

# MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 16, 1898.

Number 756

## 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, DELICIOUSNESS

and will have it.

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

**National Biscuit Company,**  
Grand Rapids, Mich.

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

MUSTARD versus SAUCE.

## BAYLE'S HORSE RADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

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

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

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

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

SOLE MAKER...

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

## Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids.**

## Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

### True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

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.

## 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.

**LOOMIS & GASSENMEIER...**

MANUFACTURERS OF

### SHOW CASES

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

612 Michigan Avenue, East

Lansing, Michigan

# THE ARCADE INKSTAND

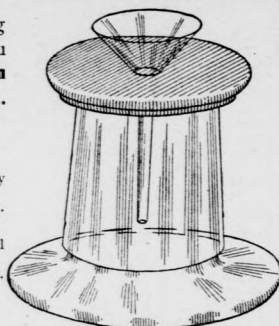
Best and Cheapest on the market, not excepting those for which you will pay from \$1.00 to \$2.00. You can't spill the ink from it. Absolutely no evaporation from it. Only perfect automatic inkstand for red ink.

## SEE WHAT IS SAID OF IT

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

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

Price only 35c. Postpaid 40c.



**WILL M. HINE, ARCADE BOOK STORE**  
EXCLUSIVE AGENT. GRAND RAPIDS, MICH.  
DEALER IN BLANK BOOKS AND ALL OFFICE SUPPLIES.

# Michigan Bark & Lumber Co.,

527 and 528  
Widdicomb Building,  
Grand Rapids, Mich.

**C. U. CLARK,**  
President.  
**W. D. WADE,**  
Vice-President.  
**MINNIE M. CLARK,**  
Sec'y and Treas.

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



J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

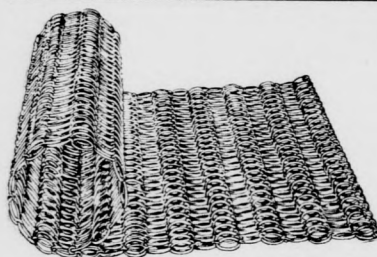
# The Michigan Mercantile Agency

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



## DETROIT FLEXIBLE DOOR MATS

### STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.  
Retail for \$1.00 upwards.  
Any dimension to order.

Made of Flat Wire. The Latest and Best.

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

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



## FLY BUTTONS

A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3 1/2 inch diameter sheets of green paper, with red label, retail at 5 cents.

## FOR THE TRADE

30 cents per doz., in fancy counter display boxes of 3 doz., coupon in box, which equals 5 cents per doz. off. It pays to push for coupons.

## COUPON PREMIUMS

For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acp'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

## TO START YOUR TRADE

We furnish through jobber, free samples for your customers. We are the only firm doing this; it increases sales 500 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

**THE FLY BUTTON CO.,**  
MAUMEE, OHIO.

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.

# ENGRAVERS

BY ALL THE  
LEADING PROCESSES

PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS  
EVERYTHING.

HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

THE "EUREKA"



**SELF-LOCKING HAND POTATO PLANTERS**  
SOLE MANUFACTURERS.  
**GREENVILLE PLANTER CO.**  
SHOWING OUR STUD LOCK, USED ON ALL OUR PLANTERS.  
GREENVILLE, MICH.

## RECORD:

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

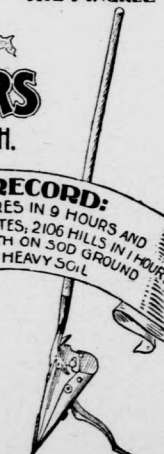
## LIST PRICE:

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

DISCOUNT  
TERMS

THE "EUREKA"  
PATENT  
SEED AND FRUIT  
SACK

THE "PINGREE"



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 mellow soil than any Stick Handle Planter made.

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

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

Every tool warranted to work perfectly.

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

For Sale by Jobbers. Liberal Discount to Dealers.



# MICHIGAN TRADESMAN

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Number 756

We are ready to buy for CASH

**Car Lots or Mill Cuts**  
**Pine and Cedar Shingles**  
Write us stating kind, amount on hand and price.

**C. C. Follmer & Co.,**  
13 Fountain St., Grand Rapids, Mich.

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

We guarantee the payment of all moneys collected by our representatives in the United States and Canada when claims are receipted for by us.

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.

**PREFERRED BANKERS**  
**LIFE ASSURANCE COMPANY**  
OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

|                                                     |                |
|-----------------------------------------------------|----------------|
| Insurance in force.....                             | \$2,746,000.00 |
| Net Increase during 1897.....                       | 104,000.00     |
| Net Assets.....                                     | 32,738.49      |
| Losses Adjusted and Unpaid.....                     | None           |
| Other Liabilities.....                              | None           |
| Total Death Losses Paid to Date.....                | 40,061.00      |
| Total Guarantee Deposits Paid to Beneficiaries..... | \$12.00        |
| Death Losses Paid During 1897.....                  | 17,000.00      |
| Death Rate for 1897.....                            | 6.31           |
| Cost per 1,000 at age 30 during 1897.....           | \$2.25         |

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 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.

## BANK NOTES.

### Inauspicious Beginning of a Campaign of Education.

At the last meeting of the American Bankers' Association, a committee was appointed to prepare and distribute literature relating to the uses of banks, the object being to do away with the hostility that exists against banks among the ignorant and misinformed. The members of the committee are William C. Cornwell, of Buffalo, Robert J. Lowry, of Atlanta, and Harvey J. Hollister, of Grand Rapids, and the first literature prepared under their auspices has just come to hand in the form of a brochure entitled, "What is a Bank?" The pamphlet is by Mr. Cornwell, chairman of the committee, and is in the shape of a "primer" telling what a bank is, what its uses are to the depositor, the business man, the manufacturer, the farmer and the laboring man, and the benefits to a community that a bank gives. It is proposed to distribute this pamphlet among the workmen in factories and in other quarters, with the view of educating the masses and by education removing the prejudices that exist against the banks.

It is possible the pamphlet may in a measure answer the purpose intended, but the writer of this column doubts it. Conceding that a prejudice exists against the banks and that the prejudice is based chiefly on ignorance, the author of the pamphlet has proceeded on the theory that the reader will accept every statement therein with childlike faith and confidence. He states facts, but does not back them up with reasoning. The readers it is intended to reach are not ignorant in the sense that they lack education and they could stand a little reasoning and argument. They may be ignorant on banking, and this ignorance may be the basis of the prejudice they entertain, but it must also be admitted that they are suspicious. They do not, as a rule, look upon bankers as philanthropists. A pamphlet prepared by a banker and issued under the auspices of an association of bankers, axiomatically describing the bank as the source of prosperity, will be received by those already prejudiced against the banks as a new scheme of the unholy. It will arouse their suspicions and, instead of enlightening them, will tend to deepen their prejudices. The bankers not only have long-established prejudices to overcome, but they have suspicions to dispel, and "What is a Bank?" is not calculated to answer either purpose, even with its diagrams of red blood of labor, yellow money and orange prosperity.

The most effective style of pamphlet literature would be a plain, straightforward statement of what banking really is, how it is done and the methods and systems of doing business. The brochures issued by the Peoples Savings Bank and the Grand Rapids Savings Bank of this city are models of their kind and, with a few modifica-

tions, could be made to serve the purpose of the National banks. They are well written in a style readily understood, and have none of that air of special pleading which characterizes "What is a Bank?" They are not in "primer" form, and they appeal to the intelligence of the reader, or rather assume that the reader has some degree of intelligence already and really wants further information.

\* \* \*

It is questionable if the American Bankers' Association will ever realize much benefit from pamphlet literature. If prejudices exist, and it must be admitted they do, the best, easiest and most expeditious way of removing them, and at the same time the most effective, is through the newspapers. Long dissertations describing banks as the source of all prosperity and lauding bankers as public benefactors will be good labor and valuable newspaper space thrown away. Occasional articles describing the inner workings of the banks, how deposits are made, how loans are procured, how exchange is effected, how the books are kept and the other details, will educate the masses upon banks and bankers and go far toward removing the prejudices. To the classes the Bankers' Association wish to reach with their educational literature the bank is a place of mystery. Brief descriptions in the newspapers, written in familiar newspaper style, of the inner workings of this mystery would educate and enlighten far more than all the pamphlets that could be issued, whether in "primer" or any other form. The business man who has daily dealings with the banks is not prejudiced against the banks, because he is familiar with the institutions, or reasonably so. Those who have no dealings with the banks, or deal with them at rare intervals, are the ones who are prejudiced, and the best way to reach them and make them familiar with banking is through the newspapers, and with the familiarity will disappear the prejudice which ignorance breeds.

\* \* \*

That a prejudice exists against banks cannot be denied, and if the bankers will submit themselves to a close inner examination, they will, perhaps, discover that they themselves are largely responsible for it. The writer can recall a time—and it was only a very few years ago, too—when a newspaper man going into a bank for information was looked upon as an intruder, and information asked for was granted grudgingly or entirely refused, and the impression was conveyed that the bank was a holy of holies concerning which the public had no rights to ask questions. The dignity of bankers and banking was almost appalling and special pains seemed to be taken to make the business appear above and beyond any other calling. The old fossil ideas, which threw a mystery about the banking business and placed bankers on a sort of pedestal, which kept the people in ignorance of banking operations and the real purposes of banks, and which naturally bred prejudice and suspi-

cion, have nearly passed out of existence, especially in this city. The newspaper man who goes to the banks now can get almost anything he wants in the way of reasonable or legitimate information that he asks for, and few men in town are more cordial and painstaking to accommodate the reporters than Harvey J. Hollister, W. H. Anderson, Henry Idema, L. H. Withey, Daniel McCoy, Sidney F. Stevens and James B. Wylie. The list might be extended, in fact, to include the cashier or executive officers of every bank in town. It may be remarked in this connection that Mr. Hollister has always been kind to the newspaper men and for the past twenty years, at least, has ever been willing to give the reporters any information in his power to furnish, and many times has discommoded himself to accommodate them, and the humblest reporter has ever been accorded the same courteous treatment that the chief editor or the proprietor of the paper received. If all bankers were like Mr. Hollister, the ignorance regarding banks and the prejudices that exist against them would not be nearly so widespread as they are, and the campaign of education which the Bankers' Association has entered upon would be unnecessary.

### Getting Down to Business.

Saginaw, March 15.—At the last meeting of the Retail Merchants' Association, several matters were discussed which will not be published at the present time at the request of the members present, who thought that until the matters were settled finally it would be best to say nothing about them. One of these matters will be of vital importance to the city if carried to a successful issue.

The matter of the jubilee week which has been proposed for this summer was taken up and the committee having it in charge asked for one week more time in which to make a report. This was granted.

The matter of cleaning and sprinkling streets was another thing which the Association has taken charge of. In the past the city has done nothing in this regard further than running a sweeper over the streets one or two nights in the week and the merchants have paid for the cleaning of the streets and the sprinkling in the daytime. It was thought that the city should pay for this work, inasmuch as in all other cities the street cleaning is paid for out of the highway fund. A committee was instructed to hold a session with the Common Council and see what could be gained in this line.

It was decided that the Association should have a definite plan and system of work and not go at matters haphazard and a committee was instructed to draft such a plan. Then the members agreed to save all clippings regarding the work of the Association for publication in trade papers, thereby advertising the city and assisting the Association in its work.

The fourth annual banquet of the Saginaw Retail Grocers' Association will be held next Wednesday evening. It is expected that delegates from Port Huron and Bay City will be present and, possibly, a delegation from Grand Rapids will attend, if satisfactory transportation arrangements can be made with the Grand Trunk system.



## Woman's World

### Miss Miranda's Romance.

We were talking about the right of a woman to ask the man she loved to marry her. Opinions differed. The timid woman held that it was a woman's bounden duty to manifest extreme surprise when the matter of love was mentioned to her, and that no well-regulated female heart could permit itself so much as a single flutter until a man had manifested unmistakable and unequivocal matrimonial intentions.

"Fudge!" exclaimed the advanced woman; "do you suppose that either in the past, or the present, human experience ever bore out those chaste and modest theories? I tell you the heart has ever been a truant thing. Many a woman has given her love unsought and then found out some way to let the man know 'Barkis was willin'. The only thing now is that we don't consider it necessary to affect such undue coyness on the subject. Not that we have arrived at the proposing point. Oh, dear, no. I think a woman must be a chump to have to come to that."

"But why should it be thought immodest for a woman to fall in love with a man and tell him so and ask his hand in marriage, if she wants it, and he shows no indications of being able to take the hints she has thrown out? It isn't good for a woman to be alone and have to pay her own bills; and I don't see why, if she sees a good thing in the way of a man, she shouldn't go out after it, instead of sitting on the fence on the more or less uncertain chance that he will pass her way and happen to notice her. I hear that in many of the cities the young women frankly admit that they are willing to enter into the holy state of matrimony and have formed matrimonial clubs with the avowed object of securing good husbands, and I have been interested in observing the tactics they are going to use and how they differ from those men pursue when they lay siege to the heart of the adored one. Curiously enough, the men take a romantic view of the subject, the women a strictly business one. A man quotes poetry, sings ballads with a sentimental tendency and puts great faith in moonlight and romantic environment. The women are going to lead their onslaught with what has ever been their most potent weapon—the cooking stove. There is no talk, as one might expect, of woman's advancement, of her added acquirements and ability to be a companion to a man. She is simply going to feed him."

"She probably thinks this is no time for experiments, and is going to stick to a time-tested recipe," put in the timid woman.

The advanced woman smiled. "That's it," she said; "she evidently knows her business. I was reading yesterday that one of these clubs had made public their plan of campaign. The first provision of their constitution is that every member shall learn to cook these dishes better than they can be had elsewhere. Then she is to find out what particular dishes a man's mother excelled in preparing. She is to obtain the recipe for them and never rest until she can make an imitation a man can't detect from the original. The young men are to be invited to partake of these delicacies, and on the result hangs a momentous social innovation."

"The idea simply bristles with good

sense and it is bound to work. A man must be adamant who wouldn't be touched by the thought of a pretty girl making a burnt offering of herself on the kitchen stove for her love of him. And in spite of all the nonsense in the novels, love is won by love and not by disdain. More than that, an affection that has its foundation in good cooking is every bit as stable as one that originated in a similar taste in Ibsen or an ability to dance the two-step without treading on each other's toes. Beauty is evanescent and grace is ephemeral, but a good cook is something to tie to."

"The woman who is learning to cook like a man's mother isn't taking any chances on the divorce court or domestic infelicity, is she?" suggested the timid woman; "and she is saving herself a lot of tears and troubles and—"

"So she is," went on the advanced woman, cheerfully, "and, for my part, I don't see why that kind of a level-headed girl shouldn't have a right to go around picking and choosing until she found a husband she liked and then propose to him, if she wants to."

The tides that ebb and flow through a tea-room swept the spinners away and then, curiously enough, my mind went back to Miss Miranda. Curiously, because of all things in the world Miss Miranda could never have fitted into such a scene or such views, and of Miss Miranda because—because a woman's heart must have love or else it starves, and for a time Miss Miranda's love affair was the talk of the village.

It happened, dear knows how many years ago, in the little village in the South in which I was living and continued to reside until I came North. You see, Miss Miranda was one of those spinsters of whom it was our way to say in the South with a truth that added a pathos to the jest that their husbands were killed in the war. Sometimes we meant that a girl saw her sweetheart ride away in the golden dawn of the morning, with the rising sun lighting up the gray of his uniform and hope and promise glinting in his bright young eyes. The bugle blew and glory awaited just over the border land and she choked back her tears and could not know that never again would he come back to her. The long years rolled by full of anxiety and trouble and then of peace that was scarcely less hard to bear than war in its strange changes and altered fortunes; and before she knew it youth was gone and she was an old maid.

But to Miss Miranda no such tender romance had ever come. She belonged to the girls who were budding into womanhood just as the war began. In the little town in which she lived there was scarcely a man left when the South sent out again and again its despairing call for troops. Few that went forth came back again and those who did came back to retrieve wasted fortunes. They were literally too poor to marry, it was no time for idle gallantry or love-making, and so it happened that Miss Miranda and thousands of other women like her were cheated out of the romance that belongs to almost every life.

To Miss Miranda this always seemed a bitter injustice, and there was always a note of pathos in her voice when she declared that the man she might have married had been killed in the war. Sometimes it seemed to her that it would have been easier to bear if he had, for she was of the faithful souls who could have nursed a consoling no-

## M. B. WHEELER ELECTRIC CO.

GRAND RAPIDS,  
MICHIGAN

# TELEPHONES

WE ARE MANUFACTURERS

ASK FOR PRICES



### Exclusive Agency

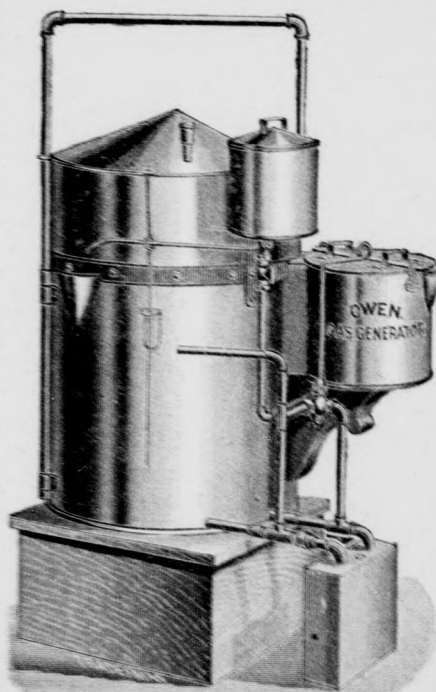
For Kent, Allegan and Ottawa counties of the celebrated

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.

## The Owen Acetylene Gas Generator



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**.

For full information and prices, address the manufacturers,

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



mance through a lifetime and have lived on a faded lock of hair and a yellow letter. But there was nobody. There had never been anybody and, worse still, there never would be anybody now.

Young girls always came to Miss Miranda with their love affairs and read to her the letters from their sweethearts, and she was sweetly sympathetic—she who hungered for love and had never listened to a tender word in all her life nor gotten a love letter. A faint pink would creep into the faded cheek, the thin old hands would grow tremulous, and the old eyes fill with a tender mist of tears, that the crude youth would go away vaguely wondering at and not understanding. But it was a sort of shame with Miss Miranda that no one had ever been in love with her. Women would brutally brag to her of their conquests and of their husbands' love, and add, "but you don't know anything about that, Miss Miranda," or of their children, and say, "but, of course, you can't understand a mother's feelings, Miss Miranda." Poor Miss Miranda, who had a heart that ached for love and who had mothered every sickly and neglected child in the whole village!

Then it was that Miss Miranda inaugurated her romance. The village was simply convulsed with curiosity. We gave teas without number at each other's houses and discussed the subject threadbare over angel food and peach cordial. We threw our shawls over our heads and made fictitious errands to neighbors to borrow patterns and ask for recipes. We called upon Miss Miranda and overwhelmed her with offers of strawberries and asparagus, for it was spring, but without avail. Whatever Miss Miranda's secret, she proposed keeping it, and we fell baffled on conjecture. All any one really knew was that Miss Miranda had been seen posting a thick letter every week; a letter written on the pinkest of pink paper, and breathing an ambrosial perfume; a letter that by no stretch of the imagination could be mistaken for a business letter. We could put two and two together, and we knew at once Miss Miranda must have a sweetheart. Furthermore, the letter was addressed to a certain Mr. Guy Montmorency. Then, indeed, we felt aggrieved. Miss Miranda had belonged to us so long, she had so given herself to us body and soul, that we must have resented any one interfering with our rights, but that the interloper should have been a person of whom we never even had heard was an unforgivable injury.

"I wouldn't have thought it of Miss Miranda," cried Maria Wheat.

"I don't like the name," declared another; "sounds sort of play acting and—er—er—"

"I do hope Miranda Oldsouth ain't going to make a fool of herself at her time of life," darkly suggested old Mrs. Blake.

"Well, for my part, I think Guy Montmorency is just too perfectly sweet a name for anything!" cried Lavinia Brown, who was young and romantic.

"I shouldn't wish it mentioned, because it's a kind of official secret, so to speak," put in Hetty Green, whose husband is postmaster, "but John says that he never saw a man who moves around so much as that Mr. Guy Montmorency. Ever' blessed week Miss Mirandy directs her letter to a new place. And he must travel fast, because sometimes the place is in the East and sometimes in the West. But John, now you

wouldn't believe it, but he takes the greatest interest in that affair. I say, 'The lands sake, John, anybody would think you had enough to do without taking to matchmaking,' but about Miss Mirandy—you know, when our little Sally died with the black diphthery and not a soul would come near us 'count of its being so ketchin', and me with the other child a layin' sick in my arms, and not knowin' whether it would live or not—why Miss Mirandy, she comes to the door and walks right in and takes off her bonnet and sets down in a cheer, and reaches out and takes the baby in her arms and cuddles it down against her breast, just as if nothing in the world warn't the matter with it. Say, you don't know how it feels to have something the matter with you that makes your friends afraid of you. It's—it's awful. Not that I blame anybody. We all got our own to look out for. But there was Miss Mirandy singing and rocking that baby.

"Miss Mirandy, for God's sake," says John, with a ketch in his voice.

"Hush," says she, "I've got no husband and no child to grieve for me if I should die. It—it wouldn't make any difference to anybody in the world," she says, with her voice trembling, and then I clung to John, sobbing as if my heart would break, for it came to me in a minute that not even death itself was so pitiful as the lonesomeness of life would be, if there wasn't any heart to grieve for you when you were dead and you wouldn't even leave an empty place when you were gone.

"John, he hasn't forgotten that you know, and when Miss Mirandy comes down and hands them letters in to him, with a kind of blush on her face, he takes particular keer of 'em, and he writes on the back 'if not called for, return to Pleasanton,' you know, so that if Mr. Guy Montmorency, traveling around so, should miss one, it would come back safe and sound to her."

We all felt this to be highly proper on the postmaster's part, and there was really nothing vulgar in the curiosity we felt in the matter, only affection and gratitude and good will.

We frankly admitted that Miss Miranda puzzled us. She never told a thing. There was no smallest fragment of information which she vouchsafed us, and such was the gentle dignity with which she bore herself we did not question her. Somehow we felt that the matter was sacred. Then one day the postmaster, with a troubled look, handed back to Miss Miranda one of the pink letters, with "not called for" stamped across its face.

She changed color, as she reached out a trembling hand and took it and turned homeward.

"It's common for letters to—to—not be called for," explained the postmaster. "Don't worry, Miss Miranda. It'll all come out right."

But it didn't. Mr. Guy Montmorency must have been the most careless man alive about his mail, for each and every one of those pink, perfumed letters came back to Miss Miranda. Not that we knew it then. We never knew it until long after Miss Miranda was dead. Not even the postmaster's wife knew it, but one day when he was passing Miss Miranda's little house she called him in and told him the whole story. It was a little romance, in which she had put all the unavailing longing and love of her life. She had imagined a lover, and to him had written the letters that had caused us so much speculation.

All the desolation and loneliness of a whole life overflowed into them. The unasked love, the sweet vague dreams, the long, long thoughts. And after all there was no Mr. Guy Montmorency, no lover; only a lonely old maid reaching forth despairing hands after a love that she herself knew was the phantom of a dream.

That was the way the woman of the past dealt with a great question. I wondered if the new woman's way would be sweeter or better. DOROTHY DIX.

#### Kalamazoo Grocers Petition for Protection.

Kalamazoo, March 15—J. Fisher is circulating the following petition among the grocers of the city:

We, the undersigned, business men of Kalamazoo, respectfully petition the Chamber of Commerce to use its influence toward establishing a market place—it does not need a building—for the sale of fruits, produce and other articles of merchandise. We believe the same would result here, as elsewhere, in great benefit to both buyer and seller, maintain a uniform price on articles of like quantity and prevent the sale of inferior and damaged fruits, vegetables, etc., that are now hawked from door to door on our streets.

In the matter of license, we would request that the following rates be fixed by city ordinance:

1. Foot peddlers with cart and basket, not less than \$40 per year.
2. Peddlers with one horse or other animal, not less than \$60 per year.
3. Peddlers with two horses or other animals, not less than \$80 per year.

All licenses to be paid semi-annually in advance.

#### Home-Seekers' Excursions.

On April 5 and 19, 1898, the Chicago, Milwaukee & St. Paul Railway will sell round trip excursion tickets (good 21 days) from Chicago, Milwaukee and other points on its line, to a great many points in South and North Dakota and other Western and Southwestern States, at greatly reduced rates. Take a trip West and see what an amount of good land can be purchased for the least money. Further information as to rates, routes, prices of farm lands, etc., may be obtained on application to any coupon ticket agent, or by addressing the following named persons: W. E. Powell, Gen'l Immigration Agent, 410 Old Colony Bldg., Chicago; H. F. Hunter, Immigration Agt. for South Dakota, 201 Dearborn St., Chicago, or George H. Heafford, General Passenger Agent, Chicago, Illinois.

#### 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 Rapids



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, 1/2 pound mustard, 1/4 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.

## Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

### H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

## THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

## MICHIGAN TRADESMAN

We are willing to abide by their decision.



## Around the State

### Movements of Merchants.

Sebewa—C. W. Conkrite has opened a new grocery store.

Mason—H. Frazell has opened a music store at this place.

McBride's—H. S. Dell will put in a line of hardware at this place.

Vandecar—Wm. Mills, general dealer, has removed to Crandon, Wis.

Detroit—Lake & Pickard continue the hardware business of J. T. Lake.

Saranac—Chas. Mandeville, of Palo, will shortly open a general store here.

Detroit—Robertson & Brown succeed Jas. H. Brown in the hardware business.

Elwell—Irvine E. Chapman has removed his general stock to Riverdale.

Plainwell—Balch & Forbes, clothiers, have dissolved, N. A. Balch succeeding.

Traverse City—Henry & Sullivan succeed Wm. Hoolihan in the meat business.

Durand—Dutcher & Conn succeed Eben Bliss in the boot and shoe business.

Ludington—Forslund Bros. continue the dry goods business of Gary & Forslund.

Elwell—L. H. Church, dealer in agricultural implements, will remove to Alma.

Wayland—W. H. Bechtel has embarked in the grocery business at this place.

Maple Rapids—Marion Burnett has embarked in the grocery business at this place.

Kingston—E. A. Randall has purchased the general stock of Mrs. L. N. Holmes.

Hamilton—W. L. Gillies has purchased the grocery and bakery of Chet. Johnson.

Marlette—M. B. Cody succeeds Cody & Paul in the agricultural implement business.

