fine Granulated..... 5 25
Extra Fine Granulated..... 5 28
Extra Coarse Granulated..... 5 30
Mould A..... 5 30
Diamond Confection..... 5 25
Confection Standard A..... 5 13

No. 1..... 4 88
No. 2..... 4 88
No. 3..... 4 81
No. 4..... 4 75
No. 5..... 4 69
No. 6..... 4 56
No. 7..... 4 50
No. 8..... 4 44
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.
Barrels..... 15
Half bbls..... 17

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



S. C. W. 33 00

VINEGAR.

Malt White Wine, 40 grain..... 6
Malt White Wine, 80 grain..... 9
Pure Cider..... 9
Pure Cider, Leroux..... 11

Washing Powder.



00 12 oz pkgs..... 3 50

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	@ 9
Trout	@ 9
Black Bass	@ 12
Halibut	@ 15
Ciscoes or Herring	@ 4
Bluefish	@ 10
Live Lobster	@ 20
Boiled Lobster	@ 22
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 7
Pike	@ 8
Perch	@ 3 1/2
Smoked White	@ 9
Red Snapper	@ 10
Col River Salmon	@ 10
Mackerel	@ 25

Oysters in Cans.

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

Oysters in Bulk

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

Shell Goods.

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

Hides and Pelts.

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides.

Green No. 1..... @ 8 1/2
Green No. 2..... @ 7 1/2
Cured No. 1..... @ 9 1/2
Cured No. 2..... @ 8 1/2
Calfskins, green No. 1..... @ 9
Calfskins, green No. 2..... @ 7 1/2
Calfskins, cured No. 1..... @ 10 1/2
Calfskins, cured No. 2..... @ 9

Furs.

Large Bear..... 1 00 @ 15 00
Beaver..... 50 @ 6 00
Cat, Wild..... 50 @ 25
Fisher..... 1 00 @ 7 00
Red Fox..... 25 @ 1 50
Gray Fox..... 25 @ 70
Cross Fox..... 50 @ 5 00
Lynx..... 20 @ 2 00
Muskrats..... 2 @ 15
Mink..... 5 @ 1 20
Martin..... 25 @ 3 00
Otter..... 1 00 @ 9 00
Raccoon..... 10 @ 80
Black skunk..... 10 @ 1 00
Wolf..... 20 @ 1 50

Pelts.

Pelts, each..... 50 @ 1 00

Tallow.

No. 1..... @ 2 1/2
No. 2..... @ 2
Washed, fine..... @ 20
Washed, medium..... @ 25
Unwashed, fine..... @ 15
Unwashed, medium..... @ 30

Oils.

Barrels.
Ecocene..... @ 11 1/2
XXX W. W. Mich. Hdt..... @ 8 1/2
W W Michigan..... @ 8 1/2
Diamond White..... @ 7 1/2
D. S. Gas..... @ 8
Deo. Naptha..... @ 7
Cylinder..... @ 24
Engine..... @ 21
B. C. W. winter..... @ 8

Candies.

Stick Candy.

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

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

Mixed Candy.

Competition..... @ 6
Standard..... @ 7
Conserve..... @ 7 1/2
Royal..... @ 7 1/2
Ribbons..... @ 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
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..... @ 55
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 50
Decorated Creams..... @ 60
String Rock..... @ 60
Burnt Almonds..... 1 25 @
Wintergreen Berries..... @ 60

Caramels.

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

Fruits.

Oranges.

Cal. Seedlings..... @ 2 25
Fancy Navel 112..... @ 2 25
128 to 216..... @ 3 00
Choice..... @ 3 00

Lemons.

Strictly choice 360s..... @ 3 00
Strictly choice 300s..... @ 3 25
Fancy 360s..... @ 3 25
Ex. Fancy 300s..... @ 3 50
Ex. Fancy 360s..... @ 3 75

Bananas.

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

Foreign Dried Fruits.

Figs.
Choice, 10 lb boxes..... @ 13
Extra choice, 14 lb boxes..... @ 14
Fancy, 12 lb boxes..... @ 14
Imperial Mikados, 18 lb boxes..... @ 15
Pulled, 6 lb boxes..... @ 13
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
1 lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

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

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

Grains and Feedstuffs

Wheat.

Wheat..... 90

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 00
Subject to usual cash discount.

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

Worden Grocer Co.'s Brand.

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

Spring Wheat Flour.

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



Pillsbury's Best 1/2s..... 5 75
Pillsbury's Best 1/4s..... 5 55
Pillsbury's Best 1/8s..... 5 55
Pillsbury's Best 1/4s paper..... 5 55
Pillsbury's Best 1/8s paper..... 5 55

Ball-Barnhart-Putman's Brand.

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

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s..... 5 55
Gold Medal 1/4s..... 5 55
Gold Medal 1/8s..... 5 45
Parisian, 1/2s..... 5 55
Parisian, 1/4s..... 5 55
Parisian, 1/8s..... 5 45

Oiney & Judson's Brand.