Plymouth—The Conner Hardware Co. succeeds Conner & Son in the hardware business.

Ovid—Mrs. A. C. Gardner has purchased the millinery stock of Mrs. A. C. Chapman.

Detroit—Pennewell, Cowan & Co. succeed Samuel C. Cowan in the dry goods business.

Hillsdale—The Hillsdale Coal & Lumber Co. succeeds E. H. Cunningham in the coal business.

Rochester—Darcy & Cleland, late of Newberry, have purchased the general stock of Hoil Bros.

Silverwood—Chas. Ramberry has purchased the dry goods and grocery stock of A. O. Kelly.

Metamora—Wm. Ronald is closing out his stock of groceries and meats and will retire from trade.

Sunfield—Ransom M. Bascom continues the grocery business formerly conducted by Bascom & Teal.

Marlette—A. T. Baker & Co. will hereafter continue the general merchandise business in his own name.

Fremont—Harmon & Co. succeed Wm. Harmon in the general merchandise business, Wm. Harmon retiring.

Monroe—N. Althofer & Son, shoe dealers, have sold their stock to E. Yeager's Sons and retired from trade.

Jackson—J. S. Harrington will embark in the clothing business at the corner of Cooper and Main streets April 1.

Alma—F. E. Pollasky, who sold a stock of dry goods to J. W. S. Opdyke about a year ago, on contract, has taken possession of same and is closing it out.

Sparta—Ballard & Sons, furniture dealers and undertakers, have discontinued their branch store at Ballards.

Coldwater—Mrs. Mary E. Morgan has purchased the Bishop bazaar store at this place and will take possession April 10.

Manton—W. G. Phelps will remove his hardware stock to Bellaire, where he will re-engage in the same line of business.

Sturgis—J. B. Hellenberg has purchased the interest of his partner, E. E. Cooper, in the bazaar and bakery business.

Muskegon—Wm. Slorf has purchased the Larson & Rasmussen meat market and will continue the business at 140 Peck street.

Caledonia—Jackson & Tape are closing out their stock of groceries and will devote their entire attention to their meat business.

Baldwin—Byers Cashion, meat dealer, has purchased the Fisher & Upp market and will continue business at the latter location.

Durand—F. A. Millard and Ralph Augsbury have formed a copartnership and engaged in the furniture and undertaking business.

Flint—Goodes, Hall & Co., successors to Goodes & Hall, have added a line of general hardware to their carriage and implement stock.

Allegan—J. A. Wiley has sold his retail meat business to Smith & Co., and will confine his attention to his wholesale trade and to buying stock.

Harbor Springs—Mrs. E. A. Runyan has purchased the millinery stock of the Misses Carpenter and will open millinery parlors in the Clarke block.

Wayland—Frank Burlington, formerly engaged in the meat and produce business at Bradley, has purchased the meat business of Yeakey & Hudson.

Nashville—A. S. Mitchell and Glenn H. Young will shortly engage in the hardware business at this place, the firm name being Mitchell & Young.

Port Austin—John Buttars has sold his stock of general merchandise to the Huron Grindstone Co., which will continue the business at the same location.

Lowell—Geo. B. Craw uttered a chattel mortgage on his grocery stock to his mother for \$3,200 and then transferred his equity in the stock to Fred L. Fallas.

Pentwater—Daggett & Gregwer have sold their store building to Fred Lagesen, baker, and purchased the meat market and building of Chas. Nickerson.

Watervliet—The copartnership existing between Walden & Merrifield, dry goods dealers and druggists, has been dissolved, Frank H. Merrifield continuing the business.

Negaunee—Haymacher & Son, who engaged in the grocery and dry goods business in the McDonald building about a year ago, have assigned to George A. McDonald.

Petoskey—H. W. Socks, L. C. Kirk and C. Kirk have formed a copartnership under the style of Socks, Kirk & Co. and engaged in the grocery, bakery and provision business.

Belding—L. L. Holmes has sold his interest in the drug stock of Holmes & Connell to Harry and Frank Connell, who will continue the business under the style of Connell Bros.

Saginaw—The furniture establishment of Aug. Eggert, at 514 Genesee avenue, has changed hands and hereafter the firm name will be J. C. Graebner & Co., composed of J. C. Graebner, F. W. Sowatsky and J. F. Cosendai.

Orion—G. B. Monkman, M. D., has sold his drug store to S. W. Southwick, M. D., who will continue the business at the same location. Dr. Monkman will open a drug store at Delray.

Fennville—George Leland has sold his interest in the Fennville Fruit Co. and, in company with W. H. Whitbeck, will erect a packing house and also deal in all kinds of produce.

Owosso—C. S. Allison, formerly engaged in the jewelry business at St. Johns, has put in a jewelry stock at this place and will conduct the business in partnership with his son, Louis B. Allison.

Marcellus—Clark Beebe has retired from the firm of Beebe & Beebe, general dealers. The firm name will not be changed, Arthur L. assuming the management and his father being the other member.

Muskegon—The Towner Hardware Co. will erect a two-story addition to its present building and embark in the wholesale business. A regular traveling salesman has been engaged to visit the outside trade every 30 days.

Hart—E. A. Noret has purchased the half interest of Joshua H. Colby in the hardware and implement firm of Noret & Colby and will continue the business in his own name. Mr. Colby contemplates locating in Grand Rapids.

Detroit—It is currently reported that Bruce Goodfellow will organize a stock company and rent the old Mabley stand on Woodward avenue, and open an up-to-date haberdashery. Tom Haney, formerly manager of the lower floor of the Mabley & Goodfellow Company, it is said, has gone to New York City with Mr. Goodfellow to help interest New York capitalists in the project.

### Manufacturing Matters.

Detroit—The Hemminger Cigar Co. has declared a dividend of 5 per cent.

Corunna—The Fox & Mason Furniture Co. recently shipped a carload of its product to England.

Lewiston—H. A. Bauman, for some years past connected with the Michelson & Hanson Lumber Co., has removed to Grayling and accepted a position in the new bank at that place.

Bloomington—The Haven cheese factory turned out 110,636 pounds of cheese last year and sold the same at an average of 8.1 cents per pound. It purchased of the farmers over 1,000,000 pounds of milk, paying upwards of \$7,000 for same. This is one of the oldest cheese factories in the State and has always been conducted on a paying basis.

Salem—Duncan Leach has purchased the Salem cheese factory of J. A. Robins, who has gone to Howell to take charge of the cheese factory now in process of construction there by the Michigan Condensed Milk Co.

Howell—The Michigan Condensed Milk Co. has begun the erection of a cheese factory at this place. The building will be constructed of brick, 30x110 feet in dimensions. The factory will be in charge of J. A. Robins.

Bay City—The Bay City Round Hoop Manufacturing Co. is the latest addition to Bay City's industries. The company is capitalized at \$5,000 and will make hoops under patents owned by the company. All of the manufactured output has already been contracted for.

Detroit—Articles incorporating the Dr. Knapp Medical Co. have been filed. The capital stock is \$12,000, all paid in. The incorporators are: Edward D. Hayes and Henry F. Coon, 595 shares each; Wm. J. McSweeney, 10 shares. All the stockholders are residents of Kalamazoo.

### Evidently the Wrong Crowd.

New York, March 10.—In the March 2 issue of the Tradesman, in the news items from Kalamazoo, also from Muskegon, appeared notices to the effect that the Sperry & Hutchinson trading stamp crowd had "abandoned the field and clandestinely shipped their goods out of the city, leaving numerous holders of stamps to deplore their loss."

We beg to state that Sperry & Hutchinson had nothing whatever to do with any stamp or coupon company which was in Muskegon or Kalamazoo, nor ever did have anything to do with same; in fact, knew nothing of it.

We assume that you are a fair-minded man, and while you may not be in sympathy with our manner of advertising, we, nevertheless, are conducting this business in a perfectly square and legitimate way and on business principles. SPERRY & HUTCHINSON.

C. F. Waters succeeds C. F. Waters & Co. in the boot and shoe business at 39 Canal street.

### WANTED

To furnish Western dealers for their Eastern trade for season of 1898; cold storage in quantities to suit up to 15,000 cases of eggs and 30 cars butter; moderate rates and liberal advances to reliable parties; modernly equipped plant; mechanical refrigeration, with an improved system of perfectly dry circulation and change of air in rooms; intermittent and continuous circulation, also gravity system; these systems are the latest and best known in cold storage practices; our eggs are said to be the finest on the Philadelphia market this past season; fine distributing point; only 2½ hours to Pittsburgh, and quick transit by both Penn. Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 500 cases finely candled eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygeia Crystal Ice & Cold Storage Co., Uniontown, Pa.

## FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D., G. R. & W., G. R. & I., F. & P. M., M. & N. E., or Ann Arbor R. Rs. Correspondence solicited.

**Walsh-DeRoo Milling Co.**  
Holland, Mich.



## Grand Rapids Gossip

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, March 15, at Retail Grocers' Hall, President Dyk presided.

The yeast question was discussed at some length and it was finally decided to issue a card embodying the result of the agreement reached by the retail grocers.

The following letter was read from B. S. Harris:

It is now twelve years since the grocers first organized for their mutual benefit and improvement, and what has been accomplished during that time is enumerated below, every item of which has been of great benefit, not only to you, but to all others in the same line of business:

Early closing.

The sugar card.

Abolishing Christmas presents.

Establishing the grocers' picnic.

Uniform peddlers' license.

Driving out stamp schemers.

Starting what is now the Commercial Credit Co., which has been of great value to the retail trade.

These are the most important items of benefit; the smaller ones are too numerous to mention.

The strength of our organization has been recognized several times. We do not think it policy to mention individual cases, in which we took goods out of the hands of cutters, as in the case of Swift's Cotosuet, Armour's soaps, Soapine, etc., but our strength is noted every day by the careful consideration of manufacturers in putting their goods on the market with the assurance that their product will not be put in the hands of cutters. This demonstrates our power and we all receive the benefit.

The support of our Association and the attendance at our meetings have been most discouraging of late, and if we expect to maintain the benefits already secured, every one of which is very important to us, and the attendance of the faithful ones continued, it must be done by your support, not only financially, but by your advice in our work and counsels.

Many of you complain that the Association is doing nothing, at the same time standing back and looking on with folded hands, doing nothing, either by attendance or recommendations to remedy matters, but expecting a few to do the work for all, although the benefits secured are equal for all. Is this right? We think not.

Our finances are in good condition—thanks to a few workers—but unless you take interest enough to assist the other members in continuing this work, the benefits already derived from years of hard work are likely to be lost and the grocers again to go back to long hours of labor and to cut-throat methods of doing business, competition by peddlers without licenses, schemes by schemers, no holidays, no protection, and nothing to show for your work at the end of the year.

Turn out and help support the organization which makes you respected among business men, gives you something for your labor and which will also assist you in striking a balance on the right side of the ledger.

President Dyk referred to the energetic work of Mr. Harris and spoke of the good feeling among the trade, which had been stimulated by the Association.

J. J. Wagner said that it was a great pleasure to listen to a paper from so old and valued a member. He always regretted when he was unable to attend the meetings, as he always received pointers which were of vital interest to him. He also stated that if the grocers would all stand together, they could bear up under their burdens with much better effect. Small attendance at the meetings is really a disgrace, because a city with 400 grocers ought to show a larger attendance than a dozen or twenty members.

Chas. W. Payne commended the plan of sending out a circular letter with the yeast circular. He thought some plan should be devised to secure a larger attendance and suggested that some special feature be introduced to induce the members to be present.

Mr. Wagner referred to the social events inaugurated a few years ago. He also moved that the letter of Mr. Harris be issued in circular form. Adopted.

There being no further business, the meeting adjourned.

### The Produce Market.

Apples—Home grown Northern Spys and Wine Saps from Missouri fetch \$3.50@4 per bbl.

Bananas—The conditions are all favorable for a large trade in bananas and the demand is increasing daily. No changes are noted in prices, but prices are comparatively low, and trade is rather larger than usual at this season.

Beans—Jobbers pay 60@70c for country cleaned, holding city picked at 90@92c. The market is dull and dragging. Considering the present price of potatoes, hand picked beans ought to bring at least \$1.25.

Beets—Have advanced to 30c per bu. Butter—Factory creamery is steady at 10c. Dairy is lower, commanding 15c for fancy and 14c for choice.

Cabbage—\$2.50 per 100.

Carrots—30c per bu.

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

Eggs—The price advanced to 12c during the stormy weather last week, dropping to 11c Monday and back to 10c to-day. Arrivals are beginning to come in very freely and a few warm days will probably induce shipments which will satisfy the consumptive demands of the market.

Green Onions—10c per doz.

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

Lemons—The stock now being shown on the market is unusually fine. It is principally of California growth, and the grade called choice now was formerly graded fancy. The movement is steady and very good for the season. California lemons will fill the greater part of the demand in this market this season.

Lettuce—Grand Rapids Forcing has declined to 12½c.

Onions—Dry stock has declined to 75@85c.

Oranges—The feature of the week is continued heavy receipts from the Coast. This brings about a rather weak feeling in the market, although the movement for consumption is large. At the present prices there should be a very large consumption. A good many good sized orders for shipment out are received now, and on these some concessions are made.

Potatoes—The Eastern market is weak, due to the efforts of Wisconsin shippers to supplant the Michigan product at several points. Local dealers continue to pay 50@55c.

Seeds—Timothy, prime, \$1.40@1.45; Medium clover, \$3@3.25; Mammoth clover, \$3@3.40; Crimson clover, \$2.25; Red Top, \$1@1.10; Alfalfa, \$3.75@4.50; Alsike, \$4.50@4.65; Orchard grass, \$1.60; Kentucky bluegrass, \$1.30@1.50.

The Moseley & Stevens Co., Limited, has dissolved copartnership and retired from business. Mr. Moseley contemplates re-engaging in business at Norfolk, Va.

George La Barge will remove his grocery stock from Grand Rapids to Ada soon, to occupy a corner store building that is now being rebuilt for him.

W. R. Brice & Co. have leased the two stores at 9 and 11 North Ionia street, which they will occupy while in the market for butter and eggs.

Homer Klap has purchased the store building at 300 West Fulton street, where he has been located for the past five years.

### The Grocery Market.

Sugar—The W. M. Hoyt Co. has kicked over the traces again, having announced its abandonment of the equality plan under date of March 14. As usual, the Hoyt house has arrayed itself in opposition to the best interests of the retail trade, which is practically a unit in favor of equality methods.

Tea—The speculative interest in tea is wholly lacking and jobbers report nothing more than a steady, light, hand-to-mouth trade.

Coffee—The latest cut in roasted coffee has been anticipated, although it is not without more or less demoralizing effect, however, upon its announcement. Its application is only to low-grade trash, however, and good coffee holds its own, and always will. Maracaibos are very firm, good grades being scarce. Javas are better on decreased crop advices.

Canned Goods—The general demand for corn outside of the lower grades has been small. Tomatoes are selling slowly at the decline noted two weeks ago. The demand for peas is small, but the trade in Baltimore, which draws its orders from all over the country, is said to be good. Prices are unchanged. There is some enquiry for California peaches and for seconds of pie peaches, Eastern packing. There is no change in prices.

Dried Fruits—No changes are to be noted this week from the prices last quoted. Reports from the West Coast show a firmer feeling in prunes. The same report comes from Eastern markets. There are few prunes in the hands of commission men, held weakly, and it seems probable that no lower prices will be seen this season. The weakest item on dried fruits is the rain-damaged raisin. This is dragging on the Coast, and is selling at discouraging prices in the East. It is said that the load of this off-grade stock is weakening the market in the better grades, although no considerable reductions have been reported on the better grades. The firmest item in dried fruits on the Coast is apricots, which are well cleaned up. Evaporated apples are in fair stock there, but are held very firm, as the stocks in the country are extremely light. Peaches seem to be after raisins, the most plentiful fruit on the West Coast. Some reports make 300 cars there still unsold, a rather large stock for the season. Some slight concessions have been made on peaches, which has begun to move them well.

Fish—Mackerel seems to be the least affected by the Lenten season, although there is a fair trade in it. Prices are still a little easy, but there is still confidence that there will be a reaction. Cod is selling fairly well, and prices are unchanged. Lake fish is practically out of the market, which will help mackerel. Prices are unchanged. No large lot of salmon are being offered, although prices are unchanged. Sardines are slow and prices are being shaded about 5 cents.

Provisions—The provision market is ruling about steady, with no important changes to note during the week, either on pickled or smoked meats. Lard, both pure and compound, remains unchanged in price.

### The Grain Market.

To say that this has been an excited week in the wheat market would be putting it mildly. The week ended with cash wheat 2c lower and deferred futures made a slump of 6c per bushel,

but May, where the world is against one man, remained stationary at \$81.04 per bushel. It remains to be seen whether or not one bull will be a match for all the bears. However, he seems to have unlimited means, and he will, undoubtedly, pull through. Receipts in the Northwest keep up surprisingly well. However, it should be understood that this is not all spring wheat, as Kansas and Nebraska are sending nearly sixty cars daily to Minneapolis. Of course, Minneapolis millers would not mix winter wheat with spring (?), so it probably goes there to apply on contract wheat. In the winter wheat belt the deliveries from farmers are almost nothing and, as our harvest is almost four months hence, we shall need all the winter wheat at home. The exports were of good size, but, owing to the large receipts in the Northwest, our visible showed a decrease of only 600,000 bushels, while a decrease of 1,250,000 bushels was expected. This fine weather and the absence of frosts has a temporary depressing effect on the wheat market. When the price of cash wheat is around 90c, it is low enough.

Coarse grains, owing to the large amount in sight, have been depressed. It is claimed that deliveries will decrease as soon as spring work commences, which will enhance prices. This is very problematical with the large amount in sight.

The receipts during the week were 61 cars of wheat, 10 cars of corn and 15 cars of oats.

Millers are paying 88c for wheat.

C. G. A. VOIGT.

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

The hide market is somewhat depressed, with light stocks. There is a demand for all receipts of all grades at the lower prices.

Pelts do not accumulate, but there are some large holdings bought on a higher market than ruled to-day. Late purchases are sold off readily at an easier price. The large kill at the stock yards has been consumed there and not thrown on the market.

Furs are nearly nominal, awaiting the report of the March sales, now taking place.

Tallow shows a shade of firmness, without an increase of prices or stocks.

Wool does not materially change in price, while sales are virtually stopped. There is an occasional weak spot, but of not sufficient magnitude to affect the market.

Stocks are firmly held, in the belief that the demand will come at present, if not higher, values. The London sales will govern the future materially while the trade is affected by the war scare.

WM. T. HESS.

### Acetylene Gas, the New Light.

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

Frederick C. Miller has been playing to great luck lately, having recently been elected a member of the Executive Committee of the Peninsular Trust Co., Treasurer and Manager of the Elliott Button Fastener Co. and Director of the Kent County Savings Bank. Mr. Miller is a gentleman of rare discernment and excellent business judgment and will discharge the duties of all three offices with credit to himself and with satisfaction to all concerned.

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



## Hardware

### The Progressive Hardware Merchant.

In the broad, common-sense lesson of life the existence of men in business at all always denotes a certain measure of progression or success. But we have rather to do with degrees of advancement, with comparisons of old-time and of modern methods of the present, with what we may look forward to in the future. We are never quite certain of anything until it reaches the stage where it becomes the past. Knowing the past so well and judging from it and from the standpoint of the present, our future or our progression should be even greater than we are able to predict. It is true now, as it always has been, that men are classed as dreamers, and in our ideals for the future we promise ourselves in time what it would take an eternity to fulfill, not satisfied that in the doing we each have accomplished all that man may do in his allotment of life.

There are men who, even in the way they do small things, become larger than any situation in which they may be placed. This was true of many of the earlier men who now rank as the pioneers in business. Such men were born leaders—to advance and progress in war or in peace, at the bar or in husbandry, and the traffic of the times in any station—like the great emancipator whose birthday we so fittingly celebrated here but a few days ago, and who at the rail-splitting, on the flat-boat in the rapids, at country school, as country lawyer, excelled and led in all. To such men progression, the culmination of a natural ambition, becomes a matter of their everyday life. To many men whose lives are spent in rough getting, reaching out and falling backward, always aiming high enough but falling short of the aim, to such men much of progression is not given, and the survival of the fittest continually leaves others striving over the business graves of failures on the great road to success.

With these fathers of ours in hardware came a dignity in trade, a commercial standing that, look where you will among all the marts of traffic, you scarce find its equal. The definition of the word hardware alone carries with it much of ancient origin and substantial being, "a collection of iron and of material whose composition is principally of iron and its products."

Whether in the close relation it bears to manufacturing, to the sciences, to chemistry and to all structural work, it requires a better class of men in its understanding and its handling, we best know who are in it without making what might seem unpleasant comparisons. Certain it is, as a rule, that the better the man the brainier, the higher his standard of general knowledge, the better the hardware merchant. With the term and the business, older than the ages, dating indeed back to the making of tools and implements, metallic and prehistoric, we can go for our knowledge of it only to the day of our fathers, and begin with what was known as the general store, from which springs in this country much, and, indeed, all on which are now based the many magnificent hardware stores of this United States of ours. In the day of the general country store no pretense was made at education in the business, while back of the time of the most of us, very often those were the days of

the "bound boy," where, as in the trades, what little was imparted to the youngster was paid for in keep, as it was called, until a certain age was reached and pay for services began. Within the range of five minutes the calls of trade demanded calico, butter or nails.

It is within the recollection of some of the younger men among us here how and in what packages the small stock of hardware carried came to us. String-tied, paper-wrapped, oil-soaked packages of cutlery, hinges, files, lamps and brasses were hauled many miles in the old blue freight wagons after being landed from a storm-soaked journey across the water at some Eastern port.

Those were the days when the marking of goods was done by the rush light, because the day was not long enough to figure pounds, shillings and pence into dollars, dimes and cents, with so many pounds sterling as the base. Some of us complain of the numerous present lists and discounts, and yet I am sure, with the improved methods of getting at such matters, there can be no comparison in the labor attached. Those were the days that tried men's souls, not only in the effort to buy, mark and sell goods, but also in the manner in which sales and collections were made.

It is true goods were bought on longer time than now, but settlements were nearly an eternity. To the more modern tradesman, to some of us who know there is a ragged edge to a bank account, what an experience it would be now, the matter of settling accounts once in a twelve-month, possibly then with a note at another half-year, no bank at hand to make loans or use your discounts, and yet those days made good hardware men, men who were the backbone and sinew of those now following in their paths.

Profits must have necessarily been larger in those days; it is a question as to whether losses were so; not that men are more dishonorable now than then, but that the intense competition did not then exist that to-day pushes would-be honest men to the wall.

There were some old-time customs, before the day of inventories and statements, we are glad to do without, not as wrongs, but possibly as mistakes of the times. It was a custom with very many men to do business year after year without an inventory of stock, content to let matters adjust themselves, and satisfied that they were able to pay bills, reasonably certain that they were no worse off than when they began. With many the discounting of bills was a thing unknown, and perhaps under the circumstances, largely impossible. Statements were not asked by mercantile agencies and the saving point that "we discount" used as a large factor of their credit.

They worked day and night, and far into the night, never realizing that more and effective labor could be accomplished in the usual hours of the mechanic. They labored under the disadvantage of not knowing, and benefiting through the medium of the telephone, and in many places the telegraph.

When the dull season came it was lived through as best it might be, and there were months of it at both ends of the year, with never an effort to fill in with goods that would drive it away. When goods were out of stock, they stayed out until the accumulation of short goods made an order sufficiently

large to send in, or to take East and make purchase of. The everyday want-book cut little figure, largely owing to the difficulty in getting small shipments. In nearly all cases the effort was made to carry what his competitor carried—not as in modern days, to carry all the good lines that he had not, and avoid the competition. Stocks were carried, all sorts, sizes and kinds, instead of confining as nearly as possible to one line or make of goods. The traveling man was but little known and was less appreciated.

Goods were bought in large quantities—often in much larger than the needs—because it took some quantity to make a price, and goods were slow in reaching their destination. The small, quick-turning odds and ends were not counted a part of the hardware stock. They were rather beneath the average merchant. In these days they count largely in paying rent and fuel. Those were not the days of mail orders which now count so largely in the business.

Customers came in and waited until they were served, because they had not elsewhere to go, and had the time to wait. To-day it takes a club and all the clerks at the front to hold them. We had not the show window with us which has become as largely a factor of the business as any other class of advertising.

In those days we were buying our guns, pocket knives, razors, files and tools from England; to-day we are shipping the best cutlery, tools and files to every open port of the world. These matters were largely faults of the times and not the men, and the many changes and improvements have gradually led up to the hardware merchant of the pres-

ent, the best known man in his town in business. With all the modesty that may belong to good men, we say it, who should, that as a class no set of men rank higher, mentally, morally, physically, as to quality of judgment, as citizens, money makers and capitalists, than the



A  
Perfect  
Success

.....Quick Meal Blue Flame Stoves

D. E. VANDERVEEN,  
STATE AGENT,  
106 Monroe St. Grand Rapids, Mich.

## 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  
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Grand Rapids, Mich.  
106 Monroe St.

## Are You Ready for the Farmer



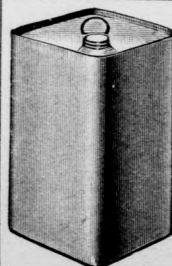
Paragon Pruning Saw.



Duplex Pruning Saw.

We have others. Send in your orders.

Foster, Stevens & Co., Grand Rapids.



## 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.



hardware men of this generation. There are good and sufficient reasons for it among all gathered statistics, and among all merchants. As a class, they are credited with fewer failures in business than those of any and all other lines. This of itself makes a standing we may well be proud of.

We heard it said, show me a good hardware man and I will show you a man quick, bright, alert, watchful of his interests, up-to-date in everything, never lagging at anything. It is almost a truth that a man thoroughly posted in general hardware is fit for nearly any line in life. It has reached a point where education is business, or ought to be, and is indeed, a part of the business. With the many details now existing you cannot put a stupid behind the counter. Man or boy, he must have some sort of address, must be bright, intelligent and quick to learn. The standard of the hardware man is growing, the business is elevating. The class of young men who make application for positions and are willing to learn the business has certainly improved in late years. Time was when quite a good many men felt they had mastered the all of hardware. The time is now when the better the man, the longer his years in service, the more certain he is that he will never master it in all its details.

Did you ever realize that there is more of complication, more of the thousand and one small things of hardware than enters into that of the carefully-trained and prepared-for business of the drug store? Years of expensive training is given the candidate for this that he may not give the wrong potion to the right patient, and yet we are expected to take up a young man and make a hardware man of him in a year or two, paying him fair wages for teaching him what he will absorb. One of the largest factors in the present of the successful merchant is the ever-with-us traveling salesman, to whom we can possibly feel kindlier than to almost any other source for our knowledge of the intricacies of hardware, and while speaking of the clean, clear-headed man of business, who or what house would for a moment consider the putting on the road of a man void of education, void of address, of some natural polish, of some knowledge of human nature? The nature of the business in its present stage of betterment requires men of this class, and to them and through them many of us owe much of our ready familiarity with the rapid changes that occur.

The time has not gone by many years, when to our shame be it said, that among a class of business men the traveler was by no means a favorite. To-day we cannot do without him. You may take your trade papers, you may have your markets, you have your mail and your telegraph, but to none of them are you indebted so much as to the man who carries with him and can deliver to you the newest changes, the closest prices, the very best datings it is possible for you to obtain. Speaking of the various trade journals, they, too, have aided largely in giving to us our present standing as merchants, and while often in the most of business they are laid aside or neglected, when read from cover to cover they well repay the effort. Possibly the secret of their benefits may come from the fact that in nearly every case they are edited and published by practical hardware men, men who are bright enough to give up

the manual part of it and give us the benefit of their headwork. There is pleasure to me, and I doubt not to all of us, in making thorough search of even the line of advertisements, and there certainly is not only pleasure but profit in watching carefully each week's markets. While it may be said these are not always correct to the last 2½ per cent., the time has come when they are so nearly so that there is much of gain in watching them, or being able to. The knowledge of many new things comes to us through this channel. The various discussions that are carried on are certainly of benefit, and all in all it does seem to me that this medium, if properly used, leads up to larger, broader results in business of the present day.

The clerk of to-day is by no means to be ignored in our advancement. He has come to be part and parcel of us. Much is given to him to do, and his salary, as a rule, is not a gold mine. Yet we depend on him on all occasions. If away, as just now, he is our reliance. In absence he is our representative. Why not make the best of him so long as he is serving each one of us? If he is better or worse, we largely make him so, and because many of us, in our varied experiences as clerks, carried our noses close to the grindstone, is it any reason we should hesitate in some degree to lift him up, when we are sure that in the lifting we raise the standard of both the man and the business?

The small items of the everyday life of the man in business to-day are largely coming together in local and state organization, and we will be able to go forward as stronger, truer, more progressive merchants, making a place yet unfilled for those to follow, making a plane the standard of which will continually grow higher, making that name of hardware significant in all that is best of merchandising, adding dignity to trade, manhood to men, pleasure to profit, and profit with true living as the end, remembering that they that toil with the right means, at the right time, in the right spirit, for a reasonable and possible success, generally attain it, if not in one form, then in another, even if in no other form than in having nobly striven and nobly failed, and bearing in mind always:

There's naught in looking back, be up and on!  
No clock can strike for us the moments gone.

H. C. WISEMAN.

There is something paradoxical in the depression of stocks at intimations of war, and the general opinion sustained by experience that war is "good for business," puts money in circulation like a flood and insures work for everybody. How are these things to be reconciled? It might be supposed that if war has this effect on manufactures, trade and the accumulation of wealth, it would enhance the value of securities rather than depress them. In the prospect of a hopeless war the outlook might be thought different, but in the present crisis there are no such fears on our part, and, moreover, the losers in such a conflict have, as far as money goes, to pay the cost. Japan is greatly richer from her war with China, and so it would be with the United States after a Spanish war. And yet stocks take fright and sink. Probably it is the wholly professional management of the stock market that provides the answer. It may well be that the talk of the exchange being a "barometer," etc., is mere twaddle. Rather, certain shrewd operators depress and excite it for their own purposes, making their profit whichever way the see-saw works.

## Hardware Price Current.

| AUGURS AND BITS                                                                                                           |                    |
|---------------------------------------------------------------------------------------------------------------------------|--------------------|
| Snell's.....                                                                                                              | 70                 |
| Jennings', genuine.....                                                                                                   | 25&10              |
| Jennings', imitation.....                                                                                                 | 60&10              |
| AXES                                                                                                                      |                    |
| First Quality, S. B. Bronze.....                                                                                          | 5 00               |
| First Quality, D. B. Bronze.....                                                                                          | 9 50               |
| First Quality, S. B. S. Steel.....                                                                                        | 5 50               |
| First Quality, D. B. Steel.....                                                                                           | 10 50              |
| BARROWS                                                                                                                   |                    |
| Railroad.....                                                                                                             | \$12 00 14 00      |
| Garden.....                                                                                                               | net 30 00          |
| BOLTS                                                                                                                     |                    |
| Stove.....                                                                                                                | 60&10              |
| Carriage new list.....                                                                                                    | 70 to 75           |
| Plow.....                                                                                                                 | 50                 |
| BUCKETS                                                                                                                   |                    |
| Well, plain.....                                                                                                          | \$ 3 25            |
| BUTTS, CAST                                                                                                               |                    |
| Cast Loose Pin, figured.....                                                                                              | 70&10              |
| Wrought Narrow.....                                                                                                       | 70&10              |
| BLOCKS                                                                                                                    |                    |
| Ordinary Tackle.....                                                                                                      | 70                 |
| CROW BARS                                                                                                                 |                    |
| Cast Steel.....                                                                                                           | per lb 4           |
| CAPS                                                                                                                      |                    |
| Ely's 1-10.....                                                                                                           | per m 65           |
| Hick's C. F.....                                                                                                          | per m 55           |
| G. D.....                                                                                                                 | per m 35           |
| Musket.....                                                                                                               | per m 60           |
| CARTRIDGES                                                                                                                |                    |
| Rim Fire.....                                                                                                             | 50& 5              |
| Central Fire.....                                                                                                         | 25& 5              |
| CHISELS                                                                                                                   |                    |
| Socket Firmer.....                                                                                                        | 80                 |
| Socket Framing.....                                                                                                       | 80                 |
| Socket Corner.....                                                                                                        | 80                 |
| Socket Slicks.....                                                                                                        | 80                 |
| DRILLS                                                                                                                    |                    |
| Morse's Bit Stocks.....                                                                                                   | 60                 |
| Taper and Straight Shank.....                                                                                             | 50& 5              |
| Morse's Taper Shank.....                                                                                                  | 50& 5              |
| ELBOWS                                                                                                                    |                    |
| Com. 4 piece, 6 in.....                                                                                                   | doz. net 50        |
| Corrugated.....                                                                                                           | 1 25               |
| Adjustable.....                                                                                                           | dis 40&10          |
| EXPANSIVE BITS                                                                                                            |                    |
| Clark's small, \$18; large, \$26.....                                                                                     | 30&10              |
| Ives', 1, \$18; 2, \$24; 3, \$30.....                                                                                     | 25                 |
| FILES—New List                                                                                                            |                    |
| New American.....                                                                                                         | 70&10              |
| Nicholson's.....                                                                                                          | 70                 |
| Heller's Horse Rasps.....                                                                                                 | 65&10              |
| GALVANIZED IRON                                                                                                           |                    |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27.....                                                                              | 28                 |
| List 12 13 14 15 16.....                                                                                                  | 17                 |
| Discount, 75 to 75-10.....                                                                                                |                    |
| GAUGES                                                                                                                    |                    |
| Stanley Rule and Level Co.'s.....                                                                                         | 60&10              |
| 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 30&10 |
| NAILS                                                                                                                     |                    |
| Advance over base, on both Steel and Wire.....                                                                            |                    |
| Steel nails, base.....                                                                                                    | 1 05               |
| Wire nails, base.....                                                                                                     | 1 75               |
| 30 to 60 advance.....                                                                                                     | Base               |
| 10 to 16 advance.....                                                                                                     | 05                 |
| 8 advance.....                                                                                                            | 10                 |
| 6 advance.....                                                                                                            | 20                 |
| 4 advance.....                                                                                                            | 30                 |
| 3 advance.....                                                                                                            | 40                 |
| 2 advance.....                                                                                                            | 70                 |
| Fine 3 advance.....                                                                                                       | 50                 |
| Casing 10 advance.....                                                                                                    | 15                 |
| Casing 8 advance.....                                                                                                     | 25                 |
| Casing 6 advance.....                                                                                                     | 35                 |
| Finish 10 advance.....                                                                                                    | 45                 |
| Finish 8 advance.....                                                                                                     | 55                 |
| Finish 6 advance.....                                                                                                     | 65                 |
| Barrel 3 advance.....                                                                                                     | 85                 |
| MILLS                                                                                                                     |                    |
| Coffee, Parkers Co.'s.....                                                                                                | 40                 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables.....                                                                             | 40                 |
| Coffee, Landers, Ferry & Clark's.....                                                                                     | 40                 |
| Coffee, Enterprise.....                                                                                                   | 30                 |
| MOLASSES GATES                                                                                                            |                    |
| Stebbin's Pattern.....                                                                                                    | 60&10              |
| Stebbin's Genuine.....                                                                                                    | 60&10              |
| Enterprise, self-measuring.....                                                                                           | 30                 |
| PLANES                                                                                                                    |                    |
| Ohio Tool Co.'s, fancy.....                                                                                               | @50                |
| Sciota Bench.....                                                                                                         | 60                 |
| Sandusky Tool Co.'s, fancy.....                                                                                           | @50                |
| Bench, first quality.....                                                                                                 | @50                |
| Stanley Rule and Level Co.'s wood.....                                                                                    | 60                 |
| PANS                                                                                                                      |                    |
| Fry, Acme.....                                                                                                            | 60&10&10           |
| Common, polished.....                                                                                                     | 70& 5              |
| RIVETS                                                                                                                    |                    |
| Iron and Tinned.....                                                                                                      | 60                 |
| Copper Rivets and Burs.....                                                                                               | 60                 |
| PATENT PLANISHED IRON                                                                                                     |                    |
| "A" Wood's patent planished, Nos. 24 to 27 10 24.....                                                                     |                    |
| "B" Wood's patent planished, Nos. 25 to 27 9 24.....                                                                      |                    |
| Broken packages ¼c per pound extra.....                                                                                   |                    |
| HAMMERS                                                                                                                   |                    |
| Maydole & Co.'s, new list.....                                                                                            | dis 85             |
| Kip's.....                                                                                                                | dis 25             |
| Yerkes & Plumb's.....                                                                                                     | dis 10&10          |
| Mason's Solid Cast Steel.....                                                                                             | 30c lis. 70        |
| Blacksmith's Solid Cast Steel Hand 30c lis. 40&10                                                                         |                    |
| HOUSE FURNISHING GOODS:                                                                                                   |                    |
| Stamped Tin Ware.....                                                                                                     | new list 75&10     |
| Japanned Tin Ware.....                                                                                                    | 20&10              |
| Granite Iron Ware.....                                                                                                    | new list 40&10     |
| HOLLOW WARE                                                                                                               |                    |
| Pots.....                                                                                                                 | 60&1               |
| Kettles.....                                                                                                              | 60&10              |
| Spiders.....                                                                                                              | 60&10              |
| HINGES                                                                                                                    |                    |
| Gate, Clark's, 1, 2, 3.....                                                                                               | dis 60&10          |
| State.....                                                                                                                | per doz. net 2 50  |
| WIRE GOODS                                                                                                                |                    |
| Bright.....                                                                                                               | 80                 |
| Screw Eyes.....                                                                                                           | 80                 |
| Hook's.....                                                                                                               | 80                 |
| Gate Hooks and Eyes.....                                                                                                  | 80                 |
| LEVELS                                                                                                                    |                    |
| Stanley Rule and Level Co.'s.....                                                                                         | dis 70             |
| ROPES                                                                                                                     |                    |
| Sisal, ¼ inch and larger.....                                                                                             | 6¼                 |
| Manilla.....                                                                                                              | 8                  |
| SQUARES                                                                                                                   |                    |
| Steel and Iron.....                                                                                                       |                    |
| Try and Bevels.....                                                                                                       |                    |
| Mitre.....                                                                                                                |                    |
| SHEET IRON                                                                                                                |                    |
| com. smooth.....                                                                                                          | com.               |
| Nos. 10 to 14.....                                                                                                        | \$2 70             |
| Nos. 15 to 17.....                                                                                                        | 2 70               |
| Nos. 18 to 21.....                                                                                                        | 2 80               |
| Nos. 22 to 24.....                                                                                                        | 3 00               |
| Nos. 25 to 26.....                                                                                                        | 3 10               |
| No. 27.....                                                                                                               | 3 20               |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....                                          | 2 75               |
| SAND PAPER                                                                                                                |                    |
| List acct. 19, '86.....                                                                                                   | dis 50             |
| SASH WEIGHTS                                                                                                              |                    |
| Solid Eyes.....                                                                                                           | per ton 20 00      |
| TRAPS                                                                                                                     |                    |
| Steel, Game.....                                                                                                          | 60&10              |
| Oneida Community, Newhouse's.....                                                                                         | 50                 |
| Oneida Community, Hawley & Norton's 70&10                                                                                 |                    |
| Mouse, choker.....                                                                                                        | per doz 15         |
| Mouse, delusion.....                                                                                                      | per doz 1 25       |
| WIRE                                                                                                                      |                    |
| Bright Market.....                                                                                                        | 75                 |
| Annealed Market.....                                                                                                      | 75                 |
| Coppered Market.....                                                                                                      | 70&10              |
| Tinned Market.....                                                                                                        | 62¼                |
| Coppered Spring Steel.....                                                                                                | 50                 |
| Barbed Fence, galvanized.....                                                                                             | 2 15               |
| Barbed Fence, painted.....                                                                                                | 1 85               |
| HORSE NAILS                                                                                                               |                    |
| An Sable.....                                                                                                             | dis 40&10          |
| Putnam.....                                                                                                               | dis 5              |
| Northwestern.....                                                                                                         | dis 10&10          |
| WRENCHES                                                                                                                  |                    |
| Baxter's Adjustable, nickelled.....                                                                                       | 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                 |
| Castors, Bed and Plate.....                                                                                               | 50&10&10           |
| Dampers, American.....                                                                                                    | 50                 |
| METALS—Zinc                                                                                                               |                    |
| 600 pound casks.....                                                                                                      | 6¼                 |
| Per pound.....                                                                                                            | 1 2                |
| SOLDER                                                                                                                    |                    |
| 75&75.....                                                                                                                | 12½                |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                    |
| TIN—Melyn Grade                                                                                                           |                    |
| 10x14 IC, Charcoal.....                                                                                                   | \$ 5 75            |
| 14x20 IC, Charcoal.....                                                                                                   | 5 75               |
| 20x14 IX, Charcoal.....                                                                                                   | 7 00               |
| Each additional X on this grade, \$1.25.....                                                                              |                    |
| TIN—Allaway Grade                                                                                                         |                    |
| 10x14 IC, Charcoal.....                                                                                                   | 5 00               |
| 14x20 IC, Charcoal.....                                                                                                   | 5 00               |
| 10x14 IX, Charcoal.....                                                                                                   | 6 00               |
| 14x20 IX, Charcoal.....                                                                                                   | 6 00               |
| Each additional X on this grade, \$1.50.....                                                                              |                    |
| ROOFING PLATES                                                                                                            |                    |
| 14x20 IC, Charcoal, Dean.....                                                                                             | 5 00               |
| 14x20 IX, Charcoal, Dean.....                                                                                             | 6 00               |
| 20x28 IC, Charcoal, Dean.....                                                                                             | 10 00              |
| 14x20 IC, Charcoal, Allaway Grade.....                                                                                    | 4 50               |
| 14x20 IX, Charcoal, Allaway Grade.....                                                                                    | 5 50               |
| 20x28 IC, Charcoal, Allaway Grade.....                                                                                    | 9 00               |
| 20x28 IX, Charcoal, Allaway Grade.....                                                                                    | 11 00              |
| BOILER SIZE TIN PLATE                                                                                                     |                    |
| 14x56 IX, for No. 8 Boilers, } per pound.....                                                                             | 9                  |
| 14x56 IX, for No. 9 Boilers, }                                                                                            |                    |
| TRADESMAN                                                                                                                 |                    |
| Itemized                                                                                                                  |                    |
| Ledgers                                                                                                                   |                    |
| Size, 8½x14—3 columns.                                                                                                    |                    |
| 2 quires, 160 pages.....                                                                                                  | \$2 00             |
| 3 quires, 240 pages.....                                                                                                  | 2 50               |
| 4 quires, 320 pages.....                                                                                                  | 3 00               |
| 5 quires, 400 pages.....                                                                                                  | 3 50               |
| 6 quires, 480 pages.....                                                                                                  | 4 00               |
| INVOICE RECORD or BILL BOOK.                                                                                              |                    |
| So double pages, registers 2,500 invoices.....                                                                            | \$2 00             |
| TRADESMAN COMPANY,                                                                                                        |                    |
| GRAND RAPIDS, MICH.                                                                                                       |                    |



**Tradesman  
Itemized  
Ledgers**

Size, 8½x14—3 columns.

2 quires, 160 pages.....\$2 00  
3 quires, 240 pages.....2 50  
4 quires, 320 pages.....3 00  
5 quires, 400 pages.....3 50  
6 quires, 480 pages.....4 00

**INVOICE RECORD or BILL BOOK.**

So double pages, registers 2,500 invoices.....\$2 00

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GRAND RAPIDS, MICH.**





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Grand Rapids, by the  
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ONE DOLLAR A YEAR, Payable in Advance.

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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 16, 1898.

#### WHEREIN THE WEAKNESS LIES.

Elsewhere in this week's paper the Tradesman gives place to an interview with the General Superintendent of the Heald system, setting forth the reasons why it was deemed desirable to place gates on some of the passenger trains of the C. & W. M. and D., G. R. & W. lines. The reasons given are twofold, as follows:

1. To protect its revenues.
2. To protect its passengers from accidental injuries, as the result of getting on and off the trains while in motion.

So far as the first reason is concerned, it appeals to the fairness of every man who believes that railways have rights as well as individuals and that a railway company has just as much right to inaugurate and maintain measures for its own protection and profit as the individual has to establish certain rules in dealing with his customers, to the end that he may secure an assured profit on his sales. No business man can afford to be too arbitrary, nor can any railway company impose conditions which are too exacting, without incurring the loss of more business, directly and indirectly, than the arbitrary conditions induce.

So far as the second reason is concerned, it also appeals to the fairness of all concerned. The fact that injuries to passengers have cost the Heald system \$70,000 during the past five years—an average of \$14,000 per year—is deplorable, and the attempt to minimize this expense and reduce the suffering and annoyance incident to railway accidents is certainly praiseworthy. Perhaps the suggestion is out of place, and possibly the Tradesman may be accused of indulging in statements which are more properly the subject of discussion and action among the officials of the roads in question, but careful observation for several years has established the fact that a large portion of the expense sustained by the Heald system in settling damages for accidents is due to the weakness of its legal department. It is a common remark that no man can do two things at a time and do them both well, and the Tradesman maintains that it is an utter impossibility for a man to shine in the halls of Congress or fight imaginary umbrella battles in Cuba and at the same time give due attention to his home duties. Comparisons are odious, to be sure, but the

methods pursued by the legal departments of the G. R. & I. and the Heald systems are so much at variance that the Tradesman will be pardoned for referring to them at this time. The moment an accident occurs on any of the G. R. & I. lines, the genial old gentleman who works up the details of such cases for the legal department is notified, and within a few hours his report is on file in the office of General Counsel O'Brien. It is universally conceded that nine-tenths of the claims made against railway companies are trumped up and would not be thought of if the party on the other side were an individual instead of a corporation. With this idea in view, the attorney of the G. R. & I. Railroad, with that rare discernment which has given him an enviable position in his profession, quickly reaches a conclusion as to the merits of the case under consideration and, before the injured individual has been sought out by a shyster lawyer and encouraged to bring suit for a large amount, a satisfactory settlement is reached, receipts are passed, and the annoyance and expense of defending the suit before a biased judge and a prejudiced jury are obviated. Why the Heald system has not adopted this plan, instead of permitting so many cases to get into the hands of shyster lawyers and country courts, is more than the Tradesman can understand. Another suggestion may not be relished by the Heald management, and may be considered out of place by some of the Tradesman's readers, but candor compels the statement that if the legal department were in as competent hands as the other departments of the Heald system, there would be little necessity of adopting English ideas and shutting the passengers in the cars like so many cattle in order to protect them from their own indiscretions.

#### BEARING DOWN HARD.

The Denver Board of Aldermen recently passed a license ordinance which the Supervisors and Mayor refused to approve on account of this provision:

Each business place whose business comprises not exceeding four kinds, departments or lines of goods shall pay an annual tax of 1 per cent. upon the aggregate amount of its gross assets, and so on, doubling the rate per cent. per annum upon the gross assets of any business place for each additional kind, department or line of goods that is hereby laid on a business place having the next lower number of kinds, departments or lines of goods.

According to the Denver Republican, a Colorado mathematician has thus computed by geometrical progression the results of doubling the rate per cent. per annum:

Starting with five lines of goods, the figures would be as follows: Five, 2 per cent.; 6, 4 per cent.; 7, 8 per cent.; 8, 16 per cent.; 9, 32 per cent.; 10, 64 per cent.; 11, 128 per cent.; 12, 256 per cent.; 13, 512 per cent.; 14, 1,024 per cent.; 15, 2,048 per cent.; 16, 4,096 per cent.; 17, 8,192 per cent.; 18, 16,384 per cent.; 19, 32,768 per cent.; 20, 65,536 per cent.; 21, 131,072 per cent.; and 22, which one store here is said to have, 262,144 per cent.

The store with 22 departments is credited with \$800,000 gross assets—it may be more or less, but let it be \$800,000 for the sake of mathematical computation. A tax of 262,144 per cent. on the above capital would subject the institution to a license aggregating \$2,097,152,000. If the company should give up its entire assets, the first year it would be indebted to the city \$2,097,152,000.

Some men have a gallon of words to every spoonful of thoughts.

#### GENERAL TRADE SITUATION.

The principal effects of war agitation on business are to be found where they would naturally be looked for—in speculative circles. Not that to the outsider there is any sufficient explanation why such agitation should have so marked an effect on values, but it is a matter of observation that it always does. And in this there seems to be no discrimination, the transportation lines which could not fail to benefit by any of the threatening hostilities suffering to fully as great an extent as any other.

Aside from this speculative reaction, which has included wheat, the tide of industrial activity continues unabated. Export movements of all kinds, including wheat and corn, continue very large, keeping so great a trade balance as to warrant the utmost confidence in the general situation. Gold to the amount of \$6,500,000 was shipped to this country during the week and the quantity for four weeks is \$15,775,000. The volume of distributive trade, especially in the central and western portions of the country, continues unabated and in many lines is exceeding all expectation.

Perhaps the most favorable reports of progress come from the iron industry. Continually increasing production fails to increase unsold stocks, showing that consumptive demand is increasing at an unprecedented rate. The lines in which demand seems to be leading are ship and car building, agricultural implement work and sheets. Among the orders for the week was one for 10,000 tons of rails in Chicago.

The movement of cereals has continued heavy, but the general tendency to speculative reaction has given opportunity to the bears to the extent of 5 cents on wheat and proportionately on corn.

In textiles cotton shows a reaction, attributed to the unexpectedly heavy receipts, but resumption of work at the Eastern mills continues. The wool trade is very dull, but in woolen goods the factories are still busy with work and have orders for a considerable time ahead.

The boot and shoe manufacture continues to surpass all records. The shipments from the East in two weeks have been 28,400 cases, or nearly 18 per cent. more than last year and 32 per cent. greater than in 1892. At the same time the growth of the manufacture at many Western points has been extraordinary, and these factories are reported to be crowded with orders. It is probable that the recent concession in prices has operated to give the movement momentum.

Bank clearings, while not equal to the record-breaking report of last week, still continue heavy, amounting to \$1,282,000,000. Failures were 247, an increase of 20 for the week.

#### THE WORK OF PREPARATION.

However improvident this country may have been in the way of preparing for the national defense, now that an emergency has arisen when it has become necessary to prepare for possible war at short notice, Congress has given with a liberal hand, and the War and Navy Departments, which have long since made every possible preparation for an emergency which the means at their disposal would permit, have gone to work in a systematic and thorough way, which has filled the country with confidence that, even although unprepared compared with what we should be, our army and navy would, in the

event of an outbreak of hostilities, which it is hoped may be averted, be in a position to make a fight which would astonish the world.

During the past week the Navy Department has bought ships and torpedo boats abroad, which will materially add to the strength of the fleet. Every arrangement has also been made to place the auxiliary cruisers in commission should occasion require it. The navy yards are being operated to their full capacity, and purchases of ammunition and explosives are being made wherever obtainable.

The most remarkable and surprising activity is shown by the War Department. Great guns and mortars of the latest pattern are being rapidly mounted to protect the Southern ports; the arsenals are being operated night and day, and all private factories capable of turning out arms and ammunition, as well as army supplies generally, are being communicated with and put to work. Although no call has been made for volunteers, both the army and navy are busily engaged enlisting men to fill up vacancies existing in the ranks, and to provide, as many shrewdly suppose, a surplus supply should an emergency arise.

It is gratifying to note that, now that there is a prospect of active service, the applications for enlistment, both in the army and navy, are very large. No difficulty whatever will be experienced in securing all the soldiers and sailors required, although, in the case of the latter, the supply of skilled seamen is likely to be smaller than could be wished.

Fortunately, we have been given time to bring our great natural resources into play and to exert the influence of the country's enormous wealth and unrivaled credit. Our experience should teach us, however, that the old saying, "In time of peace prepare for war," is eminently wise at all seasons, notwithstanding the predictions of the advocates of international arbitration that the age of wars has passed away.

So many people are in love with themselves and seeking personal notoriety that the world is being filled with schemes that embrace many kinds of professional philanthropy, bogus culture, wild philosophy, Utopian dreams and all sorts of organizations that do anything but good. And yet the promoters of new tricks that absorb the time and money of those who must work—and are not rich—seem to be able to live by the use of cheek and begging.

It is not particularly reassuring to be told that we can build ten torpedo boat destroyers in seven months. Before the seven months had expired we should have either whipped Spain or been badly damaged. It is one of those cases where a gun is not only wanted but wanted now!

The Philippine islanders have felt the iron hand of Spain as heavily as have the Cubans and are deserving of the world's sympathy. And they are far enough away even to arouse the charitably inclined in New England!

The residents of Washington City are greatly stirred up over the telephone monopoly. Innocent souls! As if there were not others, and by the million, bearing this burden with them!