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

Worden Grocer Co.'s Brand.

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

Meal.

Bolton..... 1 75
Granulated..... 2 00

Feed and Millstuffs.

St. Car Feed, screened..... 16 00
No. 1 Corn and Oats..... 15 00
Unbolted Corn Meal..... 14 50
Winter Wheat Bran..... 14 00
Winter Wheat Middlings..... 14 00
Screenings..... 13 00

New Corn.

Car lots..... 33 1/2
Less than car lots..... 37

Oats.

Car lots..... 31
Carlots, clipped..... 32 1/2
Less than car lots..... 35

Hay.

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

Fresh Meats.

Beef.

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

Pork.

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

Mutton.

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

Veal.

Carcass..... 7 @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 10 75
Back..... 11 00
Clear back..... 10 50
Short cut..... 10 50
Pig..... 14 00
Bean..... 8 75
Family..... 10 50

Dry Salt Meats.

Bellies..... 6
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
California hams..... 7 @ 8
Boneless hams..... 8 1/2
Cooked ham..... 8 @ 11

Lards. In Tierces.

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

Sausages.

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

Beef.

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

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

Butterline.

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, 1/2s..... 60
Potted ham, 1/4s..... 1 00
Deviled ham, 1/2s..... 60
Deviled ham, 1/4s..... 1 00
Potted tongue 1/2s..... 60
Potted tongue 1/4s..... 1 00

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

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

Soda.

Soda XXX..... 7 1/2
Soda XXX, 3 lb. carton..... 7
Soda, City..... 8
Zephyrette, XXX..... 8
Long Island Wafers..... 11
L. I. Wafers, 1 lb. carton..... 12

Oyster.

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

SWEET GOODS-Boxes.

Animals..... 10 1/2
Bent's Cold Water..... 14
Belle Rose..... 8
Cocoanut Taffy..... 9 1/2
Coffee Cakes..... 9
Frosted Honey..... 12 1/2
Graham Crackers..... 8
Ginger Snaps, XXX round..... 7
Ginger Snaps, XXX city..... 7
Gln. Snps, XXX home made..... 7
Gln. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8 1/2
Jumbles, Honey..... 11 1/2
Molasses Cakes..... 15
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 9
Pretzettes, Little German..... 9
Sugar Cakes..... 12 1/2
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
Boston Ginger Nuts..... 8 1/2
Chimmie Fadden..... 10
Pineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 11
Belle Isle Picnic..... 11

Crockery and Glassware.

AKRON STONEWARE.

Butters.

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

Churns.

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

Milkpans.

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

Fine Glazed Milkpans.

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

Stewpans.

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

Jugs.

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

Tomato Jugs.

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

Preserve Jars and Covers.

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

Sealing Wax.

5 lbs. in package, per lb..... 2

LAMP BURNERS.

No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Climax..... 1 50

LAMP CHIMNEYS-Common.

Hardware

The Importance of Small Things.

In our headlong race after the delusive dollar we forget that it is made up of many integral parts, every one of which is in itself possessed of a certain amount of intrinsic value. We forget that the dimes make the dollars. We go on chasing the latter and stumble over the former in our journey.

In this day and age of department store competition it behooves us to look for the dimes, otherwise the present day conundrums will follow in our footsteps with their "Silent Salesmen" and become wealthy on the dimes we have refused to gather in.

How natural it is for us when arranging our stores to place our cook stoves, bicycles and big wares in the front. How natural it is to make a street display of shovels, forks, baskets and the like. We even go so far as to waste our strength and shorten our lives by piling up huge masses of fence wire for no other purpose than to tell our prospective customers the very fact they already know. There is not a man, woman or child in the country who knows that we conduct a hardware store who does not couple our store with fence, nails and barbed wire. These are the articles handled by every hardware dealer and everybody knows the fact. Why the necessity of displaying these goods and pushing this class of trade? None whatever, except that we are in a rut, and once in it is hard to get out. We like to sell big things because they run into money faster. Don't forget, however, that the percentage of profit is far greater on the small article than on the larger one and the expense of handling is much less.

When a customer comes into our store, Jones for instance, we greet him pleasantly, of course, but ascertain at once that he neither wants a stove, a bicycle, or a thousand pounds of wire; we immediately leave him, to find out if we cannot dispose of one or more of the articles to Smith, who has just entered. Now it is more than likely that Jones spent the entire previous evening studying a department store catalogue, and in it he found many little articles he actually needed. He drives to town resolved to make the purchases at home providing he can procure them at a reasonable cost. When he enters our store he neither finds the goods he wants displayed nor the proprietor in a mood of showing his small wares. In our eagerness for the dollars we lose the dimes. Jones returns home and makes out an order to the department store and procures the articles he wants.

You ask if I would have you neglect the stove trade or the bicycle trade? A thousand times no. Sell all you can of them. But I would say, too, you couldn't neglect these articles if you would. You couldn't hide a bicycle or a stove in your store if you should try. It is the new patent cyclometer, the acetylene gas lamp, the new chime bell, and other late accessories for the bicycle the delft ware, the silver lined nickel goods, the new riveting machine for farmers' use, and other novelties too numerous to mention, that I would have you procure and display. Attract your customers to your store by your display of novelties. It is the novelty that attracts. I dare say that nine out of ten who send for department store catalogues do so with the hope that they will find some new thing advertised that

they have been unable to secure at home. I would have you study every new catalogue sent to you and particularly all the advertisements in your trade journals. Every practical novelty you see advertised I would have you get and display. You will be surprised at the results. You will not only sell these goods, but by attracting the people to your store you will sell the bicycle and the stove that you long to dispose of.

I received recently several calls for a harness riveting machine. I commenced at once to study the advertisements in the trade journals to discover if such a machine was on the market. I found that it was and bought some of the machines. For my reward I sold fifty-one machines the first week. I attracted fifty-one customers to my store at least by handling this one novelty. I always aim to have a novelty every two or three weeks, and my customers from the country drop in to see what is new. They do not always intend to purchase, but I generally sell something each time.

Push your small goods, advertise them, sell them, and you will be surprised at your increased trade in the general hardware line. We cannot attract people to our store by advertising and thus telling them that we handle hardware, stoves and tinware, the very goods they have seen there many times. We would keep that word "attract" in our minds constantly when making up our advertisements. It is to attract the people to our store that we first think of advertising. Then we should be sure to place something in our advertisements that will attract. Advertise your small wares, particularly the novelties. Advertise them, display them, sell them, and your increase in trade in other lines will astonish you. Neglect not the small goods. Despire not the dimes, for of such is the mighty dollar.

L. P. STRONG.

The Hardware Market.

Trade for March starts in much better than we were favored with during February. Changes in prices are few and manufacturers are not disposed to make any advances or declines which are not absolutely necessary.

Wire Nails—While the consolidation about which so much has been said has not been consummated, the market remains firm and all manufacturers advanced their prices March 1 \$1 per ton. The consummation of the deal is held in abeyance until April 1, when it is believed it will be an accomplished fact or have fallen through entirely. The present price on wire nails from factory is \$1.55, freight equalized with Pittsburg.

Barbed Wire—As the same conditions which control the wire nail market also have their effects upon the wire market, the conditions remain the same and prices have been advanced \$1 per ton, making the price as it stands at present, painted barbed, \$1.55; galvanized, \$1.85, f. o. b. mill.

Window Glass—While the price as quoted by jobbers indicates no firmness in the market, it is believed by those who are conversant with the workings of the Association that an advance will soon be made in window glass. Prices, however, remain as quoted in our last.

Rope—Both sisal and manilla are very firm and it is not believed that there will be any decline during the spring.

Sheet Iron—Orders are being taken very freely for fall shipments at prices

ruling, which are quite a little lower than those quoted last year. It is believed that orders entered now are a good purchase and that dealers will make no mistake in covering their wants for next season's business.

Reduced Freight Rates for Settlers.

In order to encourage the movement of settlers and land buyers from Illinois, Wisconsin, Iowa and the Eastern States to Western Minnesota, South Dakota and North Dakota, the Chicago, Milwaukee & St. Paul Ry. Co. has very materially reduced its carload rates for emigrant movables, so that farmers who have purchased lands in Western Minnesota, South Dakota and North Dakota can take all of their belongings with them to their new homes at small expense, which inducement upon the part of the Chicago, Milwaukee & St. Paul Ry. will no doubt be greatly appreciated by those who are thus benefited.

For further information apply to any

representative of the Chicago, Milwaukee & St. Paul Ry., or address J. H. Hiland, General Freight Agent, Old Colony Building, Chicago, Ill.

Looked That Way to the Office Boy.

The Office Boy—Say, I believe the shippin' clerk is thinkin' about marryin' you.

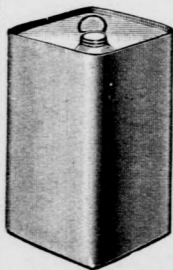
The Typewriter—Why, the idea! 'On the dead, I do, I heard him askin' the book-keeper how much salary you got."

A Trait in Common

Mrs. Yeast—Have you ever seen anything in the moon which reminded you of a man?

Mrs. Crimsonbeak—Oh, yes; when it was full, I have.

If there is a defect in some of your goods, advertise it, and drop the prices on that part of your stock. Candor makes more friends than concealment.



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.

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

LOOMIS & GASSENMEIER...

MANUFACTURERS OF

SHOW CASES

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

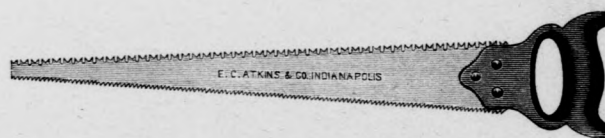
612 Michigan Avenue, East

Lansing, Michigan

Are You Ready for the Farmer



Paragon Pruning Saw.



Duplex Pruning Saw.

We have others. Send in your orders.

Foster, Stevens & Co., Grand Rapids.