China will soon be alive with speculators, steam power, electricity, money grabbing and Russian soldiers.



## COMPARATIVE NAVAL STRENGTH

The report that a good portion of the \$50,000,000 emergency fund voted by Congress to be used by the President, at his discretion, for the National defense is to be spent for the purchase abroad of war vessels and desirable ships to be converted into auxiliary cruisers has caused some people to wonder why the navy, if so much stronger than that of Spain, according to current newspaper reports, should be in need of further strengthening. Such people fail to reflect that the United States, to be on the same footing as Spain, must really possess a much more powerful navy than that country, because we have a more extensive and an infinitely more vulnerable coast line. We have very much more to defend than Spain has, whereas, in the very nature of things, this country would have to assume the offensive, as well as protect its commerce and ports from powerful cruisers and the horde of "Letters of marque" that would be in the Spanish service.

Moreover, there is no reason to believe that our fleet is so very much stronger than that of our possible antagonist. Of course, all Americans have unbounded faith in the valor and ability of their seamen, and have no fear that they will fail to achieve victory over any antagonist of anything near equal strength; but the relative strength of the two fleets is sufficiently close to warrant the Administration in making all possible efforts to increase our naval strength by buying vessels abroad, particularly as it is admitted that Spain has already done the same thing.

So far as the relative strength of the two countries in ships is concerned, it must be admitted that the United States has a considerable superiority in battle-ships. We have five battle-ships in service, four of which are of the first class. Opposed to these Spain can show only one ship—the Pelayo—a fine vessel of about the Indiana class, with lighter armament, however. Of coast defense ships of a serviceable type we have six in service, all double-turreted monitors, with heavily-armored turrets and modern guns. To these Spain could oppose three vessels, only one of which could be considered the equal of our ships.

With the battle-ships and coast defense vessels our superiority ends. We possess only two armored cruisers, as compared with Spain's seven. These Spanish armored cruisers are about as fine ships of their class as any afloat. They are modern in every respect, are well protected, have high speed and a powerful armament. If well fought

these ships would prove formidable antagonists. The finest and newest of this list of armored cruisers is the Cristobal Colon, recently built for Italy and sold to Spain. There is no finer cruiser of her size afloat than that ship. To this strength of armored cruisers will have to be added the vessels which Spain is reported to have recently purchased. If she has secured the Chilean cruiser O'Higgins, now about completed at Elswick, another splendid armored cruiser will have been added to her list. The O'Higgins is much larger than the Cristobal Colon, has a thicker armor belt and carries a heavier armament, all her guns being rapid-fire of the latest type. If Spain has not yet secured possession of this ship the United States should buy her at any cost, as it is doubtful if even the Brooklyn is as heavily armed; and it is certain her battery is not as modern.

Of cruisers and gunboats the United States possesses about fifty vessels of all sizes, including serviceable old ships—and they are as fine ships as any to be found anywhere. To offset these cruisers Spain has 112 ships, the great majority of which are small gunboats, which would not be of very great service in time of war, although they would have, of course, to be taken into account. In the matter of torpedo boats the United States is distinctly and seriously deficient. We have in service, or about to be commissioned, ten torpedo boats, as compared with twenty-eight possessed by Spain. Of torpedo boat destroyers of large size and very great speed Spain has six, while we have none. In torpedo boats, therefore, we are seriously deficient, and the possession of the destroyers by Spain would be of immense advantage to her if the boats were well handled.

It will, therefore, be seen that our superiority in battle-ships and coast defense vessels is, in a measure, offset by Spain's superiority in armored cruisers and torpedo vessels. This evening-up of naval strength is certainly nothing to be worried about, and would probably give our gallant sailors no trouble; but it certainly justifies the President in making every possible effort to add to our naval strength by putting in order every ship we have, in preparing to arm our auxiliary cruisers and in purchasing all available warships which can be secured abroad.

One more sign that the South is working ahead in the matter of cotton manufacture is to be found in the fact that the Lynchburg, Va., cotton mills are about to double their equipment.

## BRITISH SYMPATHY.

One of the strangest developments connected with the existing war scare is the disposition shown on all sides to court British support, both moral and material. As our public men have been prone to denounce everything English upon every opportunity, this sudden change in front would appear remarkable, were it not for the fact that recent events have shown that this country has really no friends abroad, with the single exception of England. Should there be war with Spain, all the countries of continental Europe would be either openly or covertly in sympathy with Spain. That British sympathy would be with us there is not the least doubt; in fact, it has already been shown in various ways. It is now clear to everybody that, if we are to secure ships and munitions of war abroad, it will be from England that these supplies will have to come.

All this is not so extraordinary after all. We are largely of the same blood as the British; the institutions of the two countries are much the same; we have a common literature and language, and similar traditions and customs. The English-speaking peoples may quarrel among themselves occasionally, but as against a foe of another race they are more likely than not to stand together. Aside from the sympathy which is undoubtedly felt in Great Britain for this country, there is another good and solid reason why the British government and people should desire to win our good graces. It is clear to everybody that England is about entering upon a struggle with Russia for the control of Asia. As Russia has the backing of France, and may eventually secure that of Germany and Austria, it becomes all important that the sympathy of the United States should be enlisted on the British side. Our British cousins are shrewd enough to see that the best way to secure our help in their hour of need is to throw their support in our favor in the contest we may possibly have on our hands with Spain.

It has long been a dream of some English statesmen that, sooner or later, there will be an alliance, offensive and defensive, arranged between all the English-speaking peoples. These statesmen now see an opportunity of making a long stride in the direction of accomplishing what they propose, and they are not likely to allow the chance to slip through their fingers. They will not fail to point out to us that our interests in the Far East are identical with those of England. The United States, after Great Britain, enjoys a

larger share of the trade of the Orient than any other country, and, consequently, we would be heavy losers were the powers of continental Europe, and particularly Russia, to impose their sway upon China. In a struggle with Russia over the possession of China, England is certain to have our moral support, and if British public men manage matters adroitly, it is by no means impossible that they might secure something more substantial than mere moral aid in the struggle which is sure to come sooner or later. An Anglo-Saxon alliance does not certainly appear as visionary as it did a little while back. Should we have war with Spain, it would be pretty certain to come if Great Britain sought it.

From May to October of next year there will be held in Philadelphia, under the auspices of the Philadelphia Commercial Museum, an international commercial congress that will be of great interest and benefit to American manufacturers. It is proposed to bring to this country representatives of the chambers of commerce of all nations, and show them what goods America can manufacture and at what prices. The principal exhibits will be of goods that are most suitable for export, and these will be displayed side by side with the European goods with which they have to compete. There will also be a department showing how goods have to be packed to meet the demands of foreign trade, what labels must be used, and how merchandise must be put up for the export trade. It is confidently believed that great good must result to American manufacturers from thus being brought into direct personal contact with the buyers, merchants and bankers of foreign countries.

The New York system of employing convicts in the manufacture of supplies for state charitable and penal institutions has been such a success that the committee recommends extensions that will make it more general and more effective in its scope. For the further employment of the inmates of the penal institutions, the committee recommends that a flour plant industry be assigned to one of the penitentiaries, so that the large quantity of flour to be consumed daily by the various institutions throughout the State may be made by the labor of the convicts.

One of the pests of being a well-known man is the shoals of begging letters that assail him. Prince Bismarck receives these appeals by the thousand. One day his Secretary added up the sums begged for, and found that they amounted to 10,000,000 marks.



EVERY MAN LIKES

# "MR. THOMAS"

## The Best Nickel Cigar in the State.

Ruhe Bros. Co., Makers.  
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,  
Kalamazoo, Mich.



## Getting the People

### Failure and Success in General Advertising Methods.

Written for the TRADESMAN.

There is no part of the business of selling goods so profitable as the publicity, it directed properly. The utmost care is used in buying—prices, qualities and fitness for the trade are closely looked after. The best knowledge which lies in the experience of the merchant is devoted to these points and to the arrangement of the goods upon the shelves and counters and in the show cases and windows to the greatest possible advantage, with reference to their sale. In conversation with the customer, the merchant or clerk makes use of every telling argument to convince the prospective buyer that these articles are what he needs, and to show him that prices and qualities are on a level with economy.

On this phase of the work the merchant expends time and brains after the customer's presence has been secured. But, to secure that presence in his store, what does he do? In far too many instances the dealer expends hard cash, with the accompaniment of no brains. Everyone knows that money, unless helped out by human intelligence, is of no use. The old apple woman who paid a penny each for apples and sold them for ten cents a dozen is an illustration of this. Her philosophy was that she didn't make much money, but made up for it by doing a big business.

Ridiculous as it may appear, there are many advertisers in this United States to-day who are conducting their advertising business on much the same principle as the old apple woman—they spend money minus intelligence, but make up for the lack of results by using large space, and then they say that advertising doesn't pay.

I am well aware that what I am saying here is an old story, but it is a story which admits of unlimited repetition, and even then does not become fixed in the minds of some.

If anything, more caution, vim and brains should be put into the advertising than any other department of merchandising. The people must be continually appealed to in such a manner that their interest will never flag. The successful advertiser is the one who conducts his publicity so fascinatingly that the public is always eager to read his advertisements, and speculation is indulged in as to what he will do next.

This attractiveness consists of a combination of numerous qualities, more prominent among which are the features which arouse curiosity, personal interest, novelty and a display of energy which shows that the merchant is a good one to buy of, not only on paper but in his store.

To embrace these points and give each its due share of attention to insure profitable publicity requires careful study. And not the least care must be displayed to convince people that the advertisement is not the result of this study, but a spontaneous production inspired by a knowledge of the merits of the goods advertised. The advertisements must convince the reader that the goods are so complete and satisfying in themselves that they are a source of inspiration for good things to be said of them. It's the goods you are advertising, not the man who wrote the advertisement.

The merchant who expects and intends to win success first carefully selects his stock with a view to the class of trade he hopes to win. When the jobber ships the goods, the merchant unpacks and arranges them in proper order in his store, with a view to their best display. In his show windows he displays the best of his stock in the most attractive manner possible, that the public may judge from these samples what is on sale inside. What would be thought of the man who, when his stock of goods arrives, dumps them promiscuously around his store, and puts a miscellaneous heap of them in his show windows, without any reference to taste or order? Why, people would say he was crazy.

In advertising these same goods, this very lack of order, taste and attractiveness, which are so essential in the store itself, is allowed to display itself, in far too many instances. Words and ideas which, if properly assorted and arranged as they should be in the advertisement, are "things of beauty" and "People Getters" are jumbled together in a heap of intelligible verbiage, or else the old stereotyped forms are adhered to. And yet the buying public ought no more to be expected to read such publicity than they would be to select a merchant for patronage whose stock of goods is piled in an indistinguishable heap in the middle of the floor.

Language is just as much and as profitable a part of a merchant's stock in trade as is his merchandise. Words properly grouped convey to the mind impressions, as the sun prints on the photographer's plate. In the latter case, if the focus is not correct, the picture becomes a hideous caricature. In the case of an illy-written advertisement the impression on the mind of the possible customer is either distorted or lost altogether. But when the arrangement is logical, attractive, convincing and forcible, the focus is right, and a profitable impression is the inevitable result.

"But," says the unsuccessful advertiser, "I have said all I can think of, over and over again. I have no new ideas." Let me ask you if, when the customer enters your place of business, you find any difficulty in the selection and use of such words and phrases as are necessary to put the merits of the goods before him in such a pleasing light that the sale is made and the customer satisfied. "No," you say, "of course not. But that's a different matter entirely. In that case you have the man or woman personally before you to talk to."

This is just the point I wish to impress upon the advertiser: In writing of the good qualities of your merchandise, talk to the public with the idea in your mind that the public is one person, and that that person is before you in the body. Say to him, in your advertisements, just those words to which you would give utterance vocally. Be as natural as possible; and, if you think you would say "Howdy," in greeting a possible customer, and that the Hoosierism would please him and influence him in your favor, say it. While the use of good language is always desirable, phrases which approach the reader on figurative stilts are worse than the most unintelligible and uncouth colloquialisms.

"One man power" is poor policy in writing publicity. Every merchant has clerks selected because of their capa-

## The Test of Time

A business house that runs the gauntlet of time and comes out unscathed from the scourgings 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.



bilities for disposing profitably of merchandise. To sell goods, the clerk must be a man or woman of brains, and capable of using them. The merchant who consults with his clerks about his advertisements will find a mine of ideas and information which he can not afford to neglect. Such consultation and adaptation of ideas also serve to give variety and piquancy to the subject matter of the advertising.

Bad advertising is synonymous for dullness, staleness, slowness and slothfulness.

Good advertising signifies vim, push, brilliancy, naturalness and originality.

The one loses—the other wins. Which will you choose? NEMO.

#### Courtesy Behind the Counter.

Courtesy in business is one of the secrets of success, and the want of it the broken link in a lost chain. It is as true in business as it is in most other things that the average man prefers a soft hand to the paw of a bear. Everybody, whatever of barnacles or barbed wire he may carry on his person, has a green leaf in his nature, that turns its front to the sun and its back to the frost. Even a cat prefers a pat to a broomstick, and even a wasp, with a pugnacious disposition, is less likely to get inside a grocer's cellar when molasses is in the neighborhood. A schoolmaster that is more generous with the rod than with his sympathy is coffee without sugar and cake without currants to the average boy.

It is the same in a mill or a mine where a manager mistakes men for mules and a foreman loves to find fault as a cat does to catch a mouse. Nor is a store any exception to the same rule. It requires courtesy to sell even cheap calico, or a teapot below cost. In saying this we do not limit the value of courtesy to simply an effective business policy, nor do we believe that, if assumed for this sole purpose, it passes for more than a plugged dime or a wooden nutmeg. It overloads the mule, and to any man who has budded his wisdom teeth purely business courtesy has the suspicious look that spoon bait has to a trout that, having once got on the hook, only escaped the frying pan by a dash for freedom. Few men are so short-sighted as not to see the difference between a courteous clerk and a simpering boor. True courtesy is not to be put on as is a collar, or taken off as is a necktie; nor can it be turned on like gas or shut off like water.

It is the same outside the store as in it, and in failing to make a sale as it is in selling a bolt of satin. It must be natural to be effective. Simulation never pays. We have heard of onions and tears, smiles and schemes, and of smooth words when the velvet was necessary to cover up a trade fraud; but, however successful the diplomacy, it was only a question of time when the hens located the fox. Nor is genuine courtesy simply a style of speech or manner. Some men are gifted with the persuasive eye and the musical tongue—some are not. They are less plausible, more direct and positive, and by no means luxuriant in vocabularies and mannerisms. They are not singing birds, like the canary, but practical and grave as the raven and the rook. Now these variations in type do not exclude an identity in courtesy. It is the same tune on another instrument, and not a whit the less perfect on a cornet than on a violin. The secret of identity is not in the instrument, but in the music; nor is it to be forgotten that courtesy in a grave and positive character is often more impressive and effective than in that less staid and more pictorial. The secret of it all lies in its genuineness. The aroma of a violet is not supplied by a distiller, nor is the color of a cherry obtained from a painter; so can true courtesy spring from aught else than the self-respect that includes the respect due to others. Behind the counter it is of incalculable value, and where it is missing it is a case of a clerk being of less value than his salary.

#### The Cash Principle in Retail Business.

The advantages of cash dealings are many, the objections are few, and yet the objections are so strong that they have dominated the human race from the beginning down to the present time. Only now and then has a brave, hard-headed merchant dared to conduct his business on the right principle. None of us is in business for his health, nor yet for amusement. The first object is to make money. That system bearing plainly the stamp of honesty, which will secure us the largest net gain and afford us the greatest contentment of mind while operating it, is the best to employ.

I wish to be understood as referring to the cash principle in its perfect form. There are no books except the cash book. All goods are sold for cash and all purchases are discounted. This plan is feasible if sufficient capital is provided to conduct the business. One great advantage of this system is the reduction in the actual expense of conducting the business. There are no book-keeping, no collecting, no loss from bad accounts, and no charge for interest. In place of the latter there is an important credit to profit account secured by the discount on purchases. This is a source of gain entirely unknown to the man who does an extensive credit business, even although he operates on the same capital as his neighbor. Goods rightly bought are half sold, is an old adage, and experience shows how true it is. We all realize that cash, other things being equal, is that with which to purchase. It buys goods right.

A man who is not obliged to use his time and ability in running after what should have been his when the goods were passed over the counter, or to stand off some importunate creditor, has opportunity to keep posted as to prices and as to the general condition of the markets. He is able to keep abreast of the times. Who shall say, then, that the up-to-date merchant has not an important advantage in many ways, and who will believe that, by the employment of his time in the business, as just described, he does not find means to add to his profits?

Perhaps you ask why, if the cash principle leads to this superior management of business and to contentment of mind, and in various respects is a panacea for the ills of business life, it is not universally adopted? I reply that in the majority of cases it is the same as in your own case. You have not the courage to make the change. You fear that you will lose trade, that you will offend certain old customers who are "perfectly good," and that your trade will go to your competitor. This last would probably be true, if you kept your prices where you found it necessary to put them to enable you, under the old system, to show a profit. Let me ask, do you not owe something to the dear public, or at least to that portion of it which has the cash or has always paid you promptly, and is it fair that you should longer ask cash customers to pay the premium you once demanded because certain dead-beats never paid anything?

The cash system treats all alike. No one pays the debts of another. It is a recognized fact that the prices of goods in stores selling for cash are less than in those where business is transacted on the credit basis. In many cases the difference is as much as 10 per cent., and, in some even 15 per cent. If this advantage in price will not bring to

you as liberal a trade as you heretofore enjoyed, then it is to be concluded that you are, for a fact, operating in a very dry community. Consider the cases of the few merchants scattered throughout the country who have had the nerve and courage to adopt the cash system. Enquire of them if they would return to the old way. Ask them as to their net profits, and whether or not they sleep well nights. Their answers will heartily commend the cash system. The profits actually realized upon the business and the amount of wear upon the merchant in conducting it include the whole question. F. J. HOPKINS.

#### How a Fly Caused Many Sleepless Nights.

A book-keeper in a San Francisco wholesale house recently spent sleepless nights for three weeks in fruitless efforts to make his books balance.

There was an apparent shortage of \$900 that could not be accounted for.

He added up columns and struck balances until he was almost insane. He finally worked himself into the frame of mind that usually lands a man in Canada, the insane asylum or a suicide's grave, when the manager of the house invited his confidence.

Then they went over the books together, but the \$900 shortage was still there.

The head of the house was called in and the work of overhauling accounts commenced again. They had not gone far before they came to an entry of \$1,900.

"Why that should be \$1,000!" exclaimed the employer.

"How did it happen to be entered \$1,900?"

A careful examination showed that a fly had been crushed between the pages of the cash-book, and one of its legs made a tail of the first cipher of the \$1,000 entry, converting it into a nine.

## Association Matters

#### Michigan Retail Grocers' Association

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

#### Michigan Hardware Association

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

#### Detroit Retail Grocers' Association

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

#### Grand Rapids Retail Grocers' Association

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

#### Saginaw Mercantile Association

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

#### Jackson Retail Grocers' Association

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

#### Lansing Retail Grocers' Association

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

#### Adrian Retail Grocers' Association

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

#### Traverse City Business Men's Association

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

#### Owosso Business Men's Association

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

#### Alpena Business Men's Association

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

#### Grand Rapids Retail Meat Dealers' Association

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

#### St. Johns Business Men's Association

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

## 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

### How Sim the Shoemaker Taught the Trade.

About ten years ago, in Silverton, Oregon, one summer afternoon I sat in the shoe shop of Frank Simeral, the village cobbler, whittling leather scraps with one of his sharp knives. During the afternoon I had cut up a pair of uppers by mistake for old scraps.

In a gruff voice Simeral enquired why, if I was so fond of cutting up leather, I did not learn the shoemaker's trade.

"You have been setting around my shop cutting up leather for more than a year without missing a day. I ain't much of a judge to tell what a feller is cut out for, but if I was I would say you was a natural born shoemaker, and, besides, you're getting big enough now to make a start in life."

For the first time in my life I felt the responsibilities of becoming a man, and a man with some particular occupation, and I looked at Simeral with as much feeling as a chorus girl does at the author of the play. It was about the first time I had ever heard Simeral talk in earnest on anything but baseball, and the advice had really commenced to work. I went in next door with tears in my eyes and asked Billy Jones, the photographer, if he thought I had any talent for making shoes. Billy, after some deep thought, came to the conclusion that if I had any talent at all he would say it was for making boots. So I returned to Simeral with favorable news from the photographer and was ready to listen to more fatherly advice from Sim. We called him Sim for short.

"Well," says Sim, "I'll teach you the trade. You work for me for one year for your board, and at the end of that time I will pay you what you are worth."

"All right. When do I commence?"

"Monday," he suggested.

But I couldn't wait until Monday, so he finally gave in, and I was to commence the next morning.

I was as excited as a 2-year-old at its first race and I spent most of the afternoon smearing my fingers with shoemakers' wax, so that I would look as much like a shoemaker as possible.

I told some of the other boys in town—those who I knew would be envious. I sat up with Sim that evening until he closed up for the night, for this man had suddenly grown in my estimation from the runty looking shoemaker that he was to the greatest cobbler that ever muffed a ball. He seemed to me a giant promoter of young men. I fairly worshipped the seat he sat in (it was better than mine). To think this man had discovered what I was intended for in one year, while a man of my father's ability had been sixteen years in search of it, and then hadn't found it!

It was closing time and he let me take home a pocketful of shoemakers' awls and a lot of wooden pegs, so that I might sleep well. I sneaked home with the secret of my debut as a shoemaker deep in my breast. I lay awake all night thinking of what the town girls would do when they heard that I had really gone to work, and at such an enviable job. I stood it until about 4 in the morning. Then I got up and went straight to the shoeshop and there waited for Simeral, who generally got down about 9. Now, my chief duties at home were to get up the cows in the

morning and milk. We let them run in the streets at night in the hope that they would eat enough hay and other necessities of life out of the farmers' wagons to keep them in the best of health. On this occasion I did not even get the cows up. My excitement was too great.

Simeral arrived about 9 o'clock and I never was so glad to see a man in my life. It seemed as though I hadn't seen him for a year. He unlocked the door, and we sauntered in. I started to put on one of the aprons, and expected that I would go right to pegging boots, but Sim said: "Now, Homer, there ain't any work in that you can start at to-day, but in two or three days there will be some that you can work at. In the meantime, however, I will tell you what I wish you would do. Up in the alley back of my house there is about three cords of wood. Now, I wish you would go up and find my saw and buck. Saw that wood twice in two and throw it over into the woodshed."

Well, it struck me as a rather queer branch of the trade which I was supposed to be learning, but rather than have a misunderstanding the first day I went up and began sawing the wood. All at once I recognized the sound of a familiar cowbell. I looked around and discovered my father driving our cows—the cows I had neglected—right up the small street where I was learning the trade. I was trembling in every limb for fear father would recognize me; not that I had fear of a thrashing, but I feared that he would laugh when I told him the truth, as he had a merciless sense of humor. I knew he would play on me as long as I lived. So I determined that I should say nothing and continue to saw wood in the hope that he would plod on by without recognizing me. But the cows knew me. They stopped and then father stopped.

My heart was beating as loud as a bass drum and the cold perspiration stood out on my bare arms and brow like the morning dew on a pumpkin leaf.

"Well, what's this?" exclaimed my aged parent.

I said nothing, but sawed wood.

"Homer, what in the world are you doing here?"

I couldn't deceive him any longer, so I told him the truth.

"Pa, I am learning the shoemaker's trade of Frank Simeral."

The old gentleman's face was a study. At first I thought I saw great pain, mingled with a sort of crying laugh. His face was making a terrible bluff all the time at keeping straight and I immediately went to work again, when he stopped me.

"Well, hold on. Can't you talk with me a moment? So you're learning the shoe trade, are you?"

"Yes, I am."

Taking me by the hand, father said: "Well, now, Homer, this don't look right to me. I am recognized by all the town as your father, and I am getting old. Now, I don't want to stop you from learning the shoemaker's trade, but unless you are playing to favorites come home and learn it of me. We've got all our winter's wood to saw up yet."

So father, the cows and I fell in line and went home. After breakfast—which up to that time I had forgotten—I began the shoemaker's trade at home, while father went down to Simeral's shoeshop to talk it over with my exboss.

HOMER DAVENPORT.

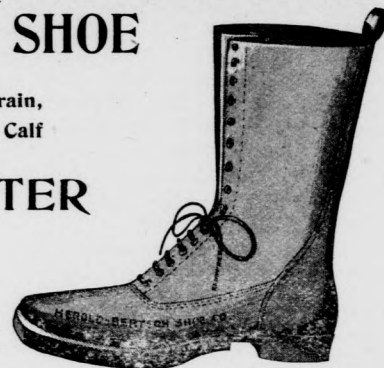
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We carry it in Oil Grain,  
Bengal or Kangaroo Calf

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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,  
Sole Leather Counter, Solid Inner Sole, Solid Out } \$1.00  
Sole and Slip Sole, Fair Stitch, Bals, 6 wide,  
No. 46. Same Shoe, Plain Globe Toe, Bals, \$1.  
No. 47. Same Shoe, Plain Globe Toe, Congress, \$1.

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

Michigan Shoe Company,

81-83 Jefferson Ave.,  
Detroit, Michigan

## Rindge, Kalmbach, Logie & Co.

Successors to

Rindge, Kalmbach & Co.,

Manufacturers  
. . . And Jobbers of

## BOOTS AND SHOES

Our Spring Lines are Complete.  
Your Business Solicited.

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

## CHILDREN'S SHOES

. . . FOR . . .

## SPRING...

We have the most complete line.

Novelties that are Money Makers.

HIRTH, KRAUSE & CO.



### Practical Use of the Embellishments of Study.

Written for the TRADESMAN.

Years ago, I possessed an intimate friend in the person of a certain Dr. Wing, who considered no labor too arduous in the acquisition of useful knowledge, provided it had a practical application in some of the daily affairs of life. There was no vanity in the man's nature and all his knowledge must possess in some way an efficient and operative force. Thus, after he had mastered all the ordinary branches of school education, he reached out after what he termed "the useful embellishments." These last acquisitions were not for amassing personal wealth, but for gratuitous serviceable purposes among his fellowmen when nothing else would answer so well.