How a Piano Salesman Was Deluged with Liquor Orders.

From the Kansas City Times.

A Kansas City man who sells pianos takes frequent trips in Kansas. Not long ago he heard of a man who wanted a piano out in a little town in Marion county. The town was off the line of the railroad, and he would have to drive ten miles from the railroad town to see his prospective customer. The town on the railroad is not a large place, but it is exceedingly interesting. The piano man had been there once before and knew a young man who lived in the town, who, however, did not know the nature of his business. He had learned that the man in the other town was away and would not be home for two days, so he determined to pass them in the railroad town.

He was looking out the hotel window when he saw on the opposite side of the street the man he knew. He rushed out and called to the native, for he was getting tired of himself. After the usual greetings the piano man said, with the peculiar nods and winks in Kansas:

"Can't we get a drop of beer around here somewhere?"

"Not a smell in town," answered the native. "You can get some stuff at the drug store they call whisky, but it would burn a hole in a boot."

"Never mind. I've a little good stuff in my grip. Come up to the hotel and have a drink," said the piano man.

"All right," answered the native. "Hello, there's my dad over there. I'd like to have you meet him."

"Sure," said the piano man, "bring him over. I'll be in the office."

The piano man had brought along with him a pint of good whisky, for medical purposes only, for coughs and that sort of thing. In a few minutes his friend entered, followed by six native whiskers, eager eyes, and drooping mouths. The piano man could see the ignominious finish of his pint of whisky in the crowd.

For some time he hesitated, hoping they would grow tired and go away, but they all sat around the stove and talked politics until the piano man, seeing that they would stay until the next morning if nothing happened, said, in as hospitable a tone as the circumstances would permit, "Gentlemen, I have a small bottle of fine whisky here. Won't you join me in a drink?" The men all looked around fearfully, with their fingers on their lips, and said, "hus-s-sh!" like a comic opera chorus. Then the oldest man arose and tiptoed out of the room, the others following. They filed along a hall and stopped in the dining room before a water cooler.

The piano man produced his pint of liquor, and gravely handed it to the old man, who took a "snorter." The bottle was handed down the line. A door creaked in the back part of the room. The piano man looked around, and, framed in a square place in the door, was the face of the landlady of the hotel.

"It's all right, madam," said the piano man. "I'm only showing a few samples." The face disappeared. When the bottle got back to the piano man there wasn't enough liquor in it to make his eye smart.

The next day he met each one of his guests of the bottle and each called him to one side and whispered confidentially: "Just send me up a gallon o' that there liquor," at the same time trying to slip some money into his hand. It was in vain that he explained that he did not sell whisky. A few minutes later, as he was walking up the street, he heard a "Hist!" and a man beckoned to him from the door of a blacksmith shop.

"I hear you sell mighty good stuff. Just send me a gallon. Ain't got a sample about ye, have ye?"

"See here," the piano man shouted, "I'm no whisky peddler. What do you mean?"

"That's all right! That's all right!" said the blacksmith. "I ain't saying nothing. Just ship me a gallon by express." And he winked significantly.

Wherever the piano man went he was taken to one side and given an order for

any quantity of whisky from a gallon to a keg.

When he went to the livery stable to engage a team to take him to the other town the liveryman winked and said:

"Better wait until this afternoon. The man you want is not in this morning."

"I don't want any special man. Any old man will do," answered the other. "No; the man that knows all the places is out," explained the liveryman. So, rather than argue and explain, he waited until the afternoon.

Just before he left he stepped up to the hotel desk to pay his bill.

"The landlady wants to see you before you go," said the clerk. And he went in search of her. Presently a door opened and the landlady came in, carefully locking the door behind her. There were two other doors, and these she carefully examined, looking out for eavesdroppers, then locked. The piano man was becoming alarmed. He thought of the Benders and other horrible things.

The landlady came close up to him with an awful and mysterious light in her eyes, and, leaning over, whispered in his ear:

"I sometimes handle your goods. Let the bill go. Send me five gallons right away by express."

"What!" exclaimed the piano man. "Five gallons of what? Piano polish?"

"Is that what you call it now?" she said with a knowing wink. "You gave my old man a drink the other day. He says it was the finest he ever swallowed. I can use about five gallons of that sort of piano polish twice a month."

"Great heavens, woman," said the man, "let me pay my bill and go. I sell pianos; I don't sell whisky."

If there is a moral in this at all it is: Don't give a Kansas man a drink out of a bottle unless you are certain that he knows your business. You may get the reputation of having it to sell.

Thirty-Three Out of Seventy-Four.

Ionis, March 7—At the regular examination of the Michigan Board of Pharmacy, held at Grand Rapids, March 1 and 2, seventy-four candidates presented themselves for examination, fifty-six for registered pharmacists' certificates and eighteen for assistants. Twenty-one of the former and twelve of the latter passed, the names of the successful candidates being as follows:

REGISTERED.

H. H. McGowen, Stanton.
F. A. Potter, Detroit.
H. E. Retan, Albion.
F. G. Slattery, Benton Harbor.
W. G. Schiele, Elkton.
F. W. Sherck, Crosswell.
A. C. Spencer, Fowlerville.
J. W. Smith, Benton Harbor.
L. J. Stewart, Kalamazoo.
R. D. M. Turner, Quincy.
G. H. Stoneburner, Detroit.
C. F. Unter-Kircher, Saline.
C. E. Baker, Detroit.
A. Hr. Burger, Benton Harbor.
J. W. Bowne, Coopersville.
W. N. Broderick, Buchanan.
R. Carpenter, Grand Rapids.
E. J. Cobligh, Eagle.
J. H. Harvey, Romeo.
E. Keeler, Portland.
F. G. Lauster, Jr., Ionis.

ASSISTANTS.

V. Benedict, Grand Rapids.
V. W. Furniss, Nashville.
J. A. Hynes, Big Rapids.
C. Lane, Lowell.
E. C. March, Detroit.
J. W. McLaren, Detroit.
R. M. McKenna, Detroit.
H. A. Neuhoff, Detroit.
A. I. Sandquist, Hancock.
D. A. Skinner, Detroit.
P. Vellema, Grand Rapids.
A. B. Whale, Marlette.

GEO. GUNDRUM, Sec'y.

About 10,000 pounds of eiderdown are collected annually in Iceland, 7,000 being exported to foreign countries. Formerly the peasants used to receive about \$5 a pound for it, but the price has now fallen to half that amount.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 1 25
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.....	70&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	65
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&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&1
Kettles.....60&10
Spiders.....60&10

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger.....6 1/2
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, '88.....dis 50

SASH WEIGHTS

Solid Eyes.....per ton 20 00

TRAPS

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

WIRE

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

HORSE NAILS

Au Sable.....dis 40&10
Putnam.....dis 5
Northwestern.....dis 10&10

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

Size, 8 1/2 x 14—3 columns.
2 quires, 160 pages.....\$2 00
3 quires, 240 pages.....2 50
4 quires, 320 pages.....3 00
5 quires, 400 pages.....3 50
6 quires, 480 pages.....4 00
INVOICE RECORD or BILL BOOK.
So double pages, registers 2,880 invoices.....\$2 00

WANIGAS FESTIVAL.

Saginaw Merchants Decide to Hold One in September.

Saginaw, March 5—The Retail Merchants' Association of Saginaw has adopted a constitution and by-laws and elected the following officers for the ensuing year:

President—M. W. Tanner.
First Vice-President—Carl Heavenrich.

Second Vice-President—T. J. Norris.
Treasurer—D. Swinton.
Secretary—R. A. Horr.

At the last meeting of the Association Mayor Baum introduced the subject of a jubilee festival of some sort for Saginaw the coming summer. He was the originator of the much-lauded Wanigas festival scheme last summer, but for lack of proper enthusiasm that project fell by the wayside. Grand Rapids, Kalamazoo and other cities took it up, however, and the results proved the idea a good one, in so far as attracting people to the city was concerned. It was better than a Fourth of July celebration and circus combined, in that it was four days of continuous circuses, with all the side shows thrown in. "People have become tired of paying 25 cents for the privilege of walking inside a high board fence to view a fat hog and a large pumpkin," said the Mayor, "and that is why our county fairs have become passe. The people want something new, and if we will give it to them, we can get them to visit us. I have made a study of this question; it is a hobby with me, and I believe let the people of Michigan know that we are alive. Invite them to come; produce attractions that will make all roads lead to Saginaw, and all people come. Let them know that we are the hottest town on the map. Let them have four days of unadulterated fun; clean off the asphalt pavements; furnish music and let all that want to dance and chew gum on the streets do so. Have no restraint to innocent amusement. If anybody feels that he or she has been tied down to business and labors too closely, let them have the privilege of standing in the middle of the street and yelling to their hearts' content. Let the brass bands, the side shows and the masses go hand in hand for four days. Let merchants have booths on the sidewalks if they desire. Get up military, band, flower, mercantile, manufacturing and other parades; have fireworks—do everything possible to give the people a good, enjoyable time; make it four days of genuine jubilee, with a free show every minute."

At this point some one ventured to ask where the money would come from to do all this.

"Money!" said the mayor; "I remember when \$1,500 was raised in this city for a Fourth of July celebration. You all know what that means—a few hours of walking around through the hot sun, a match, a bundle of fireworks; go home; it's all over. If \$1,500 can be raised for that kind of a celebration—when the very merchants who contribute it are expected to close up their places of business—what couldn't be raised for a continuous four days' jubilee, like the one outlined, when the merchants all keep their stores open?"

The Mayor's remarks were received with applause, and, on motion, the President of the Association was instructed to appoint a committee of five to take the jubilee matter in charge, with an additional motion that it was the sense of the meeting that the jubilee dates be September 27, 28, 29 and 30.