Let me illustrate: Riding out with some friends and relatives one day far away from his home, they lost the direction they desired to take; and, beckoning to a man standing in the door of a farmhouse, the driver enquired the direction to the county seat. The man answered in a foreign language, not a word of which was understood except by my friend, the guest of the party. He talked with the stranger fluently in his own language, and then explained to the company that the man was a Spaniard, and had given him all the information required. Arriving at the suburbs of the village, they found an assemblage of a dozen or more persons around a seemingly insane man, who was making a variety of rapid gestures, yet not uttering a word or sound. My friend, noticing him, asked the driver to stop the carriage for a moment, while he arose from his seat and, raising one hand, attracted the supposed insane man's attention, whose perplexed expression instantly changed to a smile, and with rapid motions of his fingers the doctor began to converse with him in the sign language of deaf mutes and in a few moments was able to send him on his way with his desired information, the man smilingly bowing his thanks to his unknown friend. Dr. Wing also spoke and wrote the German language with ease and elegance, and was a good telegraph operator as well, and wherever known as such a complimentary use of the key was always at his service.

I make these prefatory remarks to show how convenient and useful the so-regarded embellishments of an ordinary education may become, oftentimes saving even life and property. Our young people should neglect no opportunity, particularly where the cost is only a little time, to obtain a fair knowledge of those useful attainments which are commonly regarded as specialties, but which too many imagine hardly worthy of study unless they are for a permanent business and possess a cash value. Having myself a practical knowledge of telegraphy, it is often a source of pleasure to me, and at least once served me a very useful purpose as well. I was engaged in the sale of miscellaneous books in the northwestern portion of Canada. My goods were forwarded by public conveyance to some distant point in this then newly-settled section of the province, whither I would follow, sometimes on foot, and would dispose of them at public auction each evening and by private sale during the day, often remaining an entire week at one place. After a long day's tramp through a sparsely settled country, one hot day in summer, I reached a public house

by the roadside, to which I had shipped a consignment of my goods. In front of it, on a large swinging sign, I read:

#### MAGNETIC HOTEL.

I could not repress a smile at the name, for I saw nothing attractive (!) about it, save the name; and, although I afterward found the barroom was something of a loadstone in the evening, the balance of the hotel was surely a negative pole. The second evening of my sale was largely attended, and I was kept busy until 11 o'clock, when I had closed out the entire stock. As I was about to retire for the night, the landlord beckoned me to come with him to the diningroom, and asked if I would not partake of a light lunch—a glass of ale or cup of tea and a bit of bread and cheese—before retiring, as about six hours had elapsed since I had eaten. I accepted the cup of tea and bread and cheese, which he placed before me, and then he retired to the barroom. I gingerly took a sip of the hot tea, but as it seemed poor in quality, I ate only the bread and cheese, which I relished. Then, rising from the table, I emptied the balance of the tea into an open fireplace at one end of the room and proceeded to retire for the night. As I had quite a sum of money in my pocket, I thrust my single-barreled pistol under the pillow, and carefully placed a washstand against the only door of the room, which had no lock upon it, and the floor of which was bare of rug or carpet. I then pushed a heavy bolt on the door to its place, crawled into bed and was soon asleep. Sometime in the night I was awakened suddenly, I never knew from what cause. I sat up in bed and listened, but all was quiet about the house. I was just dropping off to the land of dreams again, when I heard a disconnected tapping, as the end of a pencil might be supposed to make on an empty pasteboard box. The sound ceased occasionally for a moment, but soon was heard again, although less rapid and less sonorous. I was listening intently, when quite unconsciously I found myself reading a conversation between two persons. One sentence said: "He may be awake." "No, he is all right for a few hours; I put morfeen in his tee, and the cup was empty," was the next sentence. "Aha! you did!" I exclaimed to myself. "A high-principled landlord you are, although a very poor speller! That alone should convict you. So my cup was empty, eh? Fortunately, I do not contain its contents." After what seemed a half hour, but might in reality have been only a few minutes, during which I lay intently listening, I heard the cautious sliding of my washstand over the floor, as if the door were being pushed against it. This astonished me, as I was positive I had bolted it. The night was pitch dark and I could see nothing. The noise on the floor ceased and soon I could hear the steady breathing of some person not far from the chair on which I had deposited my clothes. Quietly grasping my pistol, I pointed it in the direction of the sound and was ready for action. Happening to move my thumb along the barrel, I found I had failed to cock it, and then quickly raised the hammer to its place, the double clicking resounding through the room. After waiting some time, and finding the breathing had ceased, I struck a light. I was the only occupant of the room! The door was closed and bolted as I had left it, and had the washstand not stood a good distance from it, I should have said, "It's only a

dream." Nearly a year afterward, I read of this landlord's arrest and prosecution for stealing money from his guests. It appeared that he had practiced this for many years. His own wife was his aid, and it was this precious couple I had heard conversing by sound in one end of their dining room. They were never known to take all the money a guest might have—only a small percentage of it; yet they had amassed wealth. An examination of the hotel revealed a secret sliding panel in every door, where a hand might reach through and unbolt and bolt it noiselessly.

FRANK A. HOWIG.

#### The Boy Was Very Honest.

"Papa," said Johnny, "I am a very honest little boy, and I proved it today." "Tell me about it," asked his father proudly, taking son on his knee. "I went to the store," answered Johnny, "and the grocerymen went into a backroom and left me all alone near a barrel of apples. I could have stolen them all, but I thought I would be honest, so only took two."

#### Too Costly for Regular Smoking.

"What did you think of that cigar I gave you yesterday?" "Not much. It cost me \$4." "How so?" "Why, it gave my wife the idea that the gas was leaking somewhere, and she sent for a plumber."

#### Reviving the Incident.

Miss Elderly—I am deeply interested in the study of prehistoric man. Miss Cutting—He was a near relation of yours, I suppose.

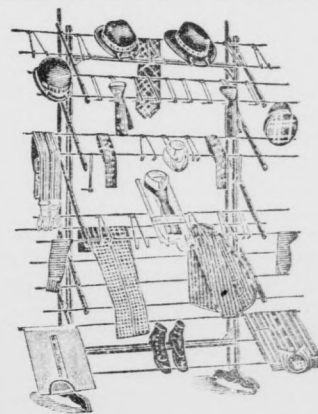
The gross receipts of the Pennsylvania Railroad last year were over \$128,000,000.

## 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.



### Acme Manufacturing Co.,

of Battle Creek, Mich., manufacturers of Window Display Fixtures, for displaying every line of goods. Write for illustrated catalogue.



## Are You In Earnest

about wanting to lay your business propositions before the retail merchants of Michigan and Northern Indiana? If you really are, here is your opportunity. The

## Michigan Tradesman

devotes all its time and efforts to catering to the wants of that class. It doesn't go everywhere, because there are not merchants at every crossroads. It has a bona fide paid circulation. Has just what it claims, and claims just what it has. It is a good advertising medium for the general advertiser. We'll make it better right along. Sample and rates on request.

Grand Rapids.



## Fruits and Produce.

### Effect of Good and Bad Bacteria on Cheese.

I have been interested for the past fifteen years in the study of the bacteriology of cheese. I was first introduced into this work about 1883 or 1884, when about 300 cases of cheese poisoning occurred in Michigan, and I was called upon to investigate the cause of the poisoning. Ever since that time I have not quit the work; I have been at it more or less. Of course, I have a great many duties and I could not stick at it constantly, but nearly every odd moment that I have had I have been hunting through some cheese to find some new germs.

Bacteria are very low forms of vegetable life. They are not animals, they are vegetables. According to their form we divide bacteria into three groups—little rods, or bacilli, as we call them; little round balls, or cocci, as we call them; and twisted or curved rods, which are called spirilla, which is a distinction in regard to form. Bacteria might also be divided into those that are harmful and those that are beneficial. We hear a great deal more about the former than the latter. Some are serviceable to us; in fact, I have no doubt that bacteria make many things pleasant to the palate and I have no doubt that bacteria are important factors in the manufacture of cheese, although Prof. Russell, of the University of Wisconsin, has recently announced that he believes the substance which is developed in ripening cheese is a chemical ferment and not bacteria. It is certainly true that the flavor of cheese and its palatability are largely dependent upon the bacteria that grow in them.

As to the size of these organisms, they vary a great deal, but the average bacterium is about one three-thousandth of an inch small. It takes a pretty good magnifying glass to see such an object. It is about the diameter of a red blood corpuscle. The bacterium is about as long as the diameter of a red corpuscle. You can get some idea of how these little things might get through our bodies when you know how many blood corpuscles pass through our arteries and our veins and through the smallest capillaries in our bodies.

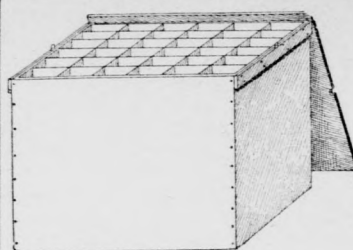
Bacteria grow by fission, as we call it. They lengthen out and divide into two and each one has a separate existence; then each one of these divides into two; in fact, a Frenchman has written a work in which he has shown quite logically that bacteria are the only things in this world which are immortal. He says here is a bacterium which divides into two, and which is father and which is child you can not say—one is just as much parent and just as much off-spring as the other, and if there was no way of killing them, they would live forever—and you can't answer that argument.

I say that they multiply very rapidly. If you could take one of these bacteria and let it grow under the most favorable conditions, first, the one would divide into two and the two into four, four into eight, and so on, and some one has figured out that, if a single germ could go on uninterruptedly multiplying in this way and not meet with any adverse circumstances at all, after about ten days there would be enough from that one germ to fill every drop of water there is on the globe. So you

may have some idea of the rapidity with which they multiply.

This is of importance to us in the consideration of the bacteriology of cheese. As I have said, some of the bacteria are harmful and some are beneficial. In my study of the bacteriology of cheese, I have endeavored to separate the harmful from the harmless and the beneficial germs. Last fall I felt that I had a little time that I might devote to the study of the bacteriology of cheese, and through the State Board of Health and through the Food Commissioner, I requested each manufacturer of cheese in the State to send me a sample of his cheese, whether good or bad, for examination, and I must thank the cheesemakers for the readiness with which they responded to this request. I received samples of cheese from fifty-five different manufacturers, most of whom are in the State of Michigan. I received two samples, I think, from Herkimer county, New York, about a dozen samples from Wisconsin and two or three from Canada.

I have taken those samples of cheese, and with a knife, which had been sterilized by being heated in a flame, I have made a section through the piece of cheese and then with a little loop of platinum, which has also been sterilized, have dug out a little piece, about the same size in each case, from the interior of the cheese sent me. Then I have placed that little bit of cheese, very small, almost microscopical, in a tube of sterilized beef tea. Then I have placed the beef tea in an incubator and kept it at the temperature of the human body, about 98 deg. Fahrenheit, for twenty-four hours. Then I have injected the beef tea, and with the growth of the germs at about the end of twenty-four hours the beef tea is all cloudy and filled with germs. Then I have injected a sample of this beef tea into a rabbit, a cat and a guinea pig, and if the animal dies—and he does in the majority of cases within twenty-four hours—I then make sections from the spleen and the liver and take a tiny drop of blood from the heart of the animal without opening the heart. As soon as the animal is dead, he is opened and a tiny bit from the liver and the kidney or the spleen is taken out with a loop, such as I have described in taking the bit of cheese, and that is put in some beef tea for the germs to grow. Then I have taken the heart unopened and run over the surface of that with a red-hot iron, so as to kill any germs that might in the meantime have gotten on the surface of it, and then, with a very fine piece of sterilized glass tubing, I have pierced the wall of the heart and sucked up into the tube a drop of the blood and have placed that in beef tea and allowed it to grow. At the same time that I made the preparation for injecting into the animals, I took a little bit of cheese and put it into a tube of gelatine—gelatine just as it is prepared for the table, only put in test tubes and thoroughly sterilized, of course. Then this gelatine is poured on a glass plate, what we know as a plate culture, or into a glass dish, which has been sterilized. The gelatine is heated just enough to liquefy it and not enough to destroy the germs, and it spreads out all over the plate and wherever a germ is present in the gelatine, a little bunch of germs begins to grow and we have a colony of germs, as we say. In that way I get all the germs that are in the cheese—the good, bad and the indifferent. From the animal I get the germ that is poisonous. The



**WM. SMITH**

Manufacturer of

**EGG CASES, FARMERS' CASES, EGG CASE FILLERS ODORLESS FILLERS AND EXCELSIOR.**

Capacity one carload a day. Prompt shipment on short notice. Will make any case desired. Write for price list. We compete with all other manufacturers.

**EATON RAPIDS, 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.

## 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.

## BEANS AND POTATOES

CARLOTS ONLY.

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

## BUTTER

of all grades bought at point of shipment.

**R. HIRT, Jr.,**

Produce Commission Merchant.

Market St., Detroit.

Promptness is the essence of our success.

We will buy your

## Butter and Eggs for Cash

Correspond with us. We do not claim to be the oldest and largest commission house in the country, but in many respects one of the best.

**HARRIS & FRUTCHEY, Detroit**

## SEEDS

The best are the cheapest and these we can always supply.

**ALFRED J. BROWN SEED CO.**

24 and 26 North Division Street,

**Grand Rapids, Mich.**

## Green Vegetables

from the South

Everything that Grows

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

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



germ that I get from the animal must also appear on the plate, otherwise there is something wrong with the experiment. It must be on the plate, because it must have been in the cheese, and unless I find a germ common to the animal and to the plate, then there is something wrong with the experiment.

One of the first things for us to recognize is this: I am not condemning cheese at all, I am doing everything I can in my way to help the cheese industry; but of the fifty-five samples of cheese that I have examined, practically every one of them has contained a germ which killed animals. There are only one or two exceptions out of the fifty-five samples from the fifty-five different cheeses, and it would be rather invidious to mention those one or two cases, of course, in taking so minute a speck from the interior of the cheese. It shows that the poisonous germ must be pretty well distributed, if I get it in so many.

This germ that I have found so common in cheese is a germ belonging to the colon group, as we say. I do not believe that any two of the germs have been exactly the same; that is, there has been some little point of difference here or there, but in every one of these samples of cheese I have found some representative of the colon group of germs.

Where does the colon germ come from? It comes from the intestines of some animal, and the conclusion that I necessarily draw from this is that in every sample of cheese there has been some contamination with the excretions from some animal, most likely from cows. When we think of the chances that there are for this germ getting into the milk, we can scarcely wonder at its being present so often. The colon germ is very frequently on our hands, even although we keep fairly clean hands. If you make a culture from the ends of the fingers, and especially if you take a little dirt from under the finger nail and make a culture from it, you will find a large proportion of the cases find the colon germ present. Then, if you wash the udder of the ordinary cow with a little sterilized water and make a culture from this, you will find the colon germ present, so there are two chances of getting it, from the hands of the milker and from the udder of the cow; and, then, of course, the colon germ is lying about here and there, everywhere in the barn, in the form of dust and little particles.

I have found in my study three groups of germs. The germ which I found in the poison cheese some fourteen years ago probably is not the colon germ; that is a much more virulent germ than the colon, much more poisonous, much more powerful in its action. Then some three years ago I found in some samples of poison cheese again a germ which was not the colon germ, which was more poisonous than the colon germ. Those germs get in the milk only in comparatively exceptional cases, while we may say that the colon germ was nearly always present. There are these three classes of germs. How does the germ produce results? You know what the yeast plant is, how it grows, how it multiplies in a saccharine solution. You know if you take a tiny bit and put it in sugar and keep it in a warm place, the solution will be cloudy. Now, one of these bacteria is very closely allied to the yeast plant. When it grows, it produces two things—carbonic acid gas and alcohol. It produces the poisonous

substance, alcohol. Now, all these harmful germs act very much as the yeast plant does—they produce poisons and these poisons are the substance rather than the germ itself, which causes the ill effects. Of course, as long as the germ is there, and whenever it is there, and whenever it is going, it is producing a poison and when you take the germ into your body, you take the poison along with it, and some of these germs continue to live a little while in the body and to produce poison. That is the way in which germs are harmful.

I have gone thus far in my study of the bacteriology of cheese. I may say that I have found a large number of non-poisoning germs—any amount of them—where I have injected them at times into animals and have produced no ill effects at all, and some of these germs are certainly beneficial to cheese. If you take one of these non-poisonous germs and put it into a glass of sterilized milk and allow it to stand at the temperature of the body for a number of hours, it quite completely digests the casein in milk, peptonizes it, makes it soluble, and I think there can be no question but that such a germ as that in the cheese is beneficial.

I have separated these harmful germs from the harmless germs. That is not worth a great deal to you, is it? I will admit that it is not worth much. It is a necessary step, however, to take. I do not know that I am able to go any farther with the work, but I expect to go ahead, examining different kinds of cheese and getting good germs and bad germs, so far as I can, but what you want is to know how to keep the bad germs out and how to have the good germs present. The practical application of this is for you. I shall be glad if any cheesemaker in Michigan will allow me to come sometime in the spring when he begins to make cheese and try to study this question in the cheese factory. I know practically nothing about making cheese, but I think that, with a practical cheesemaker, I might be able to ascertain something. What are the probabilities now, as I look at it? Of course, if you could sterilize the milk and the sterilization did not render it unfit for cheesemaking—I don't know whether it would or not—and if the sterilization didn't cost so much—I imagine it would cost a good deal—I suppose you can pasteurize milk for making butter, but I imagine if you pasteurize milk for making cheese, it would cost a good deal—it would need special apparatus; everything would have to be sterilized, the vats and all the utensils. The ideal way, I think, would be to sterilize a lot of milk and have the sterilized milk inoculated with the beneficial germs and allow those to grow for a while and then make your cheese. Whether that is practical, I can not say; I am afraid it is not.

Has anything of the kind ever been done in any other line of work? Yes, something like it, although the task was not as great as this. Twenty or twenty-five years ago the beer industry of France was all going back, they didn't make good beer, and Pasteur went to work to find out the cause of it, and he found that most of the yeast that was used in making beer was diseased, had these bacteria that I am speaking of in it. He said the only thing to do was to get a pure culture of yeast, and with a pure culture of yeast—good, healthy yeast—they could make beer that wouldn't be contaminated with bacteria.



ESTABLISHED 1893

**T. L. BRUNDAGE,**  
WHOLESALE COMMISSION MERCHANT  
54 and 56 Central Ave., Cleveland, Ohio.

Only Exclusive Butter and Egg House in the City

Want to correspond with those who have butter and eggs to ship. Can handle large quantities.

**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.

## 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.**

**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.

Specialties in  
**Grocers' Sundries**  
Produce and Fruit of all kinds. Flour, Feed, Baled Hay and Straw.

**Malt Coffee**  
**Cereals**  
**Koffee Aid**

**Butter and Eggs**  
a Specialty

27 Farmer Street, Detroit, Mich.  
Telephone, New 1312.

**We Have Some Special Inducements**  
to offer to . . .

**Commission Merchants**

Write us for particulars.

**MICHIGAN PACKAGE CO.,**  
OWOSSO, MICH.

**PRINTING FOR PRODUCE DEALERS** Tradesman Company  
Grand Rapids.



So, now, most of the large breweries of the world are using pure cultures of yeast for the manufacture of their beer, but there the thing is different; there are not so many harmful bacteria to deal with and there they only have to handle the culture, pick out one nice culture and plant it and grow it and use that for making their cultivation, so the problem is not so difficult as it is in the manufacture of cheese, but it is encouraging to note that something has been done in this direction.

Now, you may think that there is another possibility—I don't know whether it is possible or not—and that is to keep the bad germs out. That is what you are laboring to do. I doubt very much the feasibility of it; I doubt whether you will succeed. What one man regards as filth, another man does not look upon as filth, and you would have to have every man who supplies you with milk practically up in bacteriology to keep out all of the germs. Milk, when it is drawn directly from the udder of a healthy cow into a sterilized vessel, has no germs in it. In 1888 I did this. I got a number of very fine tubes, capillary tubes, and drew them out at both ends and closed each end and hermetically sealed it, and sterilized them, and went to the barn and took along a little bichloride of mercury solution and washed off the udder of a cow, of course having my hands sterilized. I took a little alcohol lamp along and I heated one end of a tube in the lamp, broke it off and introduced the tube into the udder of a cow and allowed it to be filled with milk and immediately sealed the end of the tube, and I kept those tubes until 1894, when, in making some changes in my house, they were broken. But from 1888 to 1894 those tubes of milk stood and never became sour. I mention this simply to show you that milk, as it is taken from the udder of the perfectly healthy cow is germ free. Of course, it will have to be drawn under perfectly safe conditions; the udder would have to be sterilized with as much care as the surgeon uses before he is going to make a surgical operation; the hands would have to be sterilized, the pail into which the milk is drawn would have to be sterilized and then closed and carried to the cheese factory, and it would have to be placed in a sterilized vat.

I have no doubt some of my readers are ready to ask me why it is, if these germs are so common in cheese, that poison is not more frequent. I will say this, that the colon germ produces poison very slowly and is not a very baleful poison. Why it grows faster in one cheese than in another, I am sure I can not tell—probably a great many more get into some samples of cheese than into others.

There is another possibility. There is a struggle for existence among germs, as well as there is among men, and we may after a while learn the conditions under which one of these beneficial germs will grow rapidly, while the harmful germs will grow slowly and, both of them present in the milk or in the cheese the beneficial germ may kill out the other. That is one of the things I am hunting for. I am now taking a sterilized milk and putting a harmful germ in and a harmless germ in and having them grow for a number of days and then inoculating animals with a mixed culture in order to find out, if possible, which germ predominates. That is a possibility we are looking for.

VICTOR C. VAUGHAN.

Ann Arbor, Mich.

## GOTHAM GOSSIP.

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

Special Correspondence.

New York, Mar. 12.—The coffee market here is anything but lively just now, orders from interior roasters having almost ceased. The receipts of green continue very large, but there are those who maintain that this condition will, perhaps, come to a sudden stop, which certainly will be the case if Brazil repudiates her national currency. It is thought that the large planters are hurrying forward their crops, that they may be able to pay their obligations while the currency is still legal tender. If such is the case, coffee at present prices is certainly a good purchase. Rio No. 7 at 6 cents seems like a great bargain, but the market is not active, and the still further cut in package coffees shows that the big roasters are willing to run the chances of low prices—or is it a cut-throat competition in which they are indulging? The amount of coffee in store and afloat amounts to 1,185,313 bags, against 747,106 bags at the same time last year. Mild sorts have sold quite freely and Good Cucuta is quotable at 9@9½c. East Indias are not attracting special attention, but prices are firmly adhered to. Padang Interior is held at 23½c, up to 27@30c for very fancy stock.

Granulated sugar has dropped back ½c, being at this writing 5½c. The demand during the week has been rather light and no delay seems to have been experienced in promptly filling orders as received.

Tea sales have been made at full rates, and the market is firm, although the volume of business done has not been extraordinarily large. Little was done in invoice trading.

Stocks of rice dealers have become quite low, but there seems to be a lack of interest as to the future. Values are firm, both for domestic and foreign, and the outlook is encouraging, even although present trade is light.

Spice prices are firmly held, although trading during the week has been rather more quiet than previously. Sellers are very firm in their views and will make no concession to speculators, even although it might lead to good sales. Pepper is especially well held, and this article leads in activity in sales.

Molasses prices are firm and trading is light. Stocks are not burdensome as to magnitude and dealers show little, if any, disposition to curry favor by making any reduction. What sales were made were at full values. Good to prime New Orleans Centrifugal, 15@22c. Good to prime open kettle, 27@30c.

The export trade in syrups has saved the market from absolute dullness. Home trade has been very light and the transactions taking place have been for sorting-up purposes. Prices, however, are firm and indeed many think them most too high for the transaction of much business. Prime to fancy sugar syrups, 17@22c.

Less activity is displayed in canned goods than last week, both as to the market for spot and futures. Changes have been slight in quotations and in fact are practically the same. The list of canneries being erected continues to grow apace, and if canned stuff is not plenty next fall, it will not be for lack of facilities for saving the same.

Dried fruits are fairly steady. The demand is hardly up to that of last week. Prices are about the same. In domestic dried there seems to be the most demand for evaporated apples that will hardly grade as first-class. Fancy evaporated are worth 9½@10c.

Apples are quite free in receipt, and range in price from \$2.50@4.50 per bbl. Little is doing in oranges and lemons and the best that can be said of the market is that prices are steady.

It requires a most excellent article of butter to bring 20c, although this is the official rate for best Western creamery. The weather is so mild that holders are a little more eager to dispose of stocks than they were and a good class of butter can be purchased for less than 20c.

Western creamery, firsts, 18@19c; seconds, 17@17½c; Western creamery, imitation fancy, 17c; firsts, 15@16c; Western factory, extras, 14½@15c; firsts, 14@14½c; rolls, 14½@15c.

The cheese market has sagged and there is scarcely anything of interest to chronicle in the way of passing sales. Fancy full cream are held at 8c for large size and 8½c for small. Exporters complain that business is very dull and yet there is some business going in this way at about 6¼@7¼c.

The egg market is steady, but values are on a pretty low basis. Western fresh gathered, 10¼c. Receipts on Friday were 7,300 cases and ample supplies are reported as on the way.

### Amount of Stock to Carry.

From Shoe and Leather Facts.

Injudicious purchasing is, of course, usually the cause of excessive stocks. Just where the line shall be drawn in purchasing supplies, however, is a very difficult problem to solve, because the same rule will not apply exactly to any two stores. There is no question that many retail merchants, especially in the smaller towns, pay entirely too little attention to their stocks. It is common to hear merchants say that their trade does not demand so much strictness in this respect as is necessary in large cities. The merchant who can only supply, say, 80 per cent. of those who call on him with the goods desired is losing valuable trade, the price of which would go a long way toward paying his expenses.

On the other hand, the evil of over-buying is also undoubtedly a great one. The tendency in this direction is shown mostly by buyers, managers and employees in some of the larger stores who do not appreciate the dangers which lie in this direction as much as they would if they were proprietors. In placing their orders they perhaps often do not stop to think as to who is going to pay for the goods as much as they would if they had to do so individually. In many of the stores a certain limit is

placed upon the buyers, and it must be confessed that this is sometimes too low in proportion to the amount of business they are expected to do in the department. It is a natural and laudable desire to try to make a stock as complete as possible, because in this way business is built up and trade is retained. The trouble often is, however, that the purchases are allowed to expand too rapidly until, all of a sudden, comes the realization that an over-supply has been laid in. Larger sales with less stock is a motto which every buyer must constantly keep before him; and, in order to accomplish this, trade and the tendency of styles must be studied closely.