Mayor Baum said that inasmuch as the word Wanigas had to be translated to everybody, and that there would be no time for anything but pleasure, he would christen the meeting, "Saginaw Jubilee and Free Street Fair," with the suggestion that it be made an annual festival, and that every man, woman and child in the city begin advertising it at once.

Beware of the DeWitt Produce Co.

The Tradesman feels impelled this week to warn its patrons against having

any dealings with Clyde De Witt, who purports to be doing business at Springfield, Ohio, under the style of the De Witt Produce Co. He is soliciting shipments and consignments of butter, eggs and produce from Michigan merchants, but his method of doing business is anything but businesslike and his paying department appears to be in poor working order. So far as the Tradesman's information goes, the man has no financial responsibility, having failed not long ago, so that any one who trusts him with goods does so at his own risk. The Tradesman has undertaken to adjust the claim of one of its Michigan customers, without result, and the correspondence from De Witt shows him to be utterly devoid of education, discrimination and business acumen.

Principle Before Pelf.

Holland, March 5—I would like to "pat you on the back" for the strong position you have taken in recent issues of the Tradesman against the people doing business throughout the country who are selling the cutters.

A friend approached me this morning with the suggestion, "Why don't you get some one to go in with you on your corner and add a block, fill it up and start a department store?" I told him no department store in the land would do any more business than any one else, if it were not for cutting prices. No firm should do business without a fair profit. Go on with the good work of educating the trade to the necessity of conducting business on correct principles!

B. STEKETEE.

Jackson Jottings.

J. E. McGraw has purchased the stock of hardware of the J. C. Bader estate, at 214 East Main street, and will move his stock from Mill street, consolidating the two stores and continuing the business at the old Bader stand.

Lynch & Co. have gone the way of all cutters, after doing all of the mean things possible in the way of cutting prices, demoralizing business, and beating their creditors. The principal mortgagee, Sprague, Warner & Co., took the stock and it was shipped back to Chicago. We are informed that they have left a goodly number of creditors who wish they had not been so anxious to sell them goods.

The Glover Cycle Saddle Co. has been formed in this city to manufacture the Glover perfection saddle at 304 Cooper street.

No More Gift Enterprises.

Port Huron, March 7—At the last meeting of the Grocers and Butchers' Association, the following resolution was unanimously adopted:

Resolved, That on and after April 1 we agree to do away with all gift enterprises of every name and nature, and any member of this Association giving away any gifts of any description with goods shall be considered as violating his obligations to this Association.

Belding—Several months ago Belding Bros. & Co. carefully considered the question of putting into their plant here a few looms as a starter for enlarging their business by the manufacture of silk fabrics in addition to their already extensive output of silk thread. Several weeks ago a dozen looms and with them several carloads of machinery arrived, and last week the placing them in position in their mill was completed, under direction of Mr. W. L. Slack, an experienced weaver from Sunberry, Pa., who knows every part of the intricate machinery and is skilled in the operating of looms and the making of the product that comes from them.

Hart—J. O. Brown has opened a store in Elbridge township.

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

How a rainy day with its accompaniment of wet, clinging skirts emphasizes the value of this foot-protecting boot that does away with rubbers.—P. J. Hallahan & Co., Phila.

We hammer away, in our store news, at the low-priced goods. That is simply to convince you that we can save you money. But don't get the idea that we have nothing but the low-priced shoes. We have everything which a first-class shoe store has, and a great deal more than most of them have.—John Wana-maker, N. Y.

A stylish, swagger, mannish shoe that's the pink of correctness for bright days and a dependable friend when it rains. The straight "headed" tips and foxings emphasize it as a \$5 shoe, on which you save \$2 by buying "direct" of first hands.—P. J. Hallahan, Phila.

We believe that every wearer of the Douglas shoes feels a sense of thorough satisfaction, which almost amounts to gratitude, for his money's worth of quality and style that go into every pair of shoes we make. Those who have never worn our shoes cannot appreciate the fact unless they prove their worth and economy by giving them a trial.—W. L. Douglas Shoe Co., Brockton, Mass.

Nine thousand pairs of shoes for you! Stylish shoes, of Robert Foerderer's Vici Kid, patent tips, all sizes, in the latest approved toe shapes and patterns, at nearly half value! Made by the leading and largest manufacturer of the better grade of shoes. Wanted a quick cash help; and too much made-up stock "on the floor"—was glad to exchange his stock for our check. Hence, shoes selling to-day in the other best stores at \$2.50 and \$3 go here at \$1.45 and \$1.70 pair.—Gimbel Bros., Phila.

Big Rapids—A. R. Morehouse has purchased a tract of pine timber six miles southeast of Manistee Crossing and will remove his shingle mill to the tract and begin operations thereon by April 15. It is expected that the tract will yield about 70,000,000 shingles.

Houghton—Goltstein & Slack have opened a clothing and furnishing goods store.

FOR SALE

Broom Factory complete, with capacity of 60 to 75 dozen brooms per day. Steam sewers and all necessary machinery for operating same. Factory now in operation with established trade. Best reasons for selling. Address "Broom Factory," care of Michigan Tradesman.