The depression of the past few years showed many a buyer the possibilities of doing business on a small stock, but, like most other lessons, this one is likely to be soon forgotten under the changed conditions which are now coming about. The only thing to do is to keep a careful tally on purchases and compare them frequently with those of previous seasons. If smaller, and you are able to supply the wants of your trade, you are, undoubtedly, on the right track. If larger, see that the extra sales fully warrant the increase.

### Not What They Want.

"I don't see how I failed," said the ex-traveling man, who had tried to run a hotel. "I thought I had been on the road long enough to know just what the traveling public would want."

"It isn't so much a question of what they want," his lawyer explained, "as what they will stand."

## Egg Shippers Attention

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

Bay City Excelsior Co., Bay City, Mich.

Eggs

Eggs

W. R. Brice.

C. M. Drake.

Established in Philadelphia 1852.

Eggs

We are in the market for large quantities of Fine, Fresh, Selected Eggs delivered on board cars your station. Write for prices.

W. R. Brice & Co.,

9 and 11 N. Ionia St.,  
Grand Rapids, Mich.

Corn Exchange National Bank, Philadelphia.  
Western National Bank, Philadelphia.  
W. D. Hayes, Cashier Hastings National Bank,  
Hastings, Mich.  
Fourth National Bank, Grand Rapids, Mich.  
D. C. Oakes, Coopersville, Mich.  
E. A. Stowe, Michigan Tradesman.

Eggs

Eggs



## 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.

## PROTECTING PASSENGERS.

### Real Reasons for the Adoption of the Gate System.

Inasmuch as the Tradesman has published at different times during the past three months somewhat severe comments on the introduction of gates on the trains of the C. & W. M. and D., G. R. & W. lines, it was deemed only fair that an opportunity be given the railway management to present its side of the question, and with this end in view a reporter of the Tradesman recently called on Mr. J. K. V. Agnew, General Superintendent of the above lines, and solicited the opportunity of discussing the subject with him. The request was granted and a very pleasant half hour was spent in going over the ground fully and fairly.

Mr. Agnew stated that the gates have been put on only about one-third of the passenger trains of the Heald system, but that the results are so satisfactory—from the standpoint of the railways—that the matter of extending them to the entire passenger service of the system will be taken up and carefully considered on Mr. Heald's return from Hawaii.

The real reasons for introducing the gate are twofold—to protect the revenue of the roads and also to prevent the accidents to passengers which were happening with alarming frequency, by reason of people getting on and off trains while they were in motion. These accidents were confined almost wholly to people unaccustomed to traveling; in fact, an accident to a traveling man was almost unheard of, because the traveling man becomes as familiar with boarding and jumping from a train as the trainmen themselves. Within the past five years the lines on which Mr. Agnew is Superintendent have been compelled to pay \$70,000 for injuries to persons unaccustomed to traveling—injuries which could never have occurred had the gate system been in operation. Since the introduction of the gates no accidents have occurred on the trains on which the gates have actually been used.

The use of the gates has also given the railways the benefit of passenger fares between short stations, such as Grand Rapids and Grandville, Benton Harbor and St. Joseph, West Grand Rapids and the D. & M. Junction. These fares properly belong to the railway, because it assumes all the risk and should receive due compensation for assuming the risk and carrying the passengers.

Why the traveling men are so averse to the gate system and exercise so much antipathy in regard to it is more than

Mr. Agnew can understand. The gates were not introduced to make the conductors honest or to reflect on the integrity of the traveling man or to give him unnecessary annoyance in being compelled to show his ticket or mileage book to the gate-keeper, but solely for the purpose of protecting the roads from damage suits resulting from the carelessness and ignorance of people unaccustomed to traveling.

The gate system was put into operation by the Chicago & Alton Railroad several years ago and has given universal satisfaction. Some years ago the gates were ordered off the trains by the Board of Railroad Commissioners of Missouri, on the ground that they were contrary to public policy. The management demurred and the matter was taken before the State Attorney General, who gave the matter a public hearing—on Nov 28, 1893—subsequently deciding that the gates were not prohibited by the laws of Missouri. The Commissioners thereupon rescinded their order.

Mr. Agnew stated that the number of people who are maimed and permanently injured every year by reason of railway accidents is enormous, and that if statistics were to be published on this point, the legislatures of every state would immediately enact laws compelling the adoption of the gate system.

With a view to ascertaining whether the aversion to the present system is due to the existence of the gate or hostility to the gate-keeper, Mr. Agnew withdrew the gate-keeper on one of the trains and assigned to the brakeman the duty of opening and shutting the gates. The results were found to be nearly as satisfactory as where the gate-man accompanied the train, inasmuch as the people have come to purchase tickets, although the brakeman does not insist on punching the ticket or seeing the mileage book before the passenger boards the train.

There appears to be a disposition on the part of Mr. Agnew to modify too stringent rules and conciliate the traveling men where it is thought that conciliation is necessary or desirable. He covets their business, cherishes their friendship and realizes that their good will is worth a great deal to any road. On account of the friendly spirit he has always manifested toward the traveling fraternity, his statements are entitled to weight; and in the opinion of the Tradesman any grievance which any traveling man or organization of traveling men may have against the road or any of its employees or officials will be cheerfully investigated and carefully considered by him.

### Gripsack Brigade.

Robert McLaughlin has engaged to travel for the Belding Shoe Co., the engagement dating from April 1.

John Smythe, formerly local representative for the Riverside Yeast Co., is now State solicitor for Fleischmann & Co.

Geo. F. Webber, formerly office man for Lyon Bros., wholesale hosiery dealers at Detroit, has gone on the road for the firm.

S. B. Krause and A. B. Hirth (Hirth, Krause & Co.) are visiting Eastern shoe centers, looking up the leather and rubber markets.

Dr. Josiah B. Evans, for many years with the Ball-Barnhart-Putman Co., has accepted a position with Jaques & Co., tea jobbers of Chicago, and is now making a four months' trip through Montana and Colorado.

Oak Olson, formerly with F. J. Detenthaler, succeeds John J. Boer as Holland colony salesman for the Ball-Barnhart-Putman Co.

A. F. Peake, Secretary of the Michigan Acetylene Gas Co., of Jackson, was in town this week. He has given up the detail work of calling upon the retail trade of De Land & Co., but still makes regular visits to the jobbing trade.

W. E. Krapp, who represents W. C. Barbour & Co., neckwear manufacturers, in Southern Michigan, has been laid up at his home in Detroit with a serious illness. He has recovered sufficiently to anticipate taking his territory in a few days.

Max Fleischmann, who has been promoted to the head of the yeast department of Fleischmann & Co., paid Grand Rapids a visit for the first time last week in company with Ludwig Winternitz. Mr. Fleischmann met a large number of local grocers and impressed them all as a young man of unusual energy and executive capacity.

### New Method of Advertising Yeast.

Mr. Max Fleischmann, of Fleischmann & Co., yeast manufacturers of Cincinnati, Ohio, accompanied by L. Winternitz, supervisor of agencies, is out on an inspection tour throughout their Western agencies, and spent a couple of days last week looking over the Grand Rapids market.

The firm has decided to put in a corps of competent canvassers, who, with the assistance of an additional local force, will work up their yeast trade in the immediate future and thereby create a greater demand for their yeast.

Fleischmann & Co.'s canvassers will visit all private families and leave with each a gift ticket, good for one of Fleischmann & Co.'s yellow label yeast cakes. This ticket is good for one cake at any grocery and is then redeemed by Fleischmann & Co.'s local agents at 2 cents cash straight for each ticket.

This mode of advertising is a rather expensive one for Fleischmann & Co., but it proves to the consumers the superiority of Fleischmann & Co.'s yeast, which is put up in tinfoil for family use only, and which is far stronger than other yeast handled in a loose way.

Boards of health in many cities have warmly endorsed yeast which is sold in tinfoil packages, as it does away with the handling of the yeast by grocers when cutting lumps and, therefore, gives the consumer a sealed and air tight package of pure and wholesome yeast.

### Movements of Lake Superior Travelers

The following travelers Sundayed over at Marquette: L. C. Bradford, B. W. Sweet, P. M. White, S. D. Rogers, M. J. Hemmens, R. D. Estes.

The latest members to the Lake Superior Commercial Travelers' Club are as follows: S. D. Rogers, Milwaukee; Manley J. Hemmens, Janesville, Wis.; Robt. D. Estes, Superior, Wis.; H. M. Weinstock, Milwaukee; J. N. Suits, Ewen, Mich.; J. J. Seagars, Saginaw, E. S.; E. F. Gray, Oshkosh, Wis.; J. McCulley, Menasha, Wis.; C. H. Markham, Houghton; G. W. May, Ft. Atkinson, Wis.; M. R. Hines, Toledo; E. A. Christopher, Chicago; J. H. Bromer, Chicago; Elmer M. Little, Sheboygan Falls, Wis.

Wm. C. Brown left Sunday for Appleton, Wis. Mr. Brown's knitting works there is rushed with orders.

August 12 will be a gala day for the Lake Superior Commercial Travelers' Club, at which date occurs their second annual party and reception. The place for holding the same has not been decided upon, but will be an-

nounced later. It will not be a complimentary affair. The members attending will pay for their own tickets and are at liberty to invite whomever they wish—two guests free with each paid ticket and a slight additional expense when accompanied by more than two guests. The Club is in a flourishing condition, with almost 200 members and new members coming in every day. The success of the first party insures a good time to those who attend the next. A. F. WIXSON, Sec'y.

H. M. Betts, formerly engaged in the drug business at La Grange, Ind., has purchased E. H. Betts' drug stock at Wolcottville, Ind., and will continue the business at the same location.

A man who lives on free lunches is not interviewed and made famous, because there is no register for him to write his name in and no clerk to point him out as a capitalist.

The imaginary discovery of perpetual motion is perpetually coming to cranks who dream such things.

C. S. Keefer, druggist at Middleton, died a few days ago from pneumonia.

## 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.

### How Prices Were Regulated in a Country Town.

There were four young, active and well-meaning druggists in our country town. Each had an established trade, and each was making a fair living at his business. While several of the four had some advantages in the way of equipment, with handsomer fixtures and more elaborate soda apparatus than the others, yet these points were counterbalanced for the latter by favorable location and an established patronage, so that altogether the business seemed very equally divided. No cutter had ever invaded the town, and all the druggists were getting full prices on patent medicines. A verbal understanding, indeed, existed on this point, and for a long time there was no complaint that the regular prices were not observed.

Gradually, however, a feeling of jealousy seemed to arise, and charges were made that one druggist was presenting each purchaser of a dollar-bottle of patent medicine with a cake of soap; that another was giving his customers cigars and occasionally discounting prices. This was explained by the first by the claim that he had only been thus getting rid of a surplus stock of soap and endeavoring to create a demand for it by giving away samples. The other said that the occasional gift of a cigar to a good customer was simply a courtesy and an evidence of good feeling, and was not in any way intended as a discount.

However, one of the other druggists, impatient with these explanations and imagining that some of his customers were going to the other stores, became very much incensed and determined on a bold stroke that he thought would settle the matter in a summary way and add largely to his own patronage.

Accordingly, without any intimation of his purpose to the others, he had a large quantity of circulars printed, giving a long list of patent medicines with prices cut almost to cost—Hood's Sarsaparilla and other dollar preparations quoted at 67 cents and many of the common drugs and chemicals cut to a correspondingly low figure. He placarded his window with announcements of the new scale of prices, and boldly stated that he would give the others cutting that would "bust some of them."

However, the ink was not yet dry on his window cards before each of the others placed similar notices in their windows, and followed them up by advertisements in the country papers saving their prices were lower than the lowest; that they did not overcharge on prescriptions, and would sell even postage-stamps at cost. The result was

that while a bitter feeling was engendered against the first druggist and a common bond of interest established among the others, all suffered alike in sacrificing their profits. The sale of patent medicines did not increase much, and what was sold went at little more than cost. The trade was just as evenly divided as before, and while each saw the folly of the movement, there was such a feeling of resentment against the originator of the cut that no one of the others was willing to make any move toward a reconciliation and a businesslike adjustment of the difficulty.

For at least a year these prices were continued and the public alone were benefited. The druggists were not making any money, but suffered in silence. Finally, one of the broader minded of the three broached the subject of reconciliation, and said he was willing to see the offending druggist and talk the matter over with him.

Much to their surprise they found he was quite as anxious as they to make some satisfactory arrangement to restore prices. Accordingly, a meeting of the druggists was called, and the matter was talked over in a friendly way, and in a short time a plan was formulated to settle all the differences. It was agreed to organize a druggists' association, with regular officers, and to hold a meeting once a month.

Any complaints were then to be presented, there was to be a full and friendly discussion of their matters, and such a scale of prices was to be adopted as would be for the best interests of all. It was further arranged that an agreement should be drawn up for the purpose of abolishing cutting among the members of the association, and to regulate the prices at which patent medicines, etc., should be sold, and that this agreement be signed by each member, and that the agreement should make any member liable to a fine of \$25 for violation of its provisions.

Each member was to deposit this amount with the treasurer, to be placed in a bank in the name of the association, and to be subject to check only when signed by a majority of the members.

Proof of violation was to be made to the satisfaction of all the other members, and the fine was to be divided among the non-offenders.

There was considerable discussion as to the possibility of again restoring regular prices on patent medicines, and suggestions were made for a partial restoration only, but it was finally agreed that full prices as printed on the wrappers be required. This was formally adopted and made a part of the agreement. The agreement was drawn up and signed, and the money deposited and the new prices at once put into effect. There was some little complaint from the public that the druggists had formed a "combination," but it was surprising that there was so little difficulty in getting the old prices. Very few customers seemed to object when told that we were getting only a fair profit.

The association has been in existence now more than two years, and has worked smoothly and satisfactorily from the start. Not a single member has been fined, and there are the most friendly feelings and relations between the members. We are so far removed from the larger cities that we have but little competition from outside cutters, and our town is too small to justify a cutter establishing himself here. We

have our regular meetings and our discussions are beneficial to all, and usually, after the regular business, we adjourn to a restaurant and have an oyster supper. We find we have not only got rid of the cutting evil among ourselves, but that a very pleasant and friendly spirit has thus been fostered between the members of the association.—C. J. Wolfe in American Druggist.

### Pleasures Incident to the Druggist's Career.

Altogether the life of an average druggist is not so rosy and well perfumed as the world would fain believe. His pathway is not always literally streaked with rays of sunshine, nor hedged in with the good things of earth. He may have his blissful moments when he sells a bottle of pain killer at regular rates and charges it on the book, but these "do not come in unbroken packages." He is the hitching-post between the medical profession and the cemetery—always in a state of nervous endeavor to keep "on the inside" with one and "on the outside" of the other.

His daily exertions begin with the first blush of dawn, usually continue far into the night, and he is often awakened at 2 in the morning to sell a postage stamp or to allow a cigarette fiend to look in the city directory.

No, the life of a druggist is not altogether rosy. His salary list is higher than in other branches of trade, as he is compelled to employ only trained and educated clerks who possess social qualifications sufficient to recommend them to the "400" of the ward. To command for his character and business a certain degree of the public confidence, he must be an educated man himself, and do his whole duty towards keeping the undertakers' hits few and well scattered.

The druggist of to-day seldom exercises the authority or importance of a "boss" over his employes, but treats them with kind consideration and tries to remember the early period in life when he washed bottles and licked labels for the whole store. He believes in a liberal application of the golden rule, and of course usually stays in during baseball games.

Besides being a moral man and respectable citizen, the druggist is supposed to be equally posted on prize-ring rules and contribute a part of his enormous profits to backing the local team.

He is compelled to keep his store open all day Sunday, and when he goes to church Sunday evening it is usually his luck to hear a temperance sermon in which the whisky-selling drug stores are roasted to the finest kind of a piano-finish. He does his level best to appear calm, cool and composed during the ungloved part of the exhortation, while his face is getting redder and redder all the time. And then as he strays toward home in the blissful hush of the sweet

Sabbath eve, he wonders if any one in all that congregation thought of him!

No, the life of a druggist is not altogether rosy. He is usually bald as a pill-tile, and carries in stock every hair-grower known to science and imagination, which he is forced to recommend—with his hat on. At the sunset of life he is there and mingles his tears with the broken hearted, while the department store is selling all the soothing syrup at the sunrise of a new one.

JOHN SOURWINE.

### The Drug Market.

Opium—Cables from Turkey report higher prices and our market is very firm and has advanced. Some jobbers in the West are selling this article on the basis of purchases before higher prices ruled—prices at which they can not replace it.

Morphine—Is steady at unchanged prices. The market is firm and an advance is looked for.

Quinine—The market is quiet and steady at the decline.

Atropine—Has been advanced abroad and this market has responded. This advance is on account of scarcity of the crude drug.

Eserine—Has advanced 1/2c per grain.

Harlem Oil—Owing to strong competition among importers, prices have been reduced.

Essential Oils—The Messina essences are steady at the late advances. Citronella is weak and lower. Sassafras is very firm and advancing.

Gums—Arabic and tragacanth are likely to advance. The Government has assessed these gums at 1/4c per pound and 10 per cent. The importers have protested, but in the meantime the article is being sold under a very firm market. Camphor is active and the demand is large at unchanged prices.

Linseed Oil—Has declined 2c.

A business man should not make outside investments unless he is paying cash for his stock and taking advantage of all possible discounts.

The amount of business you do this year will be governed not half so much by the time and trade conditions as by your own efforts.

Conduct your business boldly and thus show you have confidence in it.

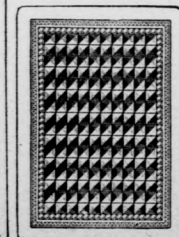
**PIMPLES** blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and preserves a healthy glow to the complexion; perfectly harmless. At drug stores 25c per bottle; by mail 30c. B. Schrouder, Pharmacist, Grand Rapids, Mich.

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

## The Cheapest Enameled Playing Card

ON THE MARKET IS THE

### NO. 20 ROVERS



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

THE AMERICAN PLAYING CARD CO.,  
KALAMAZOO, MICH.



## WHOLESALE PRICE CURRENT.

Advanced—Turpentine.  
Declined—Linseed Oil.