Complete Hardware Stock For Sale

Also fixtures, comprising
Shelf Boxes, Stove Platforms

and Trucks, Screw Cases,
Show Cases, Office Desk,
Safe, Etc., Etc.

Come quick and get your choice if you don't want everything, or write us,

Vanderveen & Witman,

Grand Rapids, Mich.

106 Monroe St.

WANTS COLUMN.

BUSINESS CHANCES.

WANTED TO EXCHANGE—40 ACRES OF good unimproved land, situated on the banks of a beautiful lake, two miles from railroad, west and north of Pierson, for small stock of drugs, medicines or general merchandise; or will trade for other goods or property. Address No. 528, care Michigan Tradesman. 528

FOR SALE—20 ACRES GOOD LAND, 35 cleared, house and barn, 12 acres full grain. Will sell cheap and on easy terms. John C. McGowan, West Branch, Ogemaw Co., Mich. 532

WANTED—POSITION AS DRUG CLERK. Have had college and store experience. Can furnish best of references. Address No. 531, care Michigan Tradesman. 531

WANTED—FIRST-CLASS SHOEMAKER; steady work furnished. State salary expected. Alick Rosenthal, Petoskey, Mich. 529

FOR SALE—FEED STORE STOCK IN AN enterprising little village of about 2,500 inhabitants. Can give reasons for selling. Address Box 78, Alma, Mich. 527

WANTED—POSITION IN STORE AFTER March 15. Large experience in general store. Good references furnished. Address No. 526, care Michigan Tradesman. 526

FOR SALE—120 ACRES, 80 CLEARED, WITH house and barn, near city, for \$1,000, on easy payments. Would exchange for merchandise. Address No. 525, care Michigan Tradesman. 525

THE BEST BUSINESS CHANCE ON THIS PAGE—On account of the death of my husband, I will sell my stock of general merchandise, involving from \$7,000 to \$8,000. Best cash trade in Frankfort, Michigan, county seat town of about 2,000 population. Enquire quick if you wish it. Terms, cash or bankable paper. Address Mrs. M. B. Grisler. 533

FOR SALE—COMPLETE GROCERY STOCK, with fixtures; established trade; best investment in the city. Address No. 523, care Michigan Tradesman. 523

FOR SALE OR EXCHANGE FOR STOCK OF goods—10 acres of pine and hardwood timber in Upper Peninsula. G. E. Hall, Fremont, Mich. 522

WANTED GOOD SECOND-HAND SODA fountain in two parts, of 12 syrups each. Must be cheap. Wallace Bros., Benton Harbor, Mich. 521

FOR EXCHANGE—RESIDENCE LOTS, FREE from all encumbrance, for hardwood timber lands or improved farm. Address T. Lock Box 56, Monroe, Mich. 524

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

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

FOR SALE—ALL OF THE WOOD WORKING machinery, belts, shafting, pulleys, stock carts, cabinet benches, etc., etc., in our furniture factory; also a Rhode, 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 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; test farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

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 & Aulger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

SITUATION WANTED—REGISTERED PHARMACIST, married, 27 years of age, registered 8 years, country and city experience. Best of references given. Address F. S. Tuxbury, Elk Rapids, Mich. 530

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

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids.....8:45am 1:25pm *11:30pm
Ar. Chicago.....3:10pm 6:50pm 6:40pm
Lv. Chicago.....7:20am 5:15pm *11:30pm
Ar. G'd Rapids.....1:25pm 10:30pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids.....7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

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

Detroit.
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm
Ar. Detroit.....11:40am 5:45pm 10:20pm
Lv. Detroit.....8:00am 1:10pm 6:10pm
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect January 19, 1898)
EAST.
Leave. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N. Y. + 9:55pm
+ 10:10am Sag., Detroit and East. + 5:07pm
+ 3:30pm Sag., Det., N. Y. & Boston. + 12:45pm
+ 10:45pm Detroit, East and Canada. + 6:35am
+ 11:10am Mixed to Durand. + 3:15pm
WEST.
* 7:00am Gd. Haven and Int. Pts. + 10:15pm
+ 12:53pm Gd. Haven and Intermediate. + 3:22pm
+ 5:12pm Gd. Haven Mil. and Chi. + 10:05am
+ 10:00pm Gd. Haven and Mil. + 10:05am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent,
No. 23 Monroe St