| Acidum                   |           | Conium Mac.            |           | Seilla Co.                |           | Sinapis                    |             | Linseed, pure raw     |                   |
|--------------------------|-----------|------------------------|-----------|---------------------------|-----------|----------------------------|-------------|-----------------------|-------------------|
| Aceticum                 | 60 8      | Copaiba                | 35 50     | Tolutan                   | 50        | Sinapis, opt.              | 18          | Linseed, boiled       | 40                |
| Benzoinum, German        | 70 75     | Cubebe                 | 1 10 1 20 | Prunus virg.              | 50        | Sinapis, Maccaboy, De      | 30          | Neatsfoot, winter str | 42                |
| Boracic                  | 20 41     | Exechthos              | 90 1 00   |                           |           | Voos                       | 34          | Spirits Turpentine    | 42                |
| Carbolicum               | 20 41     | Erigeron               | 1 00 1 10 | Tinctures                 |           | Snuff, Scotch, De Vo's     | 34          |                       | 47                |
| Citricum                 | 40 42     | Gaultheria             | 1 50 1 60 | Aconitum Napellis R       | 60        | Soda Boras                 | 11          |                       |                   |
| Hydrochlor               | 30 5      | Geranium, ounce        | 75        | Aconitum Napellis F       | 60        | Soda Boras, po             | 11          | Paints                |                   |
| Nitrosum                 | 80 14     | Gossypii, Sem. gal.    | 50 60     | Aloes                     | 60        | Soda et Potass Tart.       | 28          | BBL.                  | LB                |
| Oxalicum                 | 12 14     | Hedeoma                | 1 00 1 10 | Aloes and Myrrh           | 60        | Soda, Carb.                | 28          | Red Venetian          | 1 1/2 2 2 1/2     |
| Phosphoricum, dil.       | 12 14     | Juniper                | 1 50 2 00 | Assafetida                | 50        | Soda, Bi-Carb.             | 5           | Ochre, yellow Mars    | 1 1/2 2 2 1/2     |
| Salicylicum              | 60 65     | Lavendula              | 90 2 00   | Atrope Belladonna         | 50        | Soda, Sulphas.             | 4           | Ochre, yellow Ber.    | 1 1/2 2 2 1/2     |
| Sulphuricum              | 1 25 1 40 | Limonia                | 1 30 1 50 | Aurant Cortex             | 50        | Spts. Cologne              | 2 60        | Putty, commercial     | 2 1/2 2 1/2 2 1/2 |
| Tannicum                 | 38 40     | Mentha Piper.          | 1 60 2 20 | Benzoin                   | 50        | Spts. Ether Co.            | 55          | Putty, strictly pure  | 2 1/2 2 1/2 2 1/2 |
| Tartaricum               | 38 40     | Morhuag, gal.          | 1 00 1 10 | Benzoin Co.               | 50        | Spts. Myrcia Dom.          | 9 00        | Vermilion, Prime      |                   |
| Ammonia                  |           | Myrcia                 | 4 00 4 50 | Barosma                   | 50        | Spts. Vini Rect. bbl.      | 2 42        | American              | 13 15             |
| Aqua, 16 deg.            | 40 6      | Olive                  | 75 3 00   | Cantharides               | 75        | Spts. Vini Rect. 1/2 bbl.  | 2 47        | Vermilion, English    | 70 75             |
| Aqua, 20 deg.            | 60 8      | Picea Liquida          | 10 12     | Cardamom                  | 50        | Spts. Vini Rect. 1/4 bbl.  | 2 47        | Green, Paris          | 13 15             |
| Carbonas                 | 12 14     | Picea Liquida, gal.    | 35        | Cardamom Co.              | 75        | Spts. Vini Rect. 10 gal    | 2 50        | Green, Peninsular     | 13 15             |
| Chloridum                | 12 14     | Ricina                 | 90 2 00   | Catechu                   | 50        | Spts. Vini Rect. 5 gal     | 2 52        | Lead, Red             | 5 1/2 6           |
| Aniline                  |           | Rosmarini              | 1 00      | Cinchona                  | 50        | Less 5c gal. cash 10 days. |             | Lead, white           | 5 1/2 6           |
| Black                    | 2 00 2 25 | Rosse, ounce           | 6 50 8 50 | Cinchona Co.              | 50        | Strychnia, Crystal         | 1 40 1 45   | Whiting, white Span   | 70                |
| Brown                    | 80 1 00   | Succini                | 40 45     | Cinchona Co.              | 50        | Sulphur, Subl.             | 2 1/2 2 1/2 | Whiting, gliders      | 1 00              |
| Red                      | 45 50     | Sabina                 | 90 1 00   | Columba                   | 50        | Sulphur, Roil.             | 2 1/2 2 1/2 | White, Paris Amer.    | 1 00              |
| Yellow                   | 2 50 3 00 | Sassafras              | 2 50 7 00 | Cubeba                    | 50        | Tamarinds                  | 8 10        | Whiting, Paris Eng.   | 1 00              |
| Baccæ.                   |           | Sinapis, ess., ounce   | 1 40 1 50 | Cassia Acutifol.          | 50        | Terebenth Venice           | 28 30       | Universal Prepared    | 1 00 1 15         |
| Cubææ, po. 18            | 13 15     | Thyme                  | 40 50     | Cassia Acutifol Co.       | 50        | Theobromæ                  | 42 45       |                       |                   |
| Juniperus                | 25 30     | Thyme, opt.            | 1 60      | Digitalis                 | 50        | Vanilla                    | 9 00 16 00  |                       |                   |
| Xanthoxylum              | 25 30     | Theobromas             | 15 20     | Ergot                     | 50        | Zinci Sulph.               | 70 8        |                       |                   |
| Balsamum                 |           | Potassium              |           | Ferri Chloridum           | 35        | Oils                       |             |                       |                   |
| Copaiba                  | 55 60     | Bi-Carb.               | 15 18     | Gentian Co.               | 50        | Whale, winter              | 70 70       |                       |                   |
| Peru                     | 2 40      | Bichromate             | 13 15     | Guaiac                    | 50        | Lard, extra                | 40 45       |                       |                   |
| Terabin, Canada          | 45 50     | Bromide                | 30 55     | Guaiac ammon              | 50        | Lard, No. 1                | 35 40       |                       |                   |
| Tolutan                  | 50 60     | Carb.                  | 12 15     | Hyoscyamus                | 50        |                            |             |                       |                   |
| Cortex                   |           | Chlorate, po. 17@19c   | 18 18     | Iodine                    | 75        |                            |             |                       |                   |
| Abies, Canadian          | 18        | Cyanide                | 35 40     | Iodine, colorless         | 75        |                            |             |                       |                   |
| Cassia                   | 12        | Iodide                 | 2 60 2 65 | Kino                      | 50        |                            |             |                       |                   |
| Cinchona Flava           | 18        | Potassa, Bitart, pure  | 28 30     | Lobelia                   | 50        |                            |             |                       |                   |
| Euonymus atropurp        | 30        | Potassa, Bitart, com   | 15        | Myrrh                     | 50        |                            |             |                       |                   |
| Myrica Cerifera, po.     | 12        | Potassa Nitras, opt.   | 8 10      | Nux Vomica                | 50        |                            |             |                       |                   |
| Prunus Virgini.          | 12        | Potassa Nitras         | 7 9       | Opil, deodorized          | 50        |                            |             |                       |                   |
| Quillaia, gr'd           | 14        | Prussiac               | 20 25     | Opil, deodorized          | 50        |                            |             |                       |                   |
| Sassafras, po. 18        | 12        | Sulphate po            | 15 15     | Quassia                   | 50        |                            |             |                       |                   |
| Ulmus, po. 15, gr'd      | 15        | Radix                  |           | Rhatany                   | 50        |                            |             |                       |                   |
| Extractum                |           | Aconitum               | 20 25     | Rhei                      | 50        |                            |             |                       |                   |
| Glycyrrhiza Glabra       | 24 25     | Althea                 | 22 25     | Sanguinaria               | 50        |                            |             |                       |                   |
| Glycyrrhiza, po.         | 28 30     | Anchusa                | 10 12     | Serpentaria               | 50        |                            |             |                       |                   |
| Hematox, 15 lb box       | 11 12     | Arum po.               | 10 12     | Stromonium                | 60        |                            |             |                       |                   |
| Hematox, 15              | 13 14     | Calamus                | 20 25     | Tolutan                   | 60        |                            |             |                       |                   |
| Hematox, 1/4s            | 14 15     | Gentiana               | 13 15     | Valerian                  | 50        |                            |             |                       |                   |
| Hematox, 1/4s            | 16 17     | Glycyrrhiza, po. 15    | 10 12     | Veratrum Veride           | 50        |                            |             |                       |                   |
| Ferru                    |           | Hydrastis Canaden.     | 10 12     | Zingiber                  | 20        |                            |             |                       |                   |
| Carbonate Precip.        | 15        | Hydrastis Canaden.     | 10 12     | Miscellaneous             |           |                            |             |                       |                   |
| Citrate and Quinia       | 2 25      | Hellebore, Alba, po.   | 18 20     | Ether, Spts. Nit. 3 F     | 30 35     |                            |             |                       |                   |
| Citrate Soluble          | 75        | Inula, po.             | 15 20     | Ether, Spts. Nit. 4 F     | 24 38     |                            |             |                       |                   |
| Ferrocyanidum Sol.       | 40        | Ipecac, po.            | 2 50 2 60 | Alumen                    | 24 38     |                            |             |                       |                   |
| Solut. Chloride          | 15        | Iris plox, po. 35@38   | 35 40     | Alumen, gro'd, po. 7      | 30 4      |                            |             |                       |                   |
| Sulphate, com'l, by      | 2         | Jalapra, pr.           | 25 30     | Antimon, po.              | 40 50     |                            |             |                       |                   |
| bbl, per cu              | 50        | Maranta, 1/4s          | 25 30     | Antimon, et Potass T      | 40 50     |                            |             |                       |                   |
| Sulphate, pure           | 7         | Podophyllum, po.       | 22 25     | Antipyrin                 | 1 40      |                            |             |                       |                   |
| Flora                    |           | Rhei                   | 75 1 00   | Antifebrin                | 15        |                            |             |                       |                   |
| Arnica                   | 12 14     | Rhei, cut              | 1 125     | Argenti Nitras, oz        | 50        |                            |             |                       |                   |
| Anthemis                 | 15 25     | Rhei, pv.              | 75 1 35   | Arsenicum                 | 10 12     |                            |             |                       |                   |
| Matricaria               | 30 35     | Spigelia               | 35 38     | Balm Gilead Bud           | 38 40     |                            |             |                       |                   |
| Folia                    |           | Sanguinaria, po. 15    | 13 15     | Bismuth S. N.             | 1 40 1 50 |                            |             |                       |                   |
| Barosma                  | 23 28     | Serpentaria            | 30 35     | Calcium Chlor. 1s.        | 9         |                            |             |                       |                   |
| Cassia Acutifol, Tin-    | 18 25     | Senega                 | 40 45     | Calcium Chlor. 1/4s       | 10        |                            |             |                       |                   |
| nevelly                  | 25 30     | Similax, officinalis H | 40        | Calcium Chlor. 1/4s       | 12        |                            |             |                       |                   |
| Cassia Acutifol, Aiz.    | 18 25     | Scilla, M.             | 10 12     | Cantharides, Rus. po      | 75        |                            |             |                       |                   |
| Salvia officinalis, 1/4s | 12 20     | Scilla, po. 35         | 10 12     | Capsici Fructus, af.      | 15        |                            |             |                       |                   |
| and 1/4s                 | 12 20     | Symplocarpus, Foeti-   | 10 12     | Capsici Fructus, po.      | 15        |                            |             |                       |                   |
| Ura Ursi                 | 8 10      | dus, po.               | 10 12     | Capsici Fructus B, po     | 15        |                            |             |                       |                   |
| Gummi                    |           | Valeriana, Eng. po. 30 | 25        | Caryophyllus, po. 15      | 12 14     |                            |             |                       |                   |
| Acacia, 1st picked       | 65        | Valeriana, German.     | 15 20     | Carmine, No. 40           | 3 00      |                            |             |                       |                   |
| Acacia, 2d picked        | 45        | Zingiber a.            | 12 16     | Cera Alba, S. & F         | 50 55     |                            |             |                       |                   |
| Acacia, 3d picked        | 35        | Zingiber j.            | 25 27     | Cera Flava                | 40 42     |                            |             |                       |                   |
| Acacia, sifted sorts.    | 28        | Semen                  |           | Cocous                    | 40        |                            |             |                       |                   |
| Acacia, po.              | 60 80     | Anisum, po. 15         | 12        | Cassia Fructus            | 33        |                            |             |                       |                   |
| Aloe, Barb. po. 18@20    | 12 14     | Apium (graveleons)     | 13 15     | Centaria                  | 10        |                            |             |                       |                   |
| Aloe, Cape, po. 15       | 12 14     | Bird, 1s.              | 40 6      | Cetaceum                  | 45        |                            |             |                       |                   |
| Aloe, Socotri, po. 40    | 12 14     | Carul                  | 10 12     | Chloroform                | 60 63     |                            |             |                       |                   |
| Ammoniac                 | 55 60     | Cardamon               | 1 25 1 75 | Chloroform, squibbs       | 1 15      |                            |             |                       |                   |
| Assafetida               | 25 30     | Coriandrum             | 8 10      | Chloral Hyd Crst.         | 1 25 1 50 |                            |             |                       |                   |
| Benzoinum                | 50 55     | Cannabis Sativa        | 40 45     | Chondrus                  | 20 25     |                            |             |                       |                   |
| Catechu, 1s.             | 14        | Cydonium               | 75 1 00   | Cinchonidine, P. & W      | 25 35     |                            |             |                       |                   |
| Catechu, 1/4s            | 14        | Chenopodium            | 10 12     | Cinchonidine, Germ        | 22 30     |                            |             |                       |                   |
| Catechu, 1/4s            | 14        | Dipterix Odorate       | 2 00 2 20 | Cocaine                   | 3 5 3 75  |                            |             |                       |                   |
| Camphora                 | 40 43     | Feniculum              | 10 12     | Corks, list, dis. pr. et. | 70        |                            |             |                       |                   |
| Euphorbium, po. 35       | 10        | Foenugreek, po.        | 7 9       | Croosotum                 | 35        |                            |             |                       |                   |
| Galbanum                 | 1 00      | Lini                   | 3 1/2 4   | Creta                     | 2         |                            |             |                       |                   |
| Gamboge po.              | 65 70     | Lini, gr'd, bbl. 3     | 4 4 1/2   | Creta, prep               | 5         |                            |             |                       |                   |
| Gualacum, po. 25         | 70        | Lobelia                | 35 40     | Creta, precp              | 9 11      |                            |             |                       |                   |
| Kino                     | 3 00      | Phalaris Canarian.     | 4 4 1/2   | Creta, Rubra              | 8         |                            |             |                       |                   |
| Mastic                   | 60        | Rapa                   | 4 1/2 5   | Crocus                    | 18 20     |                            |             |                       |                   |
| Myrrh, po. 45            | 40        | Sinapis Alba           | 7 8       | Cudbear                   | 20        |                            |             |                       |                   |
| Opil, po. 1/4. 10@4.30   | 3 25 3 35 | Sinapis Nigra          | 11 12     | Cupri Sulph.              | 50 6      |                            |             |                       |                   |
| Shellac                  | 25 35     | Spiritus               |           | Dextrine                  | 10 12     |                            |             |                       |                   |
| Shellac, bleached        | 40 45     | Frumenti, W. D. Co.    | 2 00 2 50 | Ether Sulph.              | 75 90     |                            |             |                       |                   |
| Tragacanth               | 50 80     | Frumenti, D. F. R.     | 2 00 2 25 | Emery, all numbers        | 8         |                            |             |                       |                   |
| Herba                    |           | Frumenti               | 1 25 1 50 | Emery, po.                | 30 35     |                            |             |                       |                   |
| Absinthium, oz. pkg      | 25        | Juniperis Co. O. T.    | 1 65 2 00 | Ergota                    | 40        |                            |             |                       |                   |
| Eupatorium, oz. pkg      | 25        | Juniperis Co.          | 1 75 3 50 | Flake White               | 12 15     |                            |             |                       |                   |
| Lobelia, oz. pkg         | 25        | Saacharum N. E.        | 1 90 2 10 | Galla                     | 23        |                            |             |                       |                   |
| Majorum, oz. pkg         | 25        | Spt. Vini Galli.       | 1 75 2 50 | Gambier                   | 8 9       |                            |             |                       |                   |
| Mentha Pip. oz. pkg      | 25        | Vini Oporto            | 1 25 2 00 | Gelatin, Cooper.          | 80        |                            |             |                       |                   |
| Mentha Vir. oz. pkg      | 23        | Vini Alba              | 1 25 2 00 | Gelatin, French           | 80        |                            |             |                       |                   |
| Rue, oz. pkg             | 39        | Sponges                |           | Glassware, flint, box     | 70        |                            |             |                       |                   |
| Tanacetum V oz. pkg      | 32        | Florida sheeps' wool   | 2 50 2 75 | Less than box             | 60        |                            |             |                       |                   |
| Thymus, V. oz. pkg       | 25        | Nassau sheeps' wool    | 2 50 2 75 | Glue, brown               | 9 12      |                            |             |                       |                   |
| Magnesia                 |           | carriage               | 2 50 2 75 | Glue, white               | 13 25     |                            |             |                       |                   |
| Calcined, Pat.           | 55 60     | velvet extra sheeps'   | 2 00      | Glycerina                 | 13 25 20  |                            |             |                       |                   |
| Carbonate, Pat.          | 20 22     | wool, carriage         | 1 25      | Humulus                   | 15        |                            |             |                       |                   |
| Carbonate, K. & M.       | 20 25     | Extra yellow sheeps'   | 1 00      | Hydraag Chlor Mite        | 55        |                            |             |                       |                   |
| Carbonate, Jennings      | 35 36     | wool, carriage         | 1 00      | Hydraag Chlor Cor.        | 80        |                            |             |                       |                   |
| Oleum                    |           | Grass sheeps' wool     | 1 00      | Hydraag Ox Rub'm          | 90        |                            |             |                       |                   |
| Absinthium               | 3 25 3 50 | Hard, for slate use    | 1 00      | Hydraag Ammoniac          | 1 00      |                            |             |                       |                   |
| Amygdala, Dulc.          | 30 35     | Yellow Reef, for       | 1 40      | Hydraag Unguentum         | 45 55     |                            |             |                       |                   |
| Amygdala, Amara          | 8 00 8 25 | slate use              | 1 40      | Hydrargyrum               | 65        |                            |             |                       |                   |
| Anisi                    | 2 15 2 23 | Syrups                 |           | Ichthyobolla, Am.         | 75 1 00   |                            |             |                       |                   |
| Aurant Cortex            | 2 25 2 40 | Acacia                 | 50        | Indigo                    | 75 1 00   |                            |             |                       |                   |
| Bergamini                | 2 40 2 50 | Aurant Cortex          | 50        | Iodoform                  | 2 60 3 70 |                            |             |                       |                   |
| Cajiputi                 | 85 90     | Zingiber               | 50        | Lupulin                   | 4 20      |                            |             |                       |                   |
| Caryophylli              | 75 80     | Ipecac                 | 50        | Lycopodium                | 40 45     |                            |             |                       |                   |
| Cedar                    | 35 65     | Ferri Iod.             | 50        | Liquor Arsez et Hy-       | 65 75     |                            |             |                       |                   |
| Chenopadii               | 2 75      | Rhei Arom.             | 50        | drag Iod                  | 25        |                            |             |                       |                   |
| Cinnamonli               | 1 65 1 75 | Smilax Officinalis     | 50 50     | Liquor Potass Arsinit     | 10 12     |                            |             |                       |                   |
| Citronella               | 45 50     | Senega                 | 50        | Magnesia, Sulph.          | 2 3       |                            |             |                       |                   |
|                          |           | Seilla                 | 50        | Magnesia, Sulph, bbl      | 1 1/4     |                            |             |                       |                   |
|                          |           |                        |           | Mannia, S. F.             | 50 60     |                            |             |                       |                   |
|                          |           |                        |           | Menthol                   | 2 75      |                            |             |                       |                   |

# PAINT BRUSHES

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

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

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

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

## HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich.



# GROCERY PRICE CURRENT.

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

|                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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| <b>AXLE GREASE.</b><br>doz. gross<br>Aurora.....55 6 00<br>Castor Oil.....60 7 00<br>Diamond.....50 4 00<br>Frazer's.....75 9 00<br>IXL Golden, tin boxes 75 9 00<br>Pica, tin boxes.....75 9 00<br>Paragon.....55 6 00 | <b>CLOTHES LINES.</b><br>Cotton, 40 ft. per doz.....1 00<br>Cotton, 50 ft. per doz.....1 20<br>Cotton, 60 ft. per doz.....1 40<br>Cotton, 70 ft. per doz.....1 60<br>Cotton, 80 ft. per doz.....1 80<br>Jute, 60 ft. per doz.....80<br>Jute, 72 ft. per doz.....95 | <br><b>Universal Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Superior Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Coupon Pass Books.</b><br>Can be made to represent any denomination from \$10 down.<br>20 books.....1 00<br>50 books.....2 00<br>100 books.....3 00<br>250 books.....6 25<br>500 books.....10 00<br>1,000 books.....17 50<br><b>Credit Checks.</b><br>500, any one denom'n.....3 00<br>1,000, any one denom'n.....5 00<br>2,000, any one denom'n.....8 00<br>Steel punch.....75<br><b>DRIED FRUITS—DOMESTIC.</b><br><b>Apples.</b><br>Sundried.....2 50<br>Evaporated 50 lb boxes.....8 50<br><b>California Fruits.</b><br>Apricots.....7 50<br>Blackberries.....7 50<br>Nectarines.....7 50<br>Peaches.....8 50<br>Pears.....8 50<br>Pitted Cherries.....8 50<br>Prunelles.....8 50<br>Raspberries.....8 50<br><b>California Prunes.</b><br>100-120 25 lb boxes.....2 30<br>80-100 25 lb boxes.....2 40<br>60-80 25 lb boxes.....2 50<br>40-60 25 lb boxes.....2 60<br>30-40 25 lb boxes.....2 70<br>1/2 cent less in 50 lb cases<br><b>Raisins.</b><br>London Layers 3 Crown.....1 60<br>London Layers 4 Crown.....2 00<br>Dehesias.....2 00<br>Loose Muscatels 2 Crown.....3 50<br>Loose Muscatels 3 Crown.....5 50<br>Loose Muscatels 4 Crown.....6 50<br><b>FOREIGN.</b><br><b>Currents.</b><br>Patras bbls.....2 75<br>Vostizas 50 lb cases.....2 75<br>Cleaned, bulk.....2 85<br>Cleaned, packages.....2 85<br><b>Peel.</b><br>Citron American 10 lb bx.....2 15<br>Lemon American 10 lb bx.....2 12<br>Orange American 10 lb bx.....2 12<br><b>Raisins.</b><br>Ondura 28 lb boxes.....8 50<br>Sultana 1 Crown.....2 00<br>Sultana 2 Crown.....2 00<br>Sultana 3 Crown.....2 00<br>Sultana 4 Crown.....2 00<br>Sultana 5 Crown.....2 00<br>Sultana 6 Crown.....2 12<br>Sultana package.....2 14<br><b>FARINACEOUS GOODS.</b><br><b>Farina.</b><br>24 1 lb. packages.....1 75<br>Bulk, per 100 lbs.....3 50<br><b>Grits.</b><br>Walsh-DeRoo Co.'s.....2 15<br>Bulk in 100 lb. bags.....3 00<br><b>Hominy.</b><br>Barrels.....2 50<br>Flake, 50 lb. drums.....1 00<br><b>Beans.</b><br>Dried Lima.....3 00<br>Medium Hand Picked.....1 00<br><b>Macaroni and Vermicelli.</b><br>Domestic, 10 lb. box.....60<br>Imported, 25 lb. box.....2 50<br><b>Pearl Barley.</b><br>Common.....1 75<br>Chester.....2 00<br>Empire.....2 50<br><b>Peas.</b><br>Green, bu.....80<br>Split, per lb.....2<br><b>Roiled Oats.</b><br>Rolled Avena, bbl.....3 90<br>Monarch, bbl.....3 75<br>Monarch, 1/2 bbl.....2 00<br>Private brands, bbl.....3 20<br>Quaker, cases.....1 75<br>Huron, cases.....1 75<br><b>Sago.</b><br>German.....3 50<br>East India.....3<br><b>Wheat.</b><br>Cracked, bulk.....3 50<br>24 1 lb packages.....2 50 | <b>Fish.</b><br><b>Cod.</b><br>Georges cured.....2 50<br>Georges genuine.....2 50<br>Georges selected.....2 50<br>Strips or bricks.....6 25<br><b>Halibut.</b><br>Chunks.....9 50<br>Strips.....8 50<br><b>Herring.</b><br>Holland white hoops, bbl. 10 25<br>Holland white hoop 1/2 bbl 5 50<br>Holland white hoop, keg. 75<br>Holland white hoop mchls 35<br>Norwegian.....11 00<br>Round 100 lbs.....2 75<br>Round 40 lbs.....1 30<br>Scaled.....13<br><b>Mackerel.</b><br>Mess 100 lbs.....16 30<br>Mess 40 lbs.....6 90<br>Mess 10 lbs.....1 82<br>Mess 8 lbs.....1 48<br>No. 1 100 lbs.....14 50<br>No. 1 40 lbs.....6 10<br>No. 1 10 lbs.....1 60<br>No. 1 8 lbs.....1 30<br>No. 2 100 lbs.....9 30<br>No. 2 40 lbs.....4 00<br>No. 2 10 lbs.....1 07<br>No. 2 8 lbs.....88<br><b>Sardines.</b><br>Russian kegs.....55<br><b>Trout.</b><br>No. 1 100 lbs.....5 50<br>No. 1 40 lbs.....2 50<br>No. 1 10 lbs.....70<br>No. 1 8 lbs.....59<br><b>Whitefish.</b><br>No. 1 No. 2 Fam.....6 75 5 75 2 75<br>40 lbs.....3 00 2 60 1 40<br>10 lbs.....83 73 43<br>8 lbs.....69 61 34 | <b>HERBS.</b><br>Sage.....15<br>Hops.....15<br><b>INDIGO.</b><br>Madras, 5 lb boxes.....55<br>S. F., 2, 3 and 5 lb boxes.....50<br><b>JELLY.</b><br>15 lb pails.....40<br>30 lb pails.....73<br><b>KRAUT.</b><br>Barrels.....3 50<br>Half barrels.....2 00<br><b>LYE.</b><br>Condensed, 2 doz.....1 20<br>Condensed, 4 doz.....2 25<br><b>LICORICE.</b><br>Pure.....30<br>Calabria.....15<br>Sicily.....24<br>Root.....10<br><b>MINCE MEAT.</b><br>Ideal, 3 doz. in case.....2 25<br><b>MATCHES.</b><br>Diamond Match Co.'s brands.<br>No. 9 sulphur.....1 65<br>Anchor Parlor.....1 70<br>No. 2 Home.....1 10<br>Export Parlor.....4 00<br><b>MOLASSES.</b><br>New Orleans.<br>Black.....11<br>Fair.....14<br>Good.....24<br>Fancy.....20<br>Open Kettle.....25<br>Half-barrels 2c extra. | <b>SAL SODA.</b><br>Granulated, bbls.....75<br>Granulated, 100 lb cases.....90<br>Lump, bbls.....75<br>Lump, 145 lb kegs.....85<br><b>SEEDS.</b><br>Anise.....9<br>Canary, Smyrna.....3<br>Caraway.....8<br>Cardamon, Malabar.....60<br>Celery.....11<br>Hemp, Russian.....3 50<br>Mixed Bird.....4 50<br>Mustard, white.....5<br>Poppy.....10<br>Rape.....4 50<br>Cattle Bone.....20<br><b>SNUFF.</b><br>Scotch, in bladders.....37<br>Macaboy, in jars.....35<br>French Rappee, in jars.....43<br><b>SOAP.</b><br><b>JAXON</b><br>Single box.....2 75<br>5 box lots, delivered.....2 70<br>10 box lots, delivered.....2 65<br><b>JAS. S. KIRK &amp; CO.'S BRANDS.</b><br>American Family, wrp'd.....3 33<br>American Family, unwr'd.....3 27<br>Dome.....3 33<br>Cabinet.....2 20<br>Savon.....2 50<br>Dusky Diamond, 50 6 oz.....3 00<br>Dusky Diamond, 50 8 oz.....3 00<br>Blue India, 100 1/2 lb.....3 00<br>Kirkoline.....3 75<br>Eos.....3 65<br>Schulte Soap Co.'s Brand.<br><b>CLYDESDALE</b><br>100 cakes, 75 lbs.<br>Single box.....2 80<br>5 box lots.....2 75<br>10 box lots.....2 70<br>25 box lots.....2 60<br>Allen B. Wrisley's Brands.<br>Old Country, 80 1-lb. bars.....2 75<br>Good Cheer, 60 1-lb. bars.....2 75<br>Uno, 100 1/2-lb. bars.....2 50<br>Doll, 100 10-oz. bars.....2 05<br><b>Scouring.</b><br>Sapollo, kitchen, 3 doz.....2 40<br>Sapollo, hand, 3 doz.....2 40<br><b>SODA.</b><br>Boxes.....5 50<br>Kegs, English.....4 50<br><b>SPICES.</b><br><b>Whole Sifted.</b><br>Allspice.....12 50<br>Cassia, China in mats.....11<br>Cassia, Batavia in bund.....35<br>Cassia, Saigon in rolls.....32<br>Cloves, Amboyna.....15<br>Cloves, Zanzibar.....11<br>Mace, Batavia.....55<br>Nutmegs, fancy.....60<br>Nutmegs, No. 1.....45<br>Nutmegs, No. 2.....45<br>Pepper, Singapore, black.....11<br>Pepper, Singapore, white.....12<br>Pepper, shot.....12<br><b>Pure Ground in Bulk.</b><br>Allspice.....15<br>Cassia, Batavia.....30<br>Cassia, Saigon.....40<br>Cloves, Zanzibar.....14<br>Cloves, African.....15<br>Ginger, Cochon.....18<br>Ginger, Jamaica.....23<br>Mace, Batavia.....65<br>Mustard.....12<br>Nutmegs.....10<br>Pepper, Sing., black.....12<br>Pepper, Sing., white.....20<br>Pepper, Cayenne.....20<br>Sage.....15 |
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## 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.

|                        |       |
|------------------------|-------|
| 30 1-lb. packages..... | 5     |
| 40 1-lb. packages..... | 4 1/2 |

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

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

## SYRUPS.

|                |    |
|----------------|----|
| Corn.....      | 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 |

## TOBACCOES.

## Cigars.

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



S. C. W. 33 00

## 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.....     | @ 8     |
| Pike.....               | @ 7     |
| 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 |
| Anchors.....            | @ 18 |
| Favorites.....          | @ 18 |

## 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.....   | 2 25 @ 2 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 1/4  |
| Cured No. 2.....            | @ 8 1/4  |
| 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    |
| Musk rats.....   | 20 @ 15      |
| Mink.....        | 50 @ 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     |

| Wool.                 |      |
|-----------------------|------|
| Washed, fine.....     | @ 20 |
| Washed, medium.....   | @ 25 |
| Unwashed, fine.....   | @ 13 |
| Unwashed, medium..... | @ 18 |

| Oils.                    |          |
|--------------------------|----------|
| Eocene.....              | @ 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.....            | 25 @ 24  |
| Engine.....              | 21 @ 21  |
| Black, winter.....       | @ 8      |

| Barrels.                 |          |
|--------------------------|----------|
| XXX W. W. Mich. Hdt..... | @ 11 1/2 |
| W. W. Michigan.....      | @ 8 1/2  |
| Diamond White.....       | @ 7 1/2  |
| D. S. Gas.....           | @ 8      |
| Deo. Naptha.....         | @ 7      |
| Cylinder.....            | 25 @ 24  |
| Engine.....              | 21 @ 21  |
| Black, 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..... | cases @ 8 1/2 |
| Extra H. H.....   | @ 8 1/2       |
| Boston Cream..... | @ 8 1/2       |

## Mixed Candy.

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

## Fancy-In Bulk.

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

## Fancy-In 5 lb. Boxes.

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

## Caramels.

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

## Fruits.

| Oranges.             |        |
|----------------------|--------|
| Cal. Seedlings.....  | @ 2 25 |
| Fancy Navel 112..... | @ 2 75 |
| 126 to 216.....      | @ 3 00 |
| Choice.....          | @ 3 00 |

| Lemons.                   |        |
|---------------------------|--------|
| Strictly choice 360s..... | @ 3 00 |
| Strictly choice 300s..... | @ 3 25 |
| Fancy 360.....            | @ 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.              |         |
|------------------------------------|---------|
| Choice, 10 lb boxes.....           | @ 13    |
| Extra choice, 14 lb boxes.....     | @ 14    |
| Fancy, 12 lb boxes.....            | @ 15    |
| Imperial Mikados, 18 lb boxes..... | @ 15    |
| Natural, 6 lb boxes.....           | @ 13    |
| Naturals, in bags.....             | @ 6 1/2 |

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

## Nuts.

|                                        |        |
|----------------------------------------|--------|
| Almonds, Tarragona.....                | @ 13   |
| Almonds, Ivaca.....                    | @ 11   |
| Almonds, California, soft shelled..... | @ 13   |
| Brazils new.....                       | @ 9    |
| Filberts.....                          | @ 10   |
| Walnuts, Grenobles.....                | @ 12   |
| Walnuts, Calif No. 1.....              | @ 10   |
| Walnuts, soft shelled.....             | @ 9    |
| Table Nuts, fancy.....                 | @ 10   |
| Table Nuts, choice.....                | @ 10   |
| Pecans, Med.....                       | @ 8    |
| Pecans, Ex. Large.....                 | @ 10   |
| Pecans, Jumbo.....                     | @ 12   |
| Hickory Nuts per bu.....               | @ 1 60 |
| 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..... | 83 |
|------------|----|

## Winter Wheat Flour.

| Local Brands.                                |      |
|----------------------------------------------|------|
| Patents.....                                 | 5 50 |
| Second Patent.....                           | 5 00 |
| Straight.....                                | 4 20 |
| Clear.....                                   | 4 40 |
| Graham.....                                  | 4 75 |
| Buckwheat.....                               | 3 50 |
| Rye.....                                     | 3 00 |
| Subject to usual cash discount.....          |      |
| Flour in bbls., 25c per bbl. additional..... |      |

|                            |      |
|----------------------------|------|
| Worden Grocer Co.'s Brand. |      |
| Quaker, 1/2s.....          | 4 60 |
| Quaker, 1/4s.....          | 4 60 |
| Quaker, 1/8s.....          | 4 60 |

## Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.



|                             |      |
|-----------------------------|------|
| Pillsbury's Best 1/2s.....  | 5 65 |
| Pillsbury's Best 1/4s.....  | 5 55 |
| Pillsbury's Best 1/8s.....  | 5 45 |
| Pillsbury's Best 1/16s..... | 5 45 |
| Pillsbury's Best 1/32s..... | 5 45 |
| Pillsbury's Best 1/64s..... | 5 45 |

|                               |      |
|-------------------------------|------|
| Ball-Barnhart-Putman's Brand. |      |
| Duluth Imperial, 1/2s.....    | 5 55 |
| Duluth Imperial, 1/4s.....    | 5 40 |
| Duluth Imperial, 1/8s.....    | 5 30 |

|                              |      |
|------------------------------|------|
| Lemon & Wheeler Co.'s Brand. |      |
| Gold Medal 1/2s.....         | 5 45 |
| Gold Medal 1/4s.....         | 5 35 |
| Gold Medal 1/8s.....         | 5 35 |
| Parisian, 1/2s.....          | 5 45 |
| Parisian, 1/4s.....          | 5 35 |
| Parisian, 1/8s.....          | 5 25 |

|                         |      |
|-------------------------|------|
| Olney & Judson's Brand. |      |
| Ceresota, 1/2s.....     | 5 65 |
| Ceresota, 1/4s.....     | 5 55 |
| Ceresota, 1/8s.....     | 5 45 |

|                            |      |
|----------------------------|------|
| 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..... | 15 50 |
| No. 1 Corn and Oats.....    | 14 50 |
| Unbolted Corn Meal.....     | 13 75 |
| Winter Wheat Bran.....      | 14 00 |
| Winter Wheat Middlings..... | 15 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 ariots.....    | 9 00  |
| No. 1 Timothy, ton lots..... | 10 00 |

## Fresh Meats.

## Beef.

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

## Pork.

|                |           |
|----------------|-----------|
| Dressed.....   | @ 5       |
| Loins.....     | @ 6 1/4   |
| Shoulders..... | @ 5 1/2   |
| Leaf Lard..... | 5 1/4 @ 6 |

## Mutton.

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

## Veal.

|              |           |
|--------------|-----------|
| Carcass..... | 6 1/4 @ 8 |
|--------------|-----------|

## Provisions.

Swift & Company quote as follows



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The strikers in New England are losing their hold of the public attention to a great extent, and the space which they occupy in the daily journals is now comparatively insignificant. The Legislative Committee of the State of Massachusetts is at work on the matter and the investigation is proceeding slowly. Southern cotton mills are eagerly taking advantage of the opportunity afforded them and are making hay as rapidly as possible. Three large cotton manufacturing companies have been incorporated in South Carolina in a single week. One of these will manufacture the higher class of goods which has long been regarded as the particular province of New England.