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack. + 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack. + 2:15pm + 6:35am
Trav. C'y, Petoskey & Mack. + 10:50pm
Cadillac. + 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.
Southern Div. Leave Arrive
Cincinnati. + 7:10am + 8:25pm
Ft. Wayne. + 2:10pm + 2:00pm
Cincinnati. + 7:00pm + 7:25am
7:10 a. m. train has parlor car to Cincinnati.
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids. + 7:35am + 1:00pm + 5:40pm
Ar Muskegon. 9:00am 2:10pm 7:05pm
GOING EAST.
Lv Muskegon. + 8:10am + 11:45am + 4:03pm
Ar G'd Rapids. 9:30am 12:55pm 5:20pm
+Except Sunday. *Daily +Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) + 11:10pm + 7:45am
Lv. Mackinaw City. 7:35am 4:20pm
Ar. St. Ignace. 9:03am 5:20pm
Ar. Sault Ste. Marie. 12:20pm 9:50pm
Ar. Marquette. 2:50pm 10:40pm
Ar. Nestoria. 5:30pm 12:45am
Ar. Duluth. 8:30am
EAST BOUND.
Lv. Duluth. + 6:30pm
Ar. Nestoria. + 11:15am 2:45am
Ar. Marquette. 1:30pm 4:30am
Lv. Sault Ste. Marie. 3:30pm
Ar. Mackinaw City. 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

TRAVEL VIA

F. & P. M. R. R.

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

A good
many

Wide Awake Dealers

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



WORLDS LOOK
RUN ARE BUILT
TAY 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.

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.

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.

POOR ECONOMY

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

"Lily White" Flour

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

Valley City Milling Co.

Grand Rapids, Mich.

CANNED FRUITS

Owing to the

CANNED VEGETABLES

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

Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.

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

Yellow Peaches.

CANNED FISH

CANNED MEATS

The Leader of all Bond Papers

Made from New Rag Stock,
Free from Adulteration,
Perfectly Sized, Long Fiber

Magna Charta Bond

A paper that will withstand
the ravages of Time.

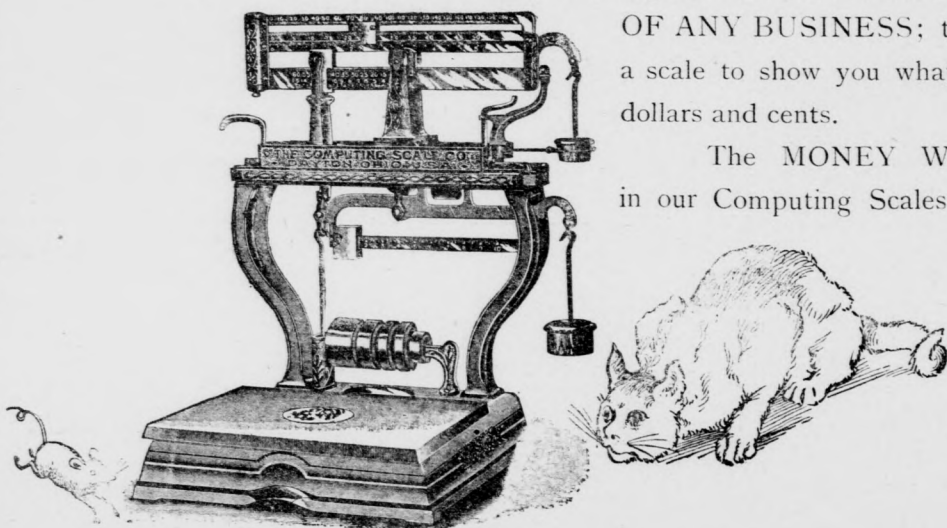
Carried in stock in all the
standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

Like a Cat Watches for a Rat

We watch for the leaks and overweights. OVERWEIGHTS ARE THE RUINATION OF ANY BUSINESS; they are avoidable if you have a scale to show you what an overweight amounts to in dollars and cents.



The MONEY WEIGHT SYSTEM embodied in our Computing Scales shows you the Money Value of all weighings, thus making you more cautious. No mistakes in calculations. Reliable, Accurate, Systematic.

Address . . .

The Computing Scale Co., Dayton, Ohio, U. S. A.

FOUR REASONS



why grocers should sell a brand of Stove Polish which, above all others, consumers want, and for which grocers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

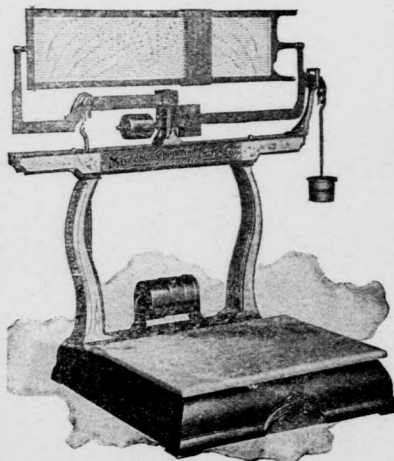
First: It is Superior to all others in Quality. Second: It gives Perfect Satisfaction to consumers. Third: It is Thoroughly Advertised and sells itself. Fourth: No other Stove Polish on earth Has so Large a Sale.

Owosso, Mich., Nov. 3, 1897.

Stimpson Computing Scale Co., Elkhart, Ind.

Gentlemen: After using the Stimpson Computing Scale going on three years, think it pays for itself every six months. Consider it superior to all Computing Scales and would not part with it unless I could purchase another.

Yours very truly,
E. L. DEVEREAUX.



Stimpson
Computing
Scale
CO.,

Elkhart, Ind.