**Prints and Gingham**s—Prints and gingham are the most prominent features of the market, and some lines of these are nearly sold up.

**Woolen Goods**—The general tone of the entire woolen goods market has been quiet during the past week. In no department has there been enough activity to cause comment. In men's wear woollens, business seems to be somewhat on the mend, although no business worth mentioning is being transacted. Nearly all the traveling salesmen have been called home, as manufacturers and jobbers realize the futility of attempting to get more business just now. The clothier has the reins at present, and woolen men must await his pleasure with as much patience as they can command. There have been many new lines shown, but as fast as some orders are taken, they are canceled, because some "new" line appears which knocks the last line completely out.

**Hosiery**—Owing to the overwhelming sales of fancies, staples have suffered somewhat, but the orders received have been fair and the demand has been moderately active. Fast blacks have enjoyed their usual steady demand, and no complaint is made by any one of poor business in these lines. Solid colors have not done so well. This has been notably the case in tans. Fashion dictates that fancy hose will be worn with russet shoes this year, as they were last, which has seriously injured the sale of tan colored hose in the various shades. Some business has been done, however, but the prices are not altogether satisfactory.

**Carpets**—The proposed ingrain carpet combination has continued to be the all-absorbing topic of conversation, both among the manufacturers and the retail merchants. Several manufacturers are free to admit that something radical should be done to make a uniform price for the different grades. They realize that for a long time the ingrain manufacturers have suffered from competition of other grades of carpets, especially the tapestry. Will such combination as is now proposed reduce competition? Some are free to state that they believe it will increase it. At first the combination was started with the intention of including all grades of carpets. This idea was afterwards abandoned as not feasible. There are certain evils connected with the ingrain carpet business which should be corrected, however. So far as our knowledge of the situation goes, we can not find that the large Eastern and Middle States' manufacturers have joined the combination. The total number of in-

grain power looms in the United States is placed at 4,779. Of this number, 3,235 are located in Philadelphia, and 1,235 are distributed in various states, including New York, Pennsylvania, Connecticut, Massachusetts, New Jersey, and Indiana. There are outside of those mentioned 185 ingrain art square looms in the United States. Out of this number, 116 are owned and operated in Philadelphia. Some of those who sell carpets do not care how soon the trust comes, as they believe it would benefit the small retailer and check the ruinous price-cutting now carried on by the large department stores. The ingrain trade is confined very largely to the Western States. The Eastern and Middle States each year are using the tapestry and pile carpets more than formerly. Next season will find several more mills engaged on tapestries, in order to meet this growing demand, and it is from this source that the ingrain will meet with the larger share of competition, although the straw matting has for several years injured the sale of ingrain.

### The Penalties of Wealth.

There is nothing harder for the average woman to realize than that money is not a panacea for every ill. In her system of ethics it is not the love of money that is the root of all evil, but the lack of it. Doubtless it is because women are generally kept on such short allowances, and are so generally forced to make one dollar do the work of two, that they come to place such an undue value on money, and not because they are more avaricious than men.

The poor woman with a house full of children can hardly be blamed for envying the rich woman across the way or contrasting their lots. The rich woman never has to lie awake nights planning how she may get money to send a clever lad to college or give a pretty young daughter the dainty frock she needs. She, fortunate woman, does not know how bitter it is to be forced to disappoint the eager little ones in some cherished pleasure because one can not afford a single cent extra outlay. It is only now and then that the poor woman remembers how one day the death angel came to the rich neighbor's house and bore the only child away, and not all the money nor all the skill could bar those costly portals against it.

In reality wealth has its own peculiar penalties and burdens. For one thing it clouds the dearest and nearest relations of life with suspicion. The poor girl is sure she is wooed and loved for herself alone. The rich girl is foredoomed to be the prey of fortune hunters. No matter how attractive she may be or well worth loving, no man can approach her without incurring the suspicion of sordid designs. Her very wealth is a barrier which keeps the high minded from showing the sincere affection they really feel, lest they, too, be classed with the parasites.

The same thing may be said of friendship. Friendship is one of the pleasures the rich seldom know. The very conditions of their lives surround them with flatterers, who fawn upon them, and only too soon does the rich man or woman find that almost every expression of affection covers some demand. This one smiles upon them because he wants to borrow money; that one has a scheme to work; another wants to be invited to dinner; another to ride in their carriage or sit in their box at the opera, and so it goes, until, at last, the poor lonely Croesus looks about him in the arid waste of society, and sees not one single friend who loves him for what he is, and not for what he has.

It is absolutely true that in the great crises of life we all, rich and poor alike, stand upon the same plane. There comes a time in every life when we can not bribe death or pain or sorrow with money. There is no gold coined that will buy friendship or affection, and the heart that asks for love must still sue as a beggar. For love is not bought nor sold, but given as a largesse.

## SAY, MISTER!

It matters not what the salesman may tell you, you know as well as we do that the wear there is in a garment depends NOT upon its appearance but upon the honesty of its maker. We claim to show as good a line of low and medium priced **PANTS** as there is on the market to-day. We will substantiate this with a guarantee on every pair sold. Our goods are made right.



**VOIGT, HERPOLSHEIMER & CO.,**  
MANUFACTURERS AND JOBBERS,  
GRAND RAPIDS, MICH.

## 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.**

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.



# A Game of Good Samaritan.

Written for the TRADESMAN.

After the room was "fixed" to suit the severe taste of its occupant, a housewarming was the next thing in order and three "good fellows" whom Morris had taken a strong fancy to came over one evening to dedicate the apartment to "a glorious and a happy future, and to wreath the brow of our generous-hearted host with the green laurel leaves of success," as Jack Horner put it during the course of the evening.

For some reason or other, I have never liked that Jack Horner. It struck me the first time I took his cold, clammy hand in mine that he was one of these make-the-most-of-you fellows, always on the lookout for a good chance to put his theory into practice. When his eyes fell upon Will's room, its comforts and delights, he at once determined that there should be another, only a better one. All the talent in that line wasn't crowded under Will Morris' hat. With this thought in his mind, he was interested in everything that met his sight. He asked questions; he handled everything; he lifted the table cover to see how the thing was put together, and the soap-box bookcase submitted to the closest examination. Morris was delighted. "If you'll try it, Jack," said he, "I'll help you, if you want me to, all I can." So there were busy and delightful times at the home of Jack, whose mother would have turned over the whole establishment to her "darling Jack" had he so much as hinted that he wanted it.

As Jack had surmised, the moment that Will began he "went in for all he was worth." He sawed, he planed; he nailed, he varnished. In season and out of season he and Jack were busy fitting up Jack's "den;" and, when it was done, Will had done the work and Jack the heaviest looking on that has so far been recorded! Then Mrs. Horner was allowed to step over the enchanted threshold and gaze upon the solid comforts about her. "And you did it all, Jack! I never would have believed it. How did you ever get a bookcase out of a lot of soap boxes? And where did you get the idea of making an easy chair out of a flour barrel? Springs, too! Well, I never! You surely never manufactured that lounge, Jack?" and Jack was forced to answer in the negative. "But it came in such a funny way," he explained. "I told Will that a den without a bedlounge—let me open it up, mother—wasn't a den at all. There! isn't that fine? So Will kept his eyes open and found one advertised and I went down and bought it." "Well, everything harmonizes so; that isn't your work, Jack—you don't know red from yellow. That's Will's work, too."

So, from one thing to another she turned and saw in everything not Jack's handiwork and taste and skill. Will had chosen the paper on the wall. Will had selected the carpet, the curtains, the table cover and the lounge cover. In fact, the boy had done his best and the room, if anything, was finer than his own. It was the work of an honest, straightforward fellow who thought of doing a good turn to a friend with the hope that it might be the means of leading that friend to better things.

Interested in this common work, they were, of course, much together; and, after the den was done, the two were still often together, enjoying to the utmost the result of the efforts put forth, until Will began to believe that Jack was the best and jolliest friend alive.

But it did seem strange to him that Jack's cigars were always out. However, as he could get his at a discount from the wholesale price, and Jack couldn't, he was glad to do that much for the fellow. And so, in one way or another, he was always turning something over to Jack.

One day when Mr. Bostwick and Will were on the way down town together, and Will had slipped an extra cigar into his pocket for his friend, Mr. Bostwick remarked: "'Tain't any o' my business, Will, what you do with your money; but I heard a couple of the boys talking about you and Jack, and on of them 'wondered how long 't would be before you tumbled to Jack Horner; that it was all take with him and never give, and that you'd find it out one o' these days as they had.'"

The young fellow was "mad as a March hare" and "guessed he knew a good fellow when he see 'im;" but "the old man" smoothed the boy's ruffled plumage by "wondering how much of the talk he had heard was due to jealousy," and concluded by telling him that "he must be careful to treat the boys all alike or there would be trouble in the camp."

In spite of his determination to think no more about it, what Mr. Bostwick had said "stuck;" and, almost against his better judgment, he found himself on the lookout for any signs which might give credence to what he had heard. Considering this wholly reverse to the part a friend would play, he determined to be cheated rather than entertain such ideas toward the man whose friend he claimed to be. Fortune then came to the front—or misfortune, rather—for Will was taken sick and confined to the house for a week. All the boys came to see him except Jack. Even Dick Dane came the night his illness was the worst and insisted on staying all night with him; and the minute he began to mend, the boy was overwhelmed with the good things which came from the fellows in the way of fruits and flowers and others pleasant things—from all but Jack.

It hurt. Will said nothing—there was nothing to say; but he made up for it in thinking. Finally, when the boy was pronounced on the mend, and was told that he might smoke if he would confine it to one cigar, Will sent word to Jack to send him one of a particular brand which they had often smoked together. It didn't come. He sent again. The same result. The third request was accompanied with the needful ten cents, and the cigar was promptly bought and brought home by Mr. Bostwick, who told Will that Jack said he "would have brought it himself if he hadn't had an engagement with a feller for an evening at billiards."

"I'm glad of it in one way, and mighty sorry in another," said Mr. Bostwick, who has just told me the story. "I'm glad to have the boy learn the lesson, if it's got to be learned; but it does seem a pity to have him find out the little meannesses that are so often wrapped up in the human hide. Now, to my knowledge, that boy has given that stingy cuss no end of things for his room; and he has been feeding him on that very brand of cigars for months. Will ain't saying a single word, and he ain't going to; but I'll tell you right now that Jack Horner will find that cigar the costliest cigar for him that he ever let another fellow buy."

RICHARD MALCOLM STRONG.

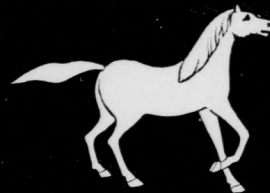
If a man is big and fat and able to keep his mouth shut, he can bluff nearly anybody.

If you give a bald-headed man a fair show, he will always be found well up in front.

## MERCHANTS

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

### WHITE HORSE BRAND



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

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

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

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

Established 1780.

## Walter Baker & Co. LTD.

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of



PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

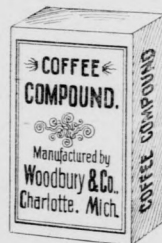
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.



## RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. 12 prizes in each and every pound package. Retail for 13c a package, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

WOODBURY & CO., MFGRS.  
CHARLOTTE, MICH.

## FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods, Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH

## 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.

Who makes . . .

Liquid Bluing

that will not settle?

THE  
WOLVERINE  
SPICE CO.,

GRAND RAPIDS, MICH.





### Origin and Development of the Fly Paper Industry.

Grand Rapids is famous for its furniture, but it is not in furniture alone that this city is pre-eminent. The largest plaster mills in the world are located here, the largest carpet sweeper factory on earth is in this city and nowhere on the globe is so much sticky fly paper manufactured as in Grand Rapids. Sticky fly paper is essentially a modern product. The ancients endured the house fly evil. Our immediate ancestors poisoned them. The modern way is to tangle them up on a sticky sheet, and the modern way has developed an important industry in this city.

Sticky fly paper is so modern a product that even the young housekeepers can recall the time when the saucer of fly poison was a summer adjunct of the household. The family cat would occasionally quaff the potato prepared for the flies, or possibly the baby would revel in it or devour the flies that had succumbed to the bane—the fly poison was the source of endless trouble, but the housewife could not keep house without it.

Less than a score of years ago sticky fly paper was introduced. Its manufacture was begun on a small scale in connection with the drug business of the late William Thum. Mr. Thum was a German chemist and a pioneer druggist, coming to this city back in the fifties. He had four sons who, as they grew up, became associated with him in business.

Who invented the sticky fly paper is a Thum family secret and the ingredients of the sticky compound are known to none outside of the inner circle. The protection of the patent laws has not been sought as a guard against competition in the manufacture of the fly paper, but the secrets of the business have been guarded as jealously as a father would guard his children; and so successfully have the family preserved their secret that the company has not yet had competition of any consequence.

The business was begun on a small scale at the West Side store of the Thum family and the first sticky fly paper was delivered at the drug stores about town in a market basket. The business has developed to such an extent that it is now shipped out by the carload and there is scarcely a civilized part of the world that does not know its virtues and appreciate its merits. The early manufacture was carried on at first in a basement; then an annex was built to the store, and, when the annex was outgrown, a factory building was erected and three or four years ago the factory was doubled in capacity. And it is still growing.

The factory is located on the West Side, south of Butterworth avenue. It is surrounded by a high picket fence and is carefully guarded against intruders. The buildings are divided into sections and the employees in one section are never allowed in another, and the expert operator in one department knows nothing of the manipulations in the others. It is in this manner that the secrets of the business have been preserved, and it has been found more efficacious than the protection afforded by the patent laws. The only appearance the company has ever made in the courts to defend its processes was to prevent a faithless former employee selling the secrets of the business to a proposed competing company.

The compounding of the ingredients

for the sticky stuff is done by one of the brothers in the seclusion of a room that is never left open. The various ingredients are melted and duly prepared and the compound then passes out into the factory, to be spread upon sheets in the familiar fly paper form. The gum is put on by machinery invented for the purpose and it is done with incredible speed. In the early days of the industry it was spread by hand with a brush and one of the Thum brothers and a small boy helper did the work. The sheets are given a narrow strip of wax just inside the edge to prevent the gum oozing out; and the wax border, the spreading of the sticky compound and the folding of the sheet in the familiar commercial form are all done in one run through the machine. The compound will not "strike through" the paper and when exposed to the air it will not lose its tenacity, and to these facts is due the success of the paper and in them lies the chief secret of the business. Competing concerns have put sticky fly paper on the market, but none of them have succeeded in mixing a preparation that will not soak through the sheet and that will not dry up, and therefore none of them have succeeded. After the sheets have been spread and folded, they are carefully inspected. If the inspection shows the quality is not up to the standard, the lot is ruthlessly destroyed, for none but perfect quality paper is sent out. After the inspection, the paper is packed and is then ready for shipment. A spur of the Lake Shore & Michigan Southern Railroad enters the yard around the factory, which facilitates carlot shipment and the receipt of raw product, which comes in carlots altogether.

### WANTS COLUMN.

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

#### BUSINESS CHANCES.

**WANTED—TO SELL WHOLE OR ONE-HALF** interest in my large general store; trade large and profitable. Best of reasons for selling. \$10,000 capital; can easily do \$50,000 of business. Write for particulars. M. S. Keeler, Middleville, Mich. 543

**WANTED—STOCK OF MERCHANDISE** for 24-acre farm, 20 acres good timber, 40 acres winter wheat, 4 acres orchard, balance all tillable; 3 good barns, house; all fenced; one mile from Bangor, Mich.; \$12,000, clear. F. Fredenhagen, 177 LaSalle St., Chicago, Ill. 544

**TO EXCHANGE—STORE BUILDING AND** general stock of merchandise for good farming lands. Address Lock Box 254, Wolcottville, Ind. 545

**FOR SALE—STOCK DRUGS AND FIXTURES** in a town of 5,000 population with only four drug stores. Terms to suit, with a small payment down. Address W. W. Hunt, under City National Bank, Grand Rapids, Mich. 536

**FOR EXCHANGE FOR GROCERY OR MERCHANDISE** stock—Choice section land near Jamestown, North Dakota. Dakota lands in great demand for farming or stock raising. Carl Dice, Monroe, Mich. 534

**WANTED—TO EXCHANGE FARM OF 40** acres, two miles from Bangor, Mich., or houses and lots in city of Benton Harbor, Mich., for a stock of goods. Benton Harbor has 7,500 population—best town in Southern Michigan. Address W. L. Hogue, 146 Bronson Ave., Benton Harbor, Mich. 537

**FOR SALE—SECOND-HAND MATHEWS'** soda fountain, six syrups, removable glass cans, one 10 gallon copper tank, retinned in 1907. 1 five foot counter slab of pink Tennessee marble, six tumbler holders. Price and terms easy. Write L. A. Phelps, Douglas, Mich. 540

**WANTED—RESPONSIBLE AGENTS** to sell the celebrated Buflington Acetylene Gas Machine in Michigan and Ohio. Apply to Sprout & McGurran local agents for Kent, Allegan and Ottawa counties, or Michigan Acetylene Gas Company, Jackson, Mich. 549

**FOR SALE—MY 60 BBL. STEAM ROLLER** mill, modern machinery, everything first-class. Good house, barns, etc., located in live town in Southern Michigan. Might take small Michigan farm as part payment or desirable Grand Rapids property. For full descriptions and particulars address Grain Dealer, care Michigan Tradesman. 548

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

**SODA FOUNTAIN, LARGE, ELEGANT, FOR** sale cheap; good condition; complete outfit. Write Crozier Bros., Grand Rapids, Mich. 535

**I HAVE SEVERAL GOOD FARMS NEAR** Grand Rapids, from 5 to 110 acres each. Not desiring to rent, will sell at prices that cannot fail to suit. Part exchange. G. H. Kirtland, 1159 South Division St., Grand Rapids, in dry goods store. 547

**FOR SALE—A FINE FARM SIX MILES** from Grand Rapids and near graded school, churches and stores; large house and barn and flowing well. Will sell on long time or exchange for stock of merchandise—no drugs. Would take improved city property. Address, Farmer, care Carrier 41, Grand Rapids, Mich. 542

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

**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, invoicing 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. Grisier. 533

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

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

**WANTED—A PRACTICAL MILL MAN,** with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill. 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

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

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

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

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

**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 PAT-**ents. Ciley & Algier, Patent Attorneys, Grand Rapids, Mich. 539

### MISCELLANEOUS.

**EXPERIENCED TRAVELING SALESMAN,** first class references, desires a position. Address 1013 Michigan Ave., E., Lansing, Mich. 541

**WANTED—A REGISTERED PHARMACIST** of experience, references required. A permanent position offered. Address No. 538, care Michigan Tradesman. 538

**WANTED—CLERK FOR GENERAL STORE** in country. Must have experience and up-to-date, one who speaks German preferred. Address Lock Box 4, Hopkins Station, Mich. 539

**SITUATION WANTED—REGISTERED PHAR-**macist, 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



## Percale Wrappers

This cut represents one of the many styles of Percale Wrappers that we are producing in our factory, known as the celebrated Triton Wrapper, all made from standard goods. Honest work. Guaranteed in every way to please as to fit, style, wear, etc.

Prices range from \$5.50 to \$13.50 per doz. Sample dozens sent subject to your approval.

Give us a trial order and establish a trade for yourself by carrying at all times one brand of wrappers, and that the



Custom Made.

MANUFACTURED BY

## Strong, Lee & Co.,

DETROIT.

Our Celebrated No. 104 Percale Wrapper, Price \$9.00 per doz.



## Travelers' Time Tables.

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

**Chicago.**  
Lv. G. Rapids..... 8:45am 1:25pm \*11:30pm  
Ar. Chicago..... 3:10pm 6:50pm 6:40am  
Lv. Chicago..... 7:20am 5:15pm \*11:30pm  
Ar. G'd Rapids..... 1:25pm 10:35pm \* 6:25am  
**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids..... 7:30am 5:30pm  
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.  
\*Every day. Others week days only.

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

**Detroit.**  
Lv. Grand Rapids..... 7:00am 1:55pm 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 Sag., Detroit, East and Canada. 6:35am  
+ 11:10am Sag., 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. 10:06am  
+ 10:00pm Gd. Haven and Mil. 10:06am  
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. Agt.,  
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 4:00pm  
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. 9:00am 5:20pm  
Ar. Sault Ste. Marie. 12:20pm 9:50pm  
Ar. Marquette. 2:50pm 10:40pm  
Ar. Nestoria. 5:20pm 12:45am  
Ar. Duluth. 8:30am  
**EAST BOUND.**  
Lv. Duluth. 6:30pm  
Ar. Nestoria. 11:15am 2:45am  
Ar. Marquette. 1:30pm 4:30am  
Ar. 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.

### CANNED FRUITS

### CANNED VEGETABLES

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

## Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low. Look out for higher prices on Tomatoes. Ask our salesmen about those Nunley, Hines & Co.'s Yellow Peaches.

### CANNED FISH

### CANNED MEATS

A good many

## Wide Awake Dealers

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

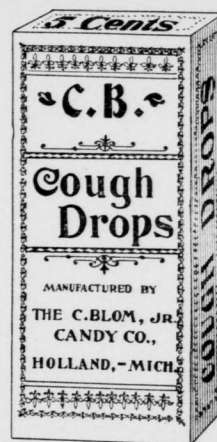


## WORLDS LOOK RUN ARE BUILT RIGHT

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.



For Sale by Leading Jobbers.

### 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.

## Shake off the Dragging Chains of Credit



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

## COUPON BOOK SYSTEM

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

### TRADESMAN COMPANY, GRAND RAPIDS.

## 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.



# 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.

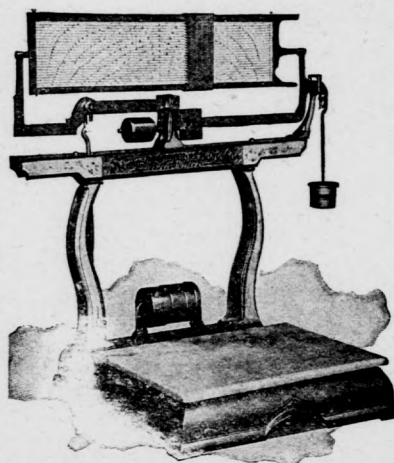
Owosso, Mich., Nov. 3, 1897.

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.



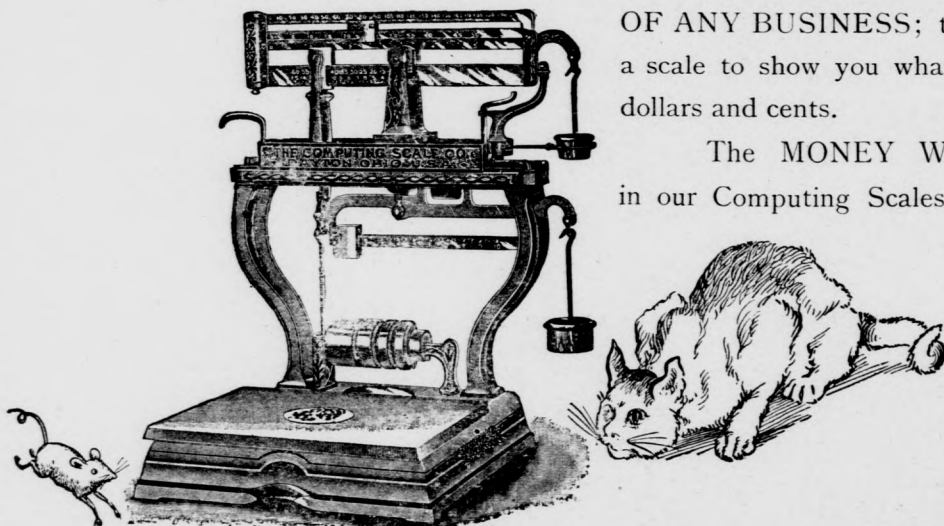
Stimpson  
Computing  
Scale  
CO.,

Elkhart, Ind.

## 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